

# FACULTY OF HOTEL & TOURISM MANAGEMENT UNIVERSITI TEKNOLOGI MARA BACHELOR OF TOURISM MANAGEMENT (HM241)

# ENT530 PRINCIPLES OF ENTREPRENEURSHIP



SOCIAL MEDIA PORTFOLIO: HAMYFIQQ (CAR AIR FRESHENER)

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**GROUP:** (HM2413B)

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#### ACKNOWLEDGEMENT

Firstly, we would like to express our outmost gratitude to Allah S.W.T as we managed to complete our social media portfolio report with successfully by his guidance and blessings.

Next, we would like to express our thankfulness to University Technology Mara (UiTM) Campus Puncak Alam, Selangor for giving us the opportunity to conduct this project assignment.

Then, we would like to express our heartfelt thanks to Madam Norfazlina Binti Ghazali, our Principle of Entrepreneurship (ENT530) lecturer for giving us this opportunity to carry out this project assignment as well as giving continuous great support and guidance to us for the whole semester of our project.

Moreover, to our family who tried their best to give their support by giving a lot of encouragement from the beginning until the end of this project. Hence, not to forgotten to all of our friends who had supported and shared a knowledge to us through this whole semester.

Lastly, we would like to thank you to everyone who had involved and contributed directly or indirectly in our assignment project as they have been shown their effort and initiative until we are able to complete this social media portfolio report successfully.

### **EXECUTIVE SUMMARY**

'HAMYFIQQ' is our company name for our car air freshener product. It's a combination of partnership name which is Hamizan and Afiq . The main objective of our business is to satisfied our customer and sell a variety flavour of car air freshener to the customer and they have a lot of choices of flavour to refreshing their car with affordable prices.

Our Business was established by this year 2022, our product gave a fantastic, memorable and pleasant smell to attract and make our customers repeat buying our product and satisfy. This product is also liked by many people due to affordable price and the pleasant smell. Hence, this product provide a good insight for the continuation of sales to our customers.

The management of 'HAMYFIQQ' consists by Muhammad Hamizan and Muhammad Afiq Iman as we are a partnership on this business. We create a Facebook page to expand our business through social media and learn how to post into facebook for our business purposes whether teaser post, soft sell and hard sell. We need to promote our product to social media to let people know about our product that we sell to all regions.

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# **Go-Ecommerce Registration (Print screen)**

#### MUHAMMAD HAMIZAN BIN MOHD HISHAM

Name		Muhammad Hamizan Bin Mohd	Phone/Mobile	- 22		
Name		Hisham	Home Address			
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			Name of Institution		UITM Puncak Alam	
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Address of instructory		Cawangan Selangor Kampus Puncak Alam, 42300 Bandar Puncak Alam, Selangor, .	Postcode		42300	
District of Institution	23	Kuala Selangor				
Level of Study	53	Bachelor Degree	Study Status		Full time	Edit Delete
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Subject Name		NEGHM2413B	Year Enrolling the subject	5	2022	
		3	Lecturer Name		Norfazlina Ghazali	
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	Personal Information					
	Name		MUHAMMAD AFIQ IMAN BIN DAHLAN	Phone/Mobile		
	New Identity Card No.		DAHLAN	Home Address		
MAD AFIQ IMAN BIN DAHLAN	Email Address					
WAD AFIQ IMAN BIN DAHLAN				District		
	City			Postcode		
	State			Personal Instagram		
	Personal Facebook			Race	Malay	
	Gender		Male	Special Need Required	No	
	Marital Status		Single			
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## **MyENT Certificate**

#### MUHAMMAD HAMIZAN BIN MOHD HISHAM



#### MUHAMMAD AFIQ IMAN BIN DAHLAN

	Akademi UNIVERSITI TEKNOLOGI MARA (MASMED)
MASH	1ED YOUNG ENTREPRENEUR (MyENT)
SLIP PER	NDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2022786897 : MUHAMMAD AFIQ IMAN BIN DAHLAN
Program Pengajian Fakulti Kampus	: SARJANA MUDA SAINS (KEPUJIAN) PENGURUSAN PELANCONGAN : Faculty of Hotel & Tourism Management : Pulau Pinang
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Malaysian Aca	ademy of SME & Entrepreneurship Development (MASMED)

