

# UNIVERSITI TEKNOLOGI MARA FACULTY OF HOTEL AND TOURISM MANAGEMENT

PRINCIPLES OF ENTREPRENEURSHIP

(ENT530)

SOCIAL MEDIA PORTFOLIO



GENTLE GIANT COOKIES

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SEMESTER

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#### ACKNOWLEDGEMENT

I would like to express my sincere gratitude to my lecture, PUAN NOR ZAWANI BINTI MAMAT@IBRAHIM for providing the invaluable guidance, comments and suggestions for me to complete this portfolio. I would like to thank you for encouraging and give lot of references material for me and my friends in order to complete this task.

I would also like to thank my classmates and my fellow friends for helping me to reach and achieve what I need in this assignment. They cooperate with me very well and that make me very grateful to them. I also feel very grateful to ALLAH because provide me energy that I need to finish this task properly.

Last but not least, I want to thanks my family because they always support and stand behind my back whenever I need. They always cheer me up and support me while I try to finish this assignment on time.

#### **Executive summary**

This social media portfolio is all about to promote, sell and doing business in real situation. In this assignment, student need to make one business and create the fb page to run their business. For this social media portfolio I choose Gentle Giant Cookies as my business for this assignment.

Gentle Giant Cookies is business where I sell variety kind of cookies flavour to the customer. There are variety of cookies flavour that I sell for in this business. There are Choco chips cookies, vanilla flavour cookies, carrot cookies, cinnamon cookies and raspberry cookies. We serve our cookies item with variety types of flavour that can satisfied all of our consumer.

For product advertising, I use Facebook as a platform to do promotion and giving information to my customer. This make me can promote my product easier since everyone in my are can see my post. Especially during this pandemic, everyone spend more time at social media. I use this opportunity to make everyone in Taiping know about my business and do some posting that can attract them to buy my product.

For sales, my average sales is about RM 123 per day. Its include the tips I got from customer and the donation I receive from others. For now I gain nice total profit that suitable with my capital and expenses. Gentle Giants Cookies average price is about RM 7. Its very cheap when being compare with other cookies product in market.

In this social media portfolio, I will tell in detail about my product and Gentle Giant Cookies organization. This to ensure the readers can get more knowledge about our product and can be lead to buy our item.

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## GO E-commerce Registration

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Period of Internship :
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Expected Month To : 5 Complete Study

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#### INTRODUCTION OF BUSINESS



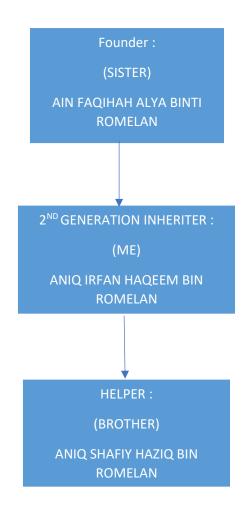
The name of my business for this social media portfolio is Gentle Giant Cookies. Its located at Batang Kali, Selangor. Therefore, Gentle Giant Cookies has already run the business at Bohor Bharu, Pahang since 2010. But in some circumstance, we need to move to Selangor then we officially make this business become public.

Gentle Giant Cookies is being founded by my family. The founder is my sister, Ain Faqihah Alya Binti Romelan and now I become the successor for this business. We use the traditional recipe that has been used over 10 years where my sister learned it from my mother. We maintain the classic way to make our product to ensure the consumer can have the same quality just like we had.

In Gentle Giant Cookies we use our family recipe to specially make cookies ourselves without buying the market readymade product. Even the readymade product is more convenient, we decide to maintain our traditional ways to ensure the quality of our product. This make our cookies different than others.

Gentle Giant Cookies now have entered the second generation and I am the one who inherited it. I will maintain the method and recipe in making our cookies product to ensure our consumer satisfaction. While, I will also try to add some new cookies that can make our brand adapt with the new generation. That's why I have introduce **Rasberry Flavour Cookies** and **Cinnamon Flavour** Cookies which to meet the consumer and market preferences.

#### **Organization Chart**



#### **MISSION**

Provide and produce the best Cookies ever that can make the eater always remember us.

#### VISSION

Maintain the traditional Cookies production and classic preparation to ensure all of our consumer get our Cookies with the best quality same like always.

### DESCRIPTION OF PRODUCT/SERVICE

Our stored sell 5 variety of cookies flavour. We sell Choco chips cookies, Vanilla cookies, Carrot cookies, Cinnamon Cookies and Rasberry cookies.



