



SOCIAL MEDIA REPORT

PRINCIPLES OF ENTREPRENEURSHIP (ENT530)

FACULTY	: FACULTY BUSINESS AND MANAGEMENT
GROUP	: ENT530L
COURSE	: BACHELOR OF BUSINESS ADMINISTRATION (HONS) INSURANCE
COURSE CODE	: BA241
SEMESTER	: 4
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SUBMISSION DATE	: 14 TH JULY 2022

ACKNOWLEDGEMENT

First and foremost, Alhamdulillah praises Allah SWT for giving us the opportunity to finish this social media report successfully. With the guts and guidance that He gives to us, it helps us to find the material and information and we could finish up this course work assessment for the ENT530 on time.

Besides, we would like to express our gratitude to our beloved lecturer for this subject, Principle of Entrepreneurship (ENT530), Madam Norfazlina Binti Ghazali, her kindness in helping us during the process of completing this report. Her dedication in giving all the knowledge about this subject has made this social media project easily to be done although we had faced several problems. Without her help, we would not be able to finish this social media report.

An honorable mention goes to our family and friends for being generous in sharing their knowledge on entrepreneurship in social media. During the three months, we have learnt a lot about doing business online and that it is not an easy journey to become a good and successful entrepreneur. All downs in business can only be overcome with perseverance and the ups can be achieved through hard work. Through these problems, we manage to become more organized and mature in dealing with problems that occur during my business. This social media portfolio covers social media business using Facebook, sales revenue, creating soft sell, hard sell, and teaser to attract customers.

We also want to thank our beloved customer willing to accept our services and put trust in our business. We will keep improving our skills to make a better outcome in the future. Last but not least, we once again show our gratitude to all parties who have directly and indirectly contributed to the success of our social media project.

EXECUTIVE SUMMARY

Foodlicious is a product that is oriented with the food and beverages business which is Chocojar. The reason why we choose Chocojar as our product is because this type of snacks has been everyone go-to snack since few years ago. The business ownership is partnership which is founded by Zufiqah binti Mohamad Zukeri and her Co-founder, Nurul Nadia binti Ya'akob. Our business was initiated in the middle of the year in 2022 due to the reason we would like to seek experiences for building our own business by selling small products first. The business plan has been constructed for about like 4 months before we launch the products that come along with a significant business strategy.

For Chocojar, we produced four flavors which are dark chocolate, white chocolate, strawberry and matcha. The reason why Foodlicious provides various types of flavors is because to serve the customers with their own preferences. Our business currently operates at No 161, Jalan Besar, 16600, Pulai Chondong, Kelantan. Foodlicious is basically named after a decision that we have brainstormed together when finding the idea for our company's name. Furthermore, we decided on Foodlicious is because we would like a simple name for our target audience easy to remember.

To expand our business even more, we agreed upon the agreement to promote our business with a social media platform which is Facebook. Our mission in business is to widen all over the states in Malaysia in order to introduce our 'masterpiece' best-selling to the customers, hence, use social media platform. From Facebook, we are able to gain customers after promoting our products to Facebook by posting hardsell, softsell and teasers along that are only oriented with our business product which is Chocojar. Meanwhile, our vision is to provide a good quality service to the customers and to acquire a great customer experience by setting the price of Chocojar from Foodlicious for only RM8.90 which is very affordable to all folks.

When it comes to business management, Zufiqah and Nurul Nadia perform great cooperation when handling the business and play our roles as a founder and co-founder. In terms of sales, Zufiqah will find a strategy to improvise the product based on feedbacks that are received from customers and any improvisation will undergo a lot of process and progression. On the other hand, Nurul Nadia takes over the promotion part and handles the engagement with customers by entertaining every customer's orders. In terms of product, any new changes, for example flavors, both founders of Chocojar would perform a survey from customers to obtain the results whether the flavors that will be launched are suitable for customer's needs and wants.

The main factors that influence our sales are based on demographic sectors which encompasses the age of customers, genders, rate of income and type of lifestyles. Prior to Foodlicious business, most of our customers are students who do not have a high level of income, and type of leisure lifestyles. Therefore, students are our target market and that is the main reason why we choose to produce Chocojar.

After approximately two months operating the business, we acquire sales RM 124.60 for selling 14 Chocojar and the amount will be deducted from the expenses that we spend in order to obtain the profits. The profits will be distributed evenly to the founders as we spend the same amount of expenses to produce Chocojar.

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1.0 GO-ECOMMERCE REGISTRATION

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			Bandar Puncak Alam,							
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Figure 1: Go-Ecommerce Personal Profile

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Figure 2: Go-Ecommerce Personal Profile

2.0 MYENT CERTIFICATE

	UNIVERSITI TEKNOLOGI MARA Pembangunan PKS dan Keusahawanan Malaysia (MASMED)
MA	ASMED YOUNG ENTREPRENEUR (MyENT)
SLIP	PENDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2020866102 : NURUL NADIA BINTI YA'AKOB
Program Pengajian Fakulti Kampus	: SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) INSI : Faculty of Business & Management : Selangor
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Akademi Pembangunan PKS Penggunaan sijil ini hanya	s dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis. diterima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.
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Figure 3: MyENT Certificate

	Akademi UNIVERSITI TEKNOLOGI MARA Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED)
MA	SMED YOUNG ENTREPRENEUR (MyENT)
SLIP F	PENDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2020615292 : ZUFIQAH BINTI MOHAMAD ZUKERI
Program Pengajian Fakulti Kampus	: SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) INS : Faculty of Business & Management : Selangor
	MAKLUMAT PERNIAGAAN
Sijil ini secoro tidok langsung ak	: https://www.facebook.com/Foodehlicious.co
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Figure 4: MyENT Certificate

3.0 SSM REGISTRATION

Foodlicious by Food Licious Enterprise is a legal business as we has registered our business under Suruhanjaya Syarikat Malaysia (SSM) on 2 July 2022.