# SSM Registration

SURUHANJAYA SYARIKAT MALAYSIA COMPANIES COMMISSION OF MALAYSIA	
BORANG D (KAEDAH 13)	
PERAKUAN PENDAFTARAN	
AKTA PENDAFTARAN PERNIAGAAN 1956	
Dengan ini diperakui bahawa perniagaan yang dijalankan dengan na	ama
MUHAMMAD AFIQ IMAN BIN DAHLAN NO. PENDAFTARAN: 202203172306 (003414161-D)	
telah didaftarkan dari hari ini sehingga 6 JULAI 2023 di bawah Akta Perniagaan 1956, beralamat di	Pendaftaran
Bil. Cawangan: TIADA	
Bertarikh di SISTEM EZBIZ pada 7 JULAI 2022.	
DATUK NOR AZIMAH ABI Pendaftar Perniagaa Semenanjung Malay	an
UserID: EZBIZ Date: Thu Jul 07 22:39:31 MYT 2022	

### 1.0 Introduction of Business

#### 1.1 Name and address of business

Hamyfiqq is a business name that had decided by us on a combination name of Hamizan and Afiq because of we form a partnership business. We started to sell this car air freshener because nowdays people don't want to waste their time by using the spraying car air freshener. Our business motto is "Kereta Wangi, Indahnya Hari" is to describe how our product can give a pleasent smells. The price that we provide is very affordable to all consumers to buy it. As for our target market, Hamyfiqq is targeting for all teenagers and above with range 19-60 years old as our car air freshener flavour is suitable to all.



Figure 1.2 Hamyfiqq Official Logo

Name of Business	HAMYFIQQ CAR AIR FRESHENER
Business Address	
Corresponding Address	
Telephone Number	
Form of Business	Partnership
Main Activities	Retail sale of Car Air Freshener
Main Acuvities	Retail sale of Car Air Freshener
Data of Common company	
Date of Commencement	<sup>5th</sup> April 2022
Date of Registration	7 <sup>th</sup> July2022
Registration Number	

Table 1.1 Hamyfiqq Car Air Freshener Business Information

# 1.2 Organization Chart

Hamyfiqq Car Air Freshener is a partnership business form. This is because our business is only a start-up business and operating a small business. Hence, our organizational chart only consists two of us which is one person handling on the marketing and one more person handling the sales.



Figure 1.3 Hamyfiqq Car Air Freshener Organizational Chart

### 1.3 Mission and Vission

We believe that every business have their own mission and vision in order to run their business in the same time to reach their target or goals that need to be achieved. Hence, we have made our mission and vision for our business so that we know what to be achieved in a long and short term goals.

#### **Mission**

- We believe that how you scent your ride is a statement, and we aim to offer drivers more than just a fragrance but a way to express their individuality.
- To serve customer with a good customer service
- Become the best stockist

#### **Vission**

To make a HAMYFIQQ Car Air Freshener brand familiar as a top brand in Malaysia with a various flavour to describe the individuality.

#### 1.4 Description of Product and Services

Hamyfiqq offers variety of car air freshener which is 12 flavours that available such as Apple Blossom, Lavender, Coffee and the favourite one, honey dew. Car air freshener is a perfume that often used by many drivers to remove stinks and smells from their cars. You can make your car smell like a new car.

It can be place hanging from the rear view mirror, or under the dash. Car air freshener need to smell good because it last about 4-6 weeks. Our customer can get an affordable price starting from RM10 and we always have promotion every month like buy 3 can get discount RM8 per perfume.

Not just that, we gave the best choice to deliver your car air freshener by cash on delivery (cod) if customer within our area and postage in Peninsular Malaysia including Sabah and Sarawak.

# 1.5 Price List

Price	Name and Price (RM)
RM10	Apple Blossom
RM10	Lavender
RM10	Coffee
RM10	Vanilla
RM10	Rose Gulab
RM10	Strawberry
RM10	Pandan
RM10	Green Apple
RM10	Tutti Frutti
RM10	Honey Dew
RM10	Lemon
RM10	Grape

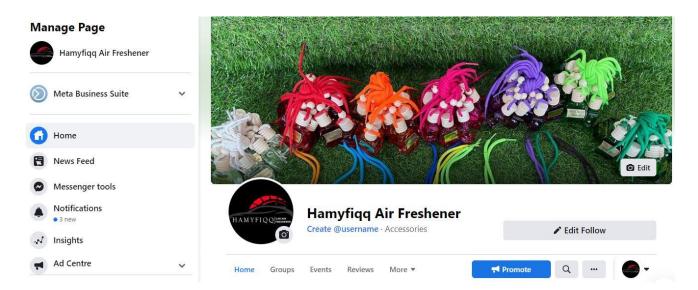
Table 1.4 Car Air Freshener by Hamyfiqq's Price List and Products.