Choco chips cookies.

Cookies made with the add of choco chips. This our main signature product and the best selling among the other product. With the taste of delicious chocolate it will give the customer full satisfaction.



Vanilla cookies.

The cookies with vanilla based flavour will give mouth-watering to the customer.



**Carrot Cookies** 

The cookies made of from combination of vegetable which is carrot. For those who are vegetarian and carrot lover, this product can suit their taste to the fullest.



## Cinnamon cookies.

The cookies is made from the finest flavour of cinnamon that can give the fullest satisfaction to the customer.



## Rasberry cookies.

The latest product from our store. It is made from the combination of delicious raspberry fruit that can give unique and natural sweet flavour to the customer.



We also provide delivery service to the customer.

#### PRICE LIST

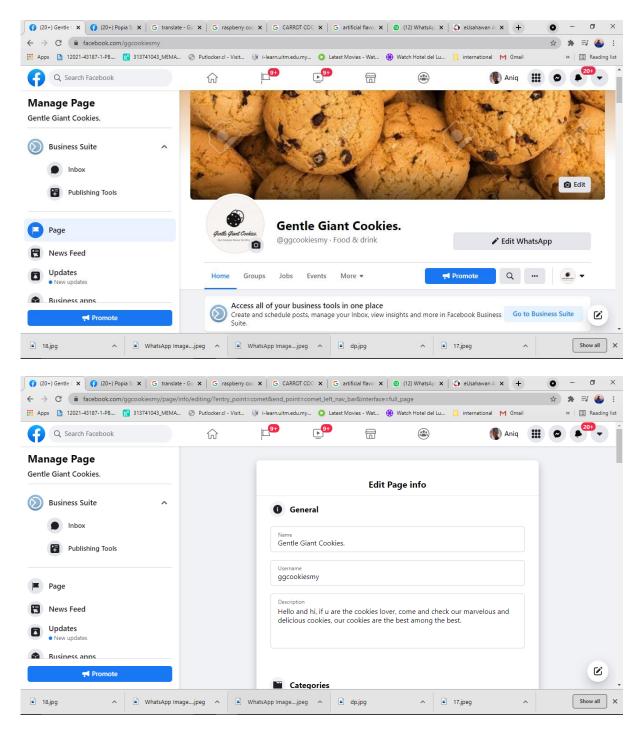
Our price is very much cheaper than other that sell same product just like us. Our product average price is about RM7 . Here are our menu with the price list of our product:

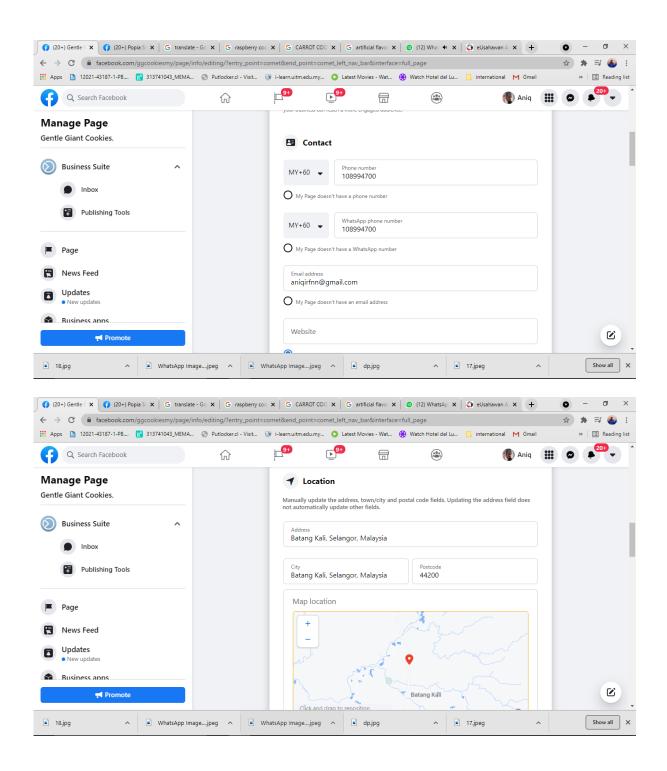


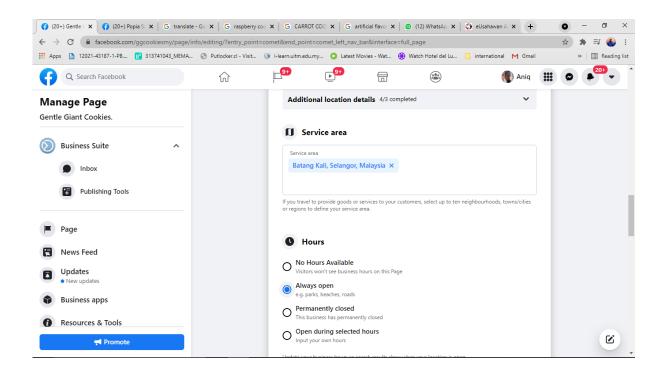
#### FACEBOOK (Print Screen)

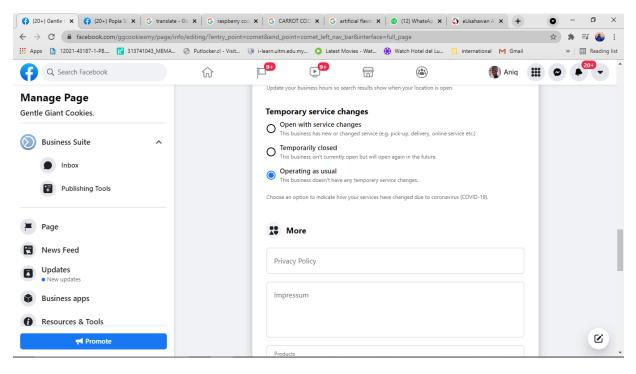
Here are the Facebook (print screen) post that I made in my Facebook page (Gentle Giant Cookies).

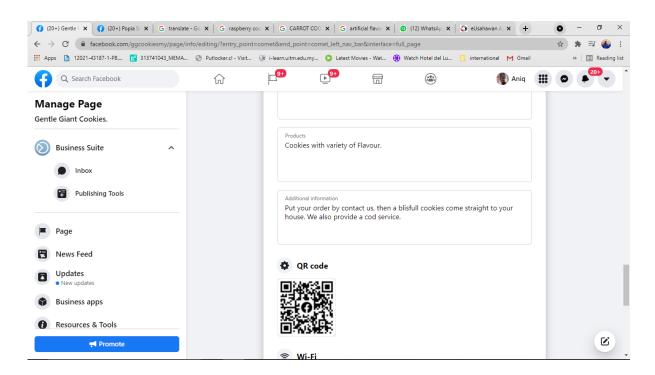
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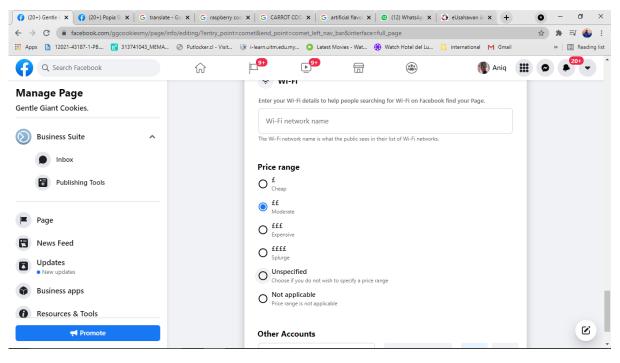