Figure 5: Foodlicious Enterprise Business Registration (SSM)

4.0 INTRODUCTION OF BUSINESS

4.1 Name and address of business

Foodlicious is a business name that we had decided based on our product. It is a name that is easy to remember. The combination of these words is food and delicious. Our business motto is "Sedap Tak Terkata" which shows that our Chocojar is worth buying if you want to eat a snack. Our business is located at No 161, Jalan Besar, 16600, Pulai Chondong, Kelantan Machang, Kelantan, 16600 Pulai Chondong, Kelantan. As for our target market, Foodlicious Chocojar is targeted for everyone. All genders are included. Our target client with income ranging from low to high since we provide a product at a price that is affordable for all.



Figure 6: Foodlicious Official Logo

Name of business	Foodlicious
Address	
Telephone Number	
Business Type	Food and Beverage

Table 1: Business Information

4.2 Organizational chart

Foodlicious Chocojar is a partnership business form. This is because our business is only a start-up business and only operates as a small business. Our organizational chart only consists of the founder and co-founder of Foodlucious Enterprise. Our business which is Foodehlicious is managed by Zufiqah Binti Mohamad Zukeri as a founder, and Nurul Nadia Binti Ya'akob as a co-founder. Both of us manage and operate the business together and share its profits. In the future, we try to expand our business widely everywhere and we hope to open a store offline.

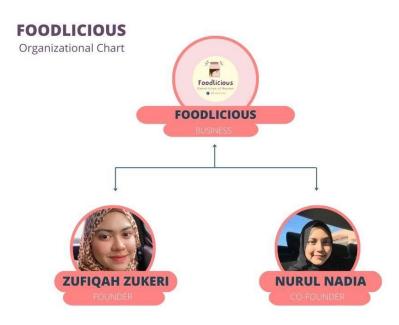


Figure 7: Foodlicious Enterprise Business Organizational Chart

4.3 Mission / Vision

Mission

Foodlicious business produce a Chocojar product. Chocojar is made from bubble rice or mini coco crunch coated with chocolate. Our business aims at maintaining the highest standards in terms of customer services and quality of our products. In addition, we also try to achieve every customer's satisfaction and expectations in our local food product. As a result, our product can maintain the reputation in the food industry market.

Vision

As we provide food products, we do have many local competitors in the market. We aim to be a business company that can provide a customer experience that encourages repeat products. Our goal is to be a business company that can produce different kinds of local food products with high quality foods. We want to maintain our brand name and reputation as the brands that produce high quality food products.

4.4 Descriptions of products / services

Foodlicious Chocojar is a snack product based on Chocolate. It is served with several features based on customer criteria. Our Chocojar has 3 different kinds of menus. The first one is a Dark Chocolate Chocojar with Mini Crunch. Second menu is White Chocolate Chocojar with Mini Crunch and lastly Green Tea Chocojar with Mini Crunch. Customers also can request to add on more chocolate for more toppings.



Figure 8: Foodlicious Chocojar Menus

Foodlicious Chocojar Dark Chocolate is the first and main menu item in our business. It is the first product we released. Our customers will be served with Chocojar in Dark Chocolate coating as a whole. As for services, Foodlicious Chocjar offers free delivery services for customers that live nearby us. Not only that, our customer also can get discount when they purchase our Chocojar more than 2 bottles. This is because we want to get the satisfaction of our customers and their loyalty towards us. As a result, they can repeat the order from time to time with our products.

4.5 Price list

Products	Name and Prices
	Dark Chocolate Chocojar with Mini Crunch Each RM 8.90 Exclude Postage Postage RM 8 (SM), RM 10 (SS) COD Kelantan, Puncak Alam, Ampang
	White Chocolate Chocojar with Mini Crunch Each RM 8.90 Exclude Postage Postage RM 8 (SM), RM 10 (SS) COD Kelantan, Puncak Alam, Ampang
Table 2: Chocojar by Foodli	Green Tea Chocojar with Mini Crunch Each RM 8.90 Exclude Postage Postage RM 8 (SM), RM 10 (SS) COD Kelantan, Puncak Alam, Ampang cious Price List and Products

5.0 FACEBOOK (FB)

Ⅲ 0⁰ ₄⁰ ₊ Q Search Facebook ► 5 $\widehat{\mathbf{W}}$ 6 Manage Page Foodlicious Meta Business Suite ~ Inbox Sweet bites of Heaven Planner 🖸 Edit Publishing tools N Insights Foodehlicious.co Foodlicious Business Apps @Foodehlicious.co · Food & beverage Edit Start Order 0 🕘 🕶 🕑 Home Groups Events Reviews More • Promote Q 👎 Promote

5.1 Creating Facebook (FB) page

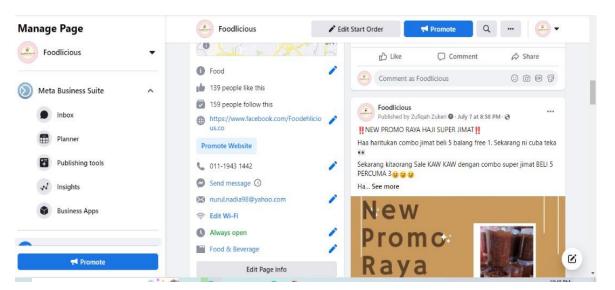