#### 2.0 Facebook

For the best option of promoting our product in online platform, we have created a Facebook page to sell our products by sharing our variety types of car air freshener. It was easier for customer to contact us in Facebook's chat and we also have provided our phone number so all our customer can message via Whatsapp.

Not only that, our customers can give feedback or review of our products whether they satisfied or not. Then, new buyers will know what they will get when they purchase our products. There are button for review in our Facebook page so every customer can rate from 1 star to 5 star.

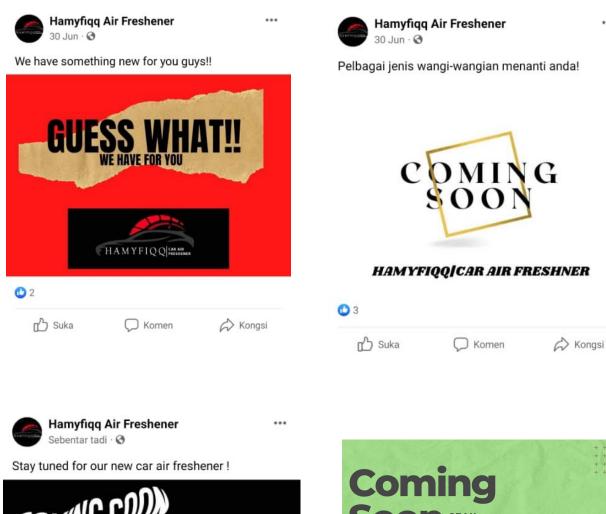
# 2.1 Facebook Page



# 2.2 URL Facebook Page

https://www.facebook.com/Hamyfiqq-Air-Freshener-107966221915163

# 2.3 Facebook Page - Teaser







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# 2.4 Facebook Copywriting - Hard Sell



Hampa Takmau Ka Wangi-Wangian Dalam Kereta Hampa??

Promosi Produk Baru Car Air Freshener (Hamyfiqq) Harga Asal Produk Ini Rm20.00 Tapi Minggu Ni Ja Kami Bagi Untuk Hampa Rm10.00 Sahaja !! Ulang Balik Sepuluh Henget Sahaja Takkan Takmau Lagi, Murah Elok Ni !! Apa Yang Hampa Dapat Kalau Beli Dari Kami?

\*Wangian Yang Tahan Lama

- \*Menvegarkan Kereta Anda
- \*Menutup Bau Hapak Kereta
- \*Tahan 2 Bulan Penggunaan \*Bau Yang Sangat Memukau
- Kenapa Perlu Dapatkan Minggu Ini
- 1. Penghantaran Percuma
- 2. Jimat Rm10 Dari Harga Asal
- Terhad Kepada 20 Orang Sahaja! Baik Hampa Beli Lekaih!

Sms/Whatsapp 01162408036





Hamyfiqq Pewangi Kereta, Ready Stock!! KINI TIADA LAGI KAEDAH SEMBURAN!!! DENGAN ISIPADU 10ML DAN HANYA SATU KALI TUANGAN CECAIR KE PENUTUPNYA.... WANGI KERETA ANDA SEMINGGU. Dengan pelbagai jenis wangian semanis cinta vang sesuai untuk mewangikan kereta anda serta dapat meningkatkan mood dan mengurangkan stress anda.

...

Klik page di atas untuk singgah dan melihat pelbagai jenis bau yang baru mendarat sebelum terlambat!! Boleh terus pm FB kami untuk membuat pembelian. Siapa cepat, dia dapat...Lambat bye2. 1pcs:RM10.00! 3pcs: RM27.00!

Tak lain tak bukan tagline kami, "KERETA WANGI, INDAHNYA HARI"



Suka

C Komen ₩ Kongsi



Hamyfiqq Air Freshener 30 Jun · 🕄

Anda Selalu Memandu Dan Mestilah Memerlukan Bau Yang Menenangkan Fikiran Anda Kan? Hamyfiqq Solusinya !

Apa Yang Best Dengan Car Air Freshener Hamyfiqq ni?

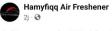
Wangian yang menyegarkan

Boleh juga digunakan di almari, bagasi atau mana2 ruang

Menghilangkan bau yang kurang menyenangkan Terdapat 12 jenis wangi-wangian yang boleh didapati dari kami

Dapatkan Segera Produk Kami d FB Hamyfiqq Air Freshener





Jadi tunggu apa lagi! Mari dapatkan Car Air Freshener dari kami Hamyfiqq Car Air Freshener!

...

PROMOSI CAR AIR FRESHENER BARU

HARI NI SAHAJA DENGAN HARGA PROMOSI 1 RM10, 3 RM27

KENAPA PERLU DAPATKAN HARI INI GUYSS!!