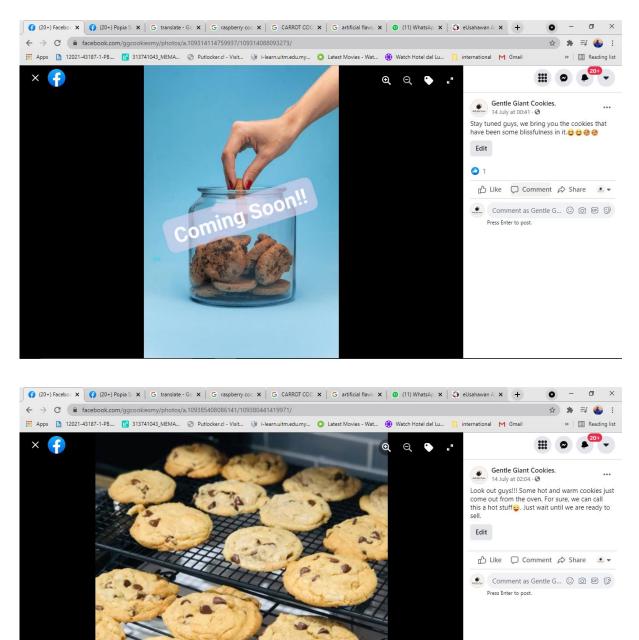


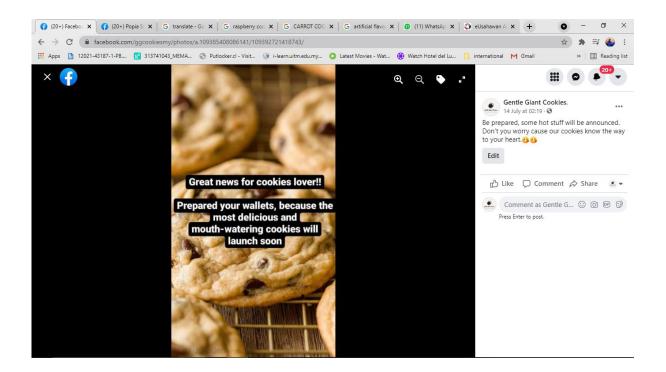
## 3.1.2. CUSTOMIZED URL FACEBOOK PAGE

https://www.facebook.com/ggcookiesmy/

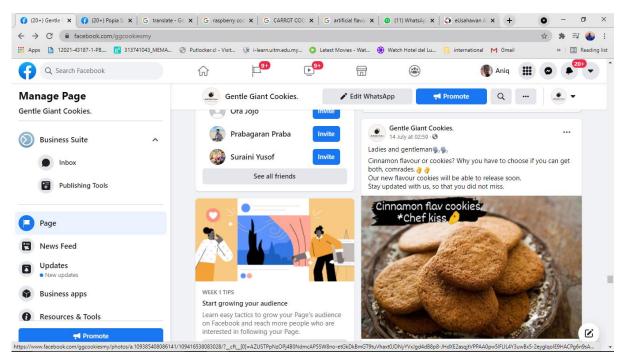
#### **3.2 FACEBOOK TEASER POST**

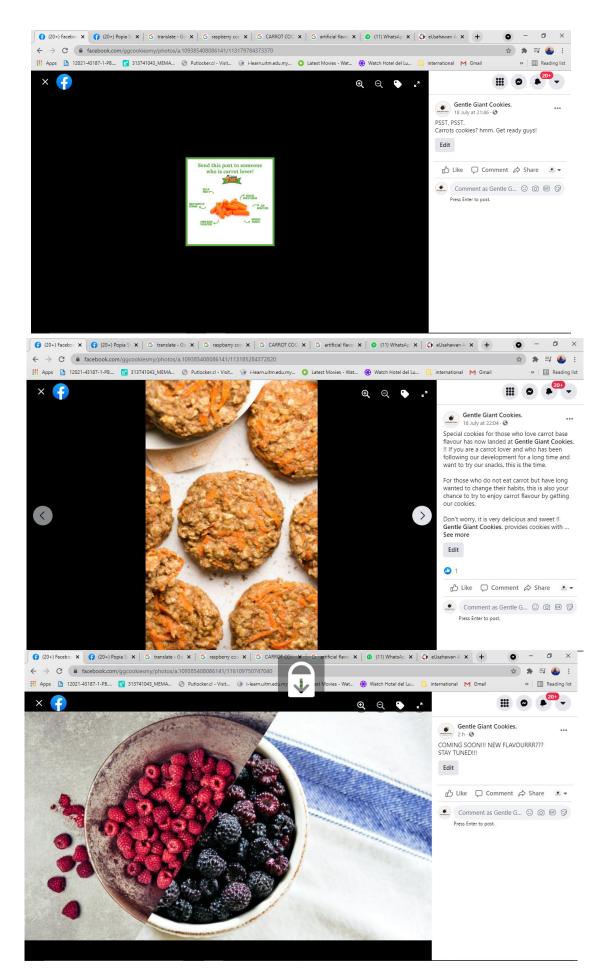
## PRODUCT ARRIVAL TEASER

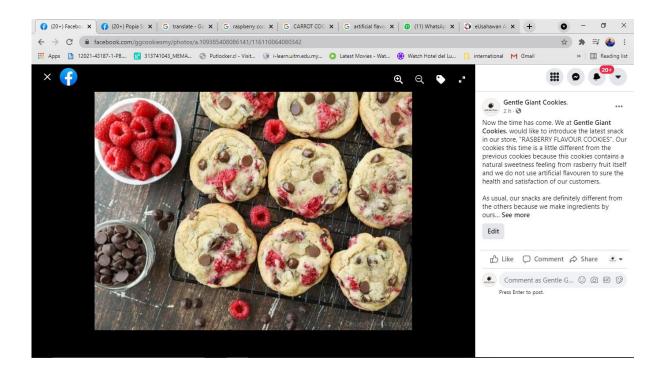




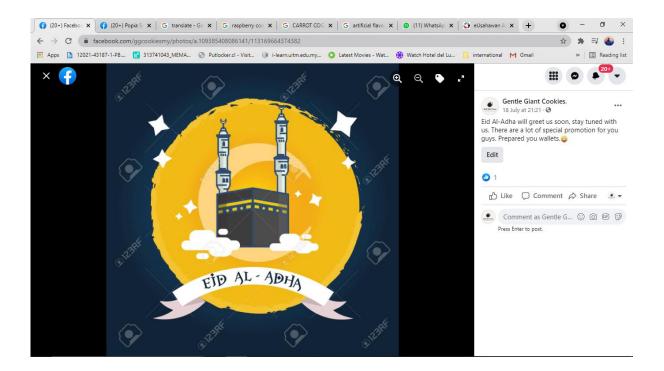
#### NEW PRODUCT TEASER



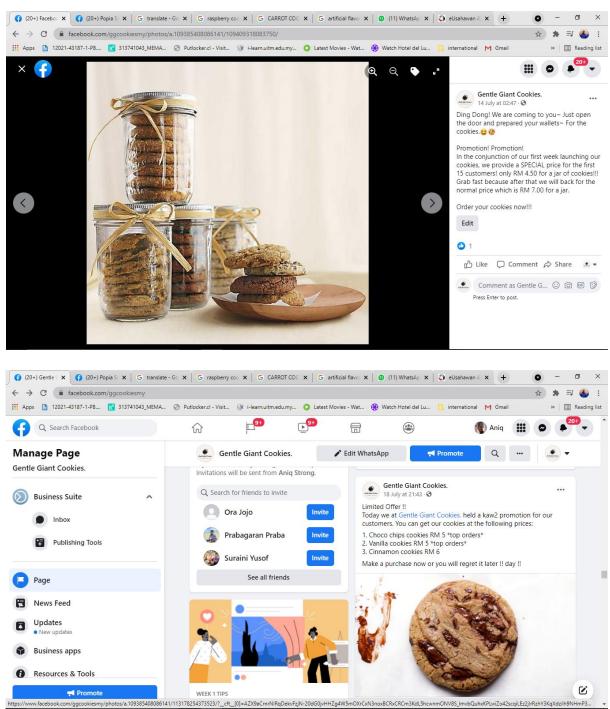