- LEBIH BANYAK ANDA BELI, LEBIH MURAH! -PENGHANTARAN PERCUMA UNTUK HARINI SAHAJA

DAPATKAN SEKARANG DARI KAMI HAMYFIQQ "KERETA WANGI, INDAHNYA HARI'



C Suka C Komen ₩ Kongsi



Hamyfiqq Air Freshener

Bila korang balik kerja penat2 dan stress ketika memandu korang mesti nak sesuatu yang boleh menenangkan korang balik kan! Kadang2 bau minyak wangi pon buat kita rindu dengan si dia :'). Dengan adanya produk kami Hamyfiqq anda tidak perlu lagi hadap bau yang kurang enak apabila memandu tau!

Jadi tunggu apa lagi! Mari dapatkan Car Air Freshener dari kami Hamyfiqq Car Air Freshener!





...

...

Hampa tau dak kami ada 12 wangi-wangian untuk kereta hampa?

Untuk wangian yang berpanjangan, kami menjual car air freshener yang menyegarkan supaya anda selesa ketika memandu, takkan hampa takmau kot!

Jadi tunggu apa lagi! PM kami sekarang juga!

Promosi beli 3 hanya RM27 sahaja !!



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#### 2.5 Facebook Copywriting - Soft Sell

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....

#### Hamyfiqq Air Freshener 16 Mei · 🕄

PEWANGI KERETA "BAU TAHAN DALAM MASA 1 MINGGU"

Anda mesti inginkan kereta wangi dan nyaman bukan? Semestinya semua orang inginkan kereta sendiri wangi dan udara didalamnya nyaman. Selalunya mereka sering membeli pewangi kereta berbentuk semburan dan kadang kala ia menyusahkan malah membuatkan para pengguna

malas untuk menyembur. KINI TIADA LAGI KAEDAH SEMBURAN!!! DENGAN ISIPADU 10ML DAN HANYA SATU KALI TUANGAN

CECAIR KE PENUTUPNYA.... WANGI KERETA ANDA SEMINGGU JADI TUNGGU APA LAGI DENGAN ISIPADU 10ML TAHAN SELAMA 1 BULAN, LIKE <Hamyfiqq Car Air

Freshener> untuk melihat pelbagai jenis perisa yang lebih menarik! MEMANGG BERBALOIII "KERETA WANGI, INDAHNYA HARI"



Hamyfiqq Air Freshener

Gets yours now before it's too late!! Hamyfiqq menyediakan pewangi kereta yang dapat membuang bau-bau yang tidak menyenangkan di dalam kereta anda dengan pelbagai jenis bau mengikut citarasa anda. Malulah jika kereta mahal tetapi bau tidak menyenangkan

1pcs:RM10.00! 3pcs: RM27.00! Klik page di atas untuk singgah dan melihat pelbagai jenis bau yang baru mendarat sebelum terlambat!! Boleh terus pm FB kami untuk membuat pembelian. Siapa cepat, dia dapat...Lambat bye2. Tak lain tak bukan tagline kami, "KERETA WANGI, INDAHNYA HARI'





Hamyfiqq Air Freshener PEWANGI KERETA "BAU TAHAN DALAM MASA 1

MINGGU" Anda mesti inginkan kereta wangi dan nyaman bukan? Semestinya semua orang inginkan kereta sendiri wangi dan udara didalamnya nyaman. Selalunya mereka sering membeli pewangi kereta

berbentuk semburan dan kadang kala ia menyusahkan malah membuatkan para pengguna malas untuk menyembur. KINI TIADA LAGI KAEDAH SEMBURAN!!! DENGAN ISIPADU 10ML DAN HANYA SATU KALI TUANGAN CECAIR KE PENUTUPNYA.... WANGI KERETA ANDA

SEMINGGU JADI TUNGGU APA LAGI DENGAN ISIPADU 10MI

TAHAN SELAMA 1 BULAN, LIKE <Hamyfiqq Car Air Freshener> untuk melihat pelbagai jenis perisa yang lebih menarik! MEMANGG BERBAI OIII "KERETA WANGI, INDAHNYA HARI"



Selamat Petang guyss. Tau tak harini kami dah restock 12 jenis wangi-wangian untuk kereta korang. Anda boleh pilih mengikut citarasa anda sendiri dengan membeli dari kami, Hamyfiqq.

Apple Blossom Lavender Coffee Vanilla Rose Gulab Strawberry Pandan Green Apple Tutti Frutti Honey Dew Lemon Grape

Jadi tunggu apa lagi, mari dapatkan car air freshener dari kami! 😀





Ready Stock!!