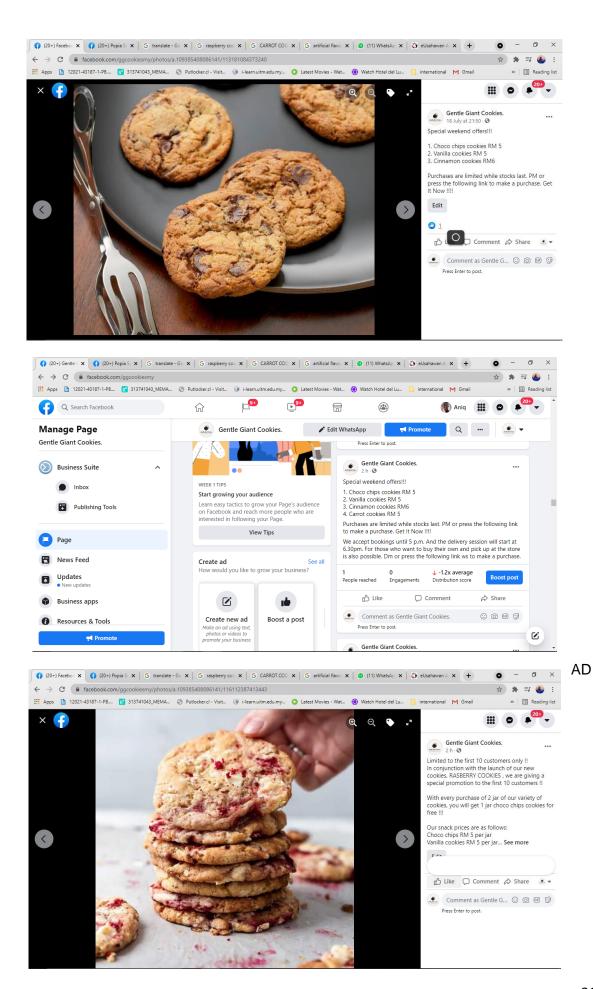


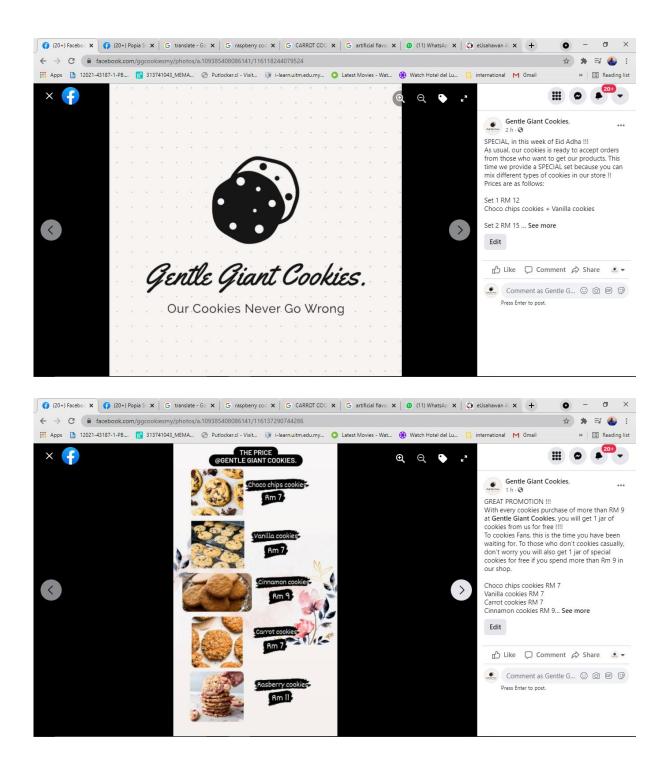
#### PROMOTION TEASER

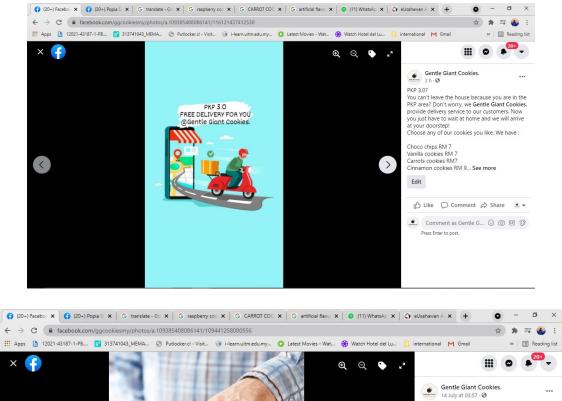


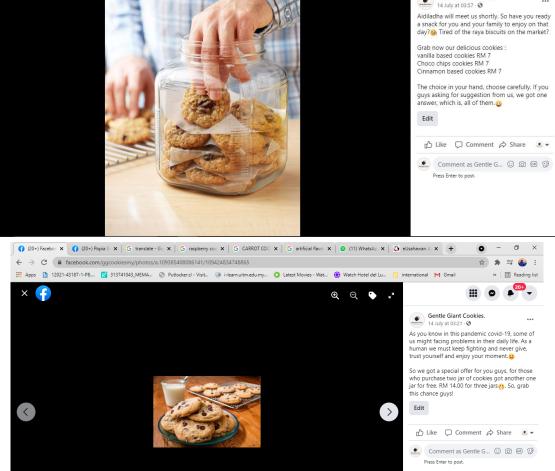
## 3.3 FACEBOOK POST- COPYWRITING (HARD SELL)





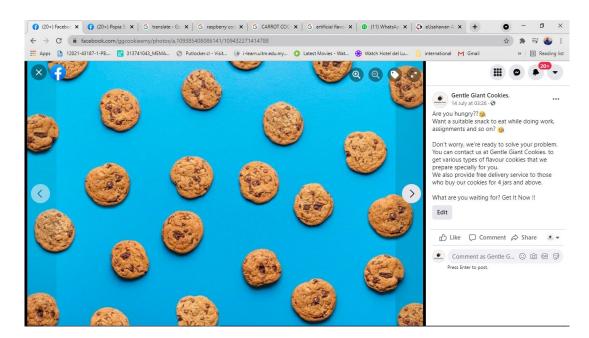


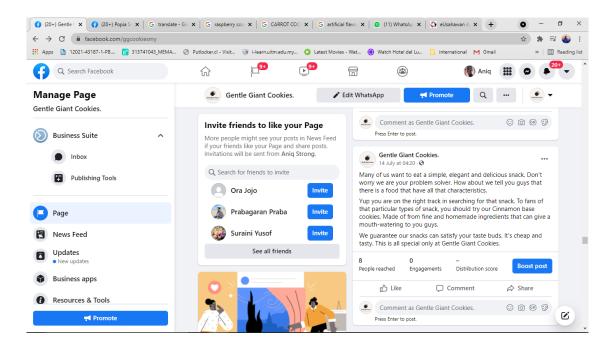


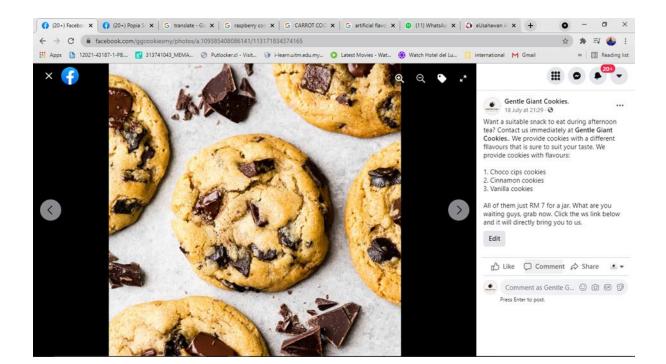


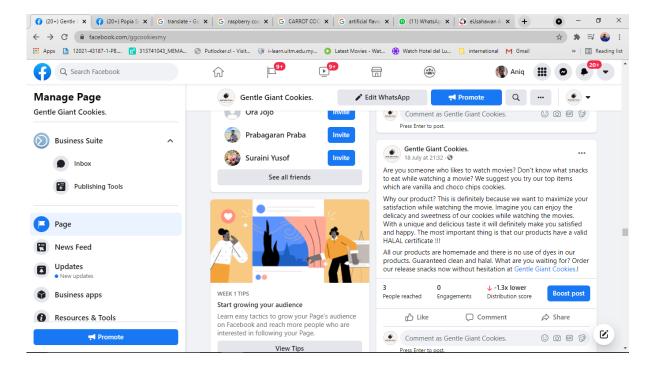
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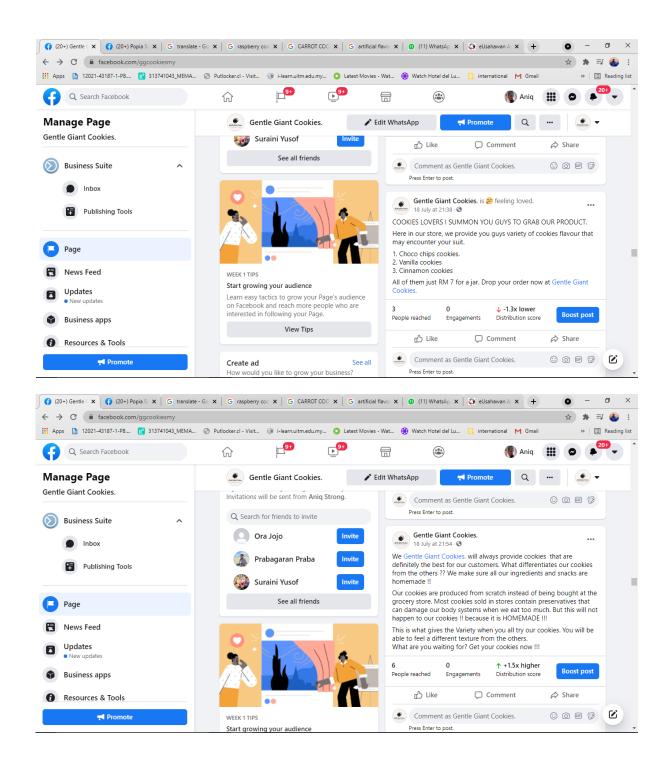
## 3.3.2 FACEBOOK POST- COPYWRITING (SOFT SELL)