TUNGGU APA LAGI DENGAN ISIPADU 10ML TAHAN SELAMA 1 BULAN, PEWANGI KERETA "BAU TAHAN DALAM MASA 1 MINGGU" Hamyfiqq ada menjual pelbagai jenis bau yang

•••

akan menyegarkan kereta dan hari anda dengan harga yang berpatutan 1pcs: RM10.00! 3pcs: RM27.00!

Klik page di atas untuk melihat pelbagai jenis bau sebelum terlambat!! Boleh terus pm FB kami untuk membuat pembelian. Siapa cepat, dia dapat... Lambat bye2.

Ingat tagline kami, "KERETA WANGI, INDAHNYA HARI"



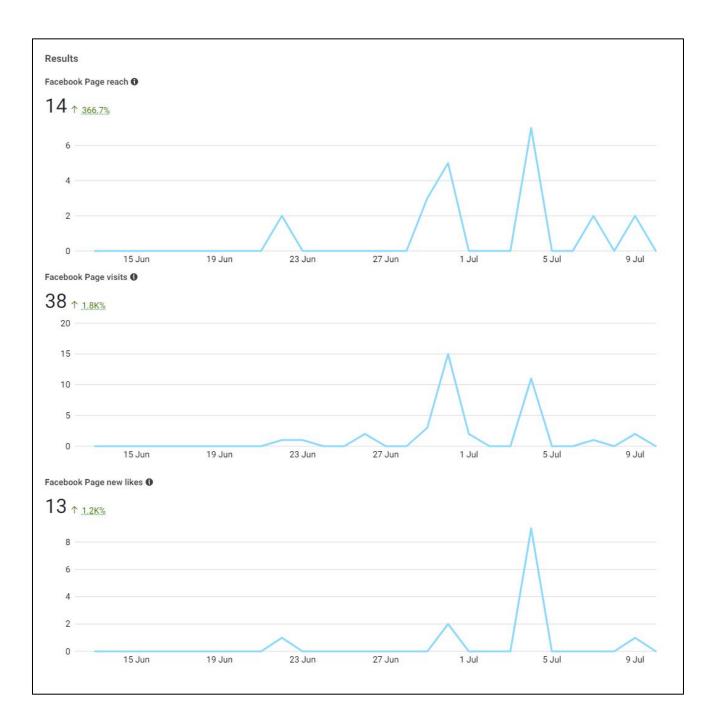
Hamyfiqq Air Freshener 2j · 🕲

Hello guys, ready stock!! Hamyfiqq ada pelbagai jenis haruman, hanya gantung di dalam kereta dan biarkan ia. Tahan sehingga 1 bulan sebanyak 10ml. Klik page di atas untuk singgah dan melihat pelbagai jenis bau yang baru mendarat sebelum terlambat!! Boleh terus pm FB kami untuk membuat pembelian. Siapa cepat, dia dapat...Lambat bye2. 1pcs:RM10.00! 3pcs: RM27.00! Tak lain tak bukan tagline kami, "KERETA WANGI, INDAHNYA HARI"

...

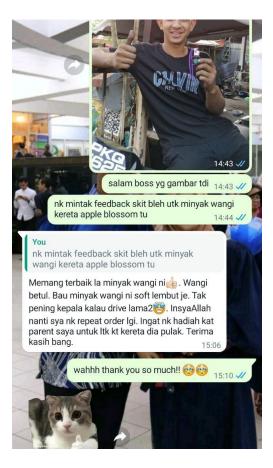


# 2.6 Frequency of Posting



# 3.0 Sales Report







#### 4.0 Conclusion

In conclusion, ENT530 subject had taught us on how to start a business in a partnership that encourages a teamwork between others member. It gaves an opportunity to learn a basic thing about entrepreneurship, by that we can develop and increase our soft skills in the future. It is also including managing time, marketing in all platform and finance.

Studying ENT530 makes us think outside the box. It creates a creative and innovative thinking to upgrade our confidence when meet and talk with customers which natural in all business. We also can learn to make a good decision in managing the business.

Online platform is the best tool to start a business because this new era of technology, all people are using smartphone to buy something such as in Shopee, Lazada, Facebook, Instagram, Amazon and many more. It helps people to grow their business when they promoting their product in this platform. All you need to do is a good promoting to sell your product to customers.

Lastly, studying ENT530 will prepared us in real life situation where in business we need to be innovative, creative and have a good teamwork to achieve our goals. It's a long journey process to us in improving our skills and talents day by day from now.