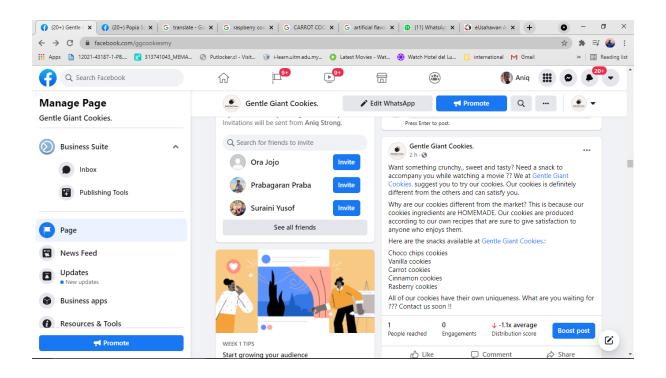




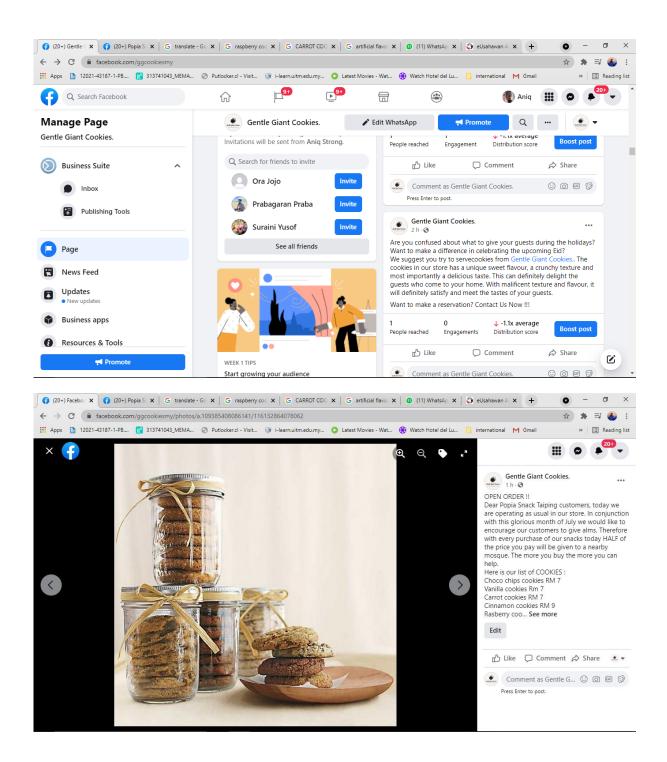


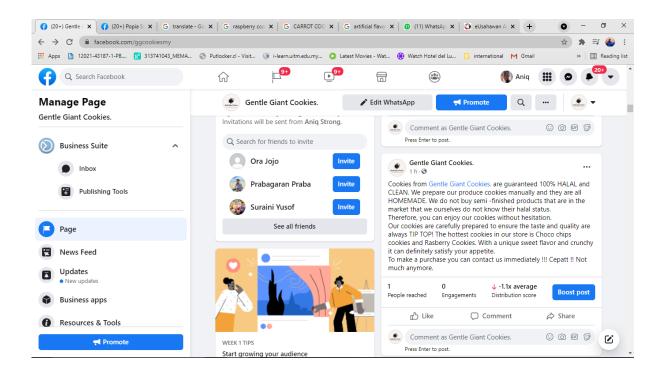






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Updates		What are you waiting for? Contact us now for more information.
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#### **CONCLUSION**

In a nut shell, this assignment social media portfolio has exposed me to the business world that required me to start and promote my business to the market. There are two types of sell technique that I learn and use it in this assignment. There are softsell and hardsell. While soft sell is more to trying to let the consumer or target market know more about our product, the hardsell is more to persuade the consumer to buy our product. Both of this techniques has their own strength that can attract the consumer. Not to forget, the teaser is also an important element to gain the market attention. With the good teaser, we can make consumer become curious and they will try our product later.

I believe the skills and knowledge that I gain in order to finish this Social media portfolio, assignment for subject principles of entrepreneurship (ENT530) will be uses for me in the future. I gain more knowledge about business marketing and how to interact and attract the market to buy my product if I become an entrepreneur in the future.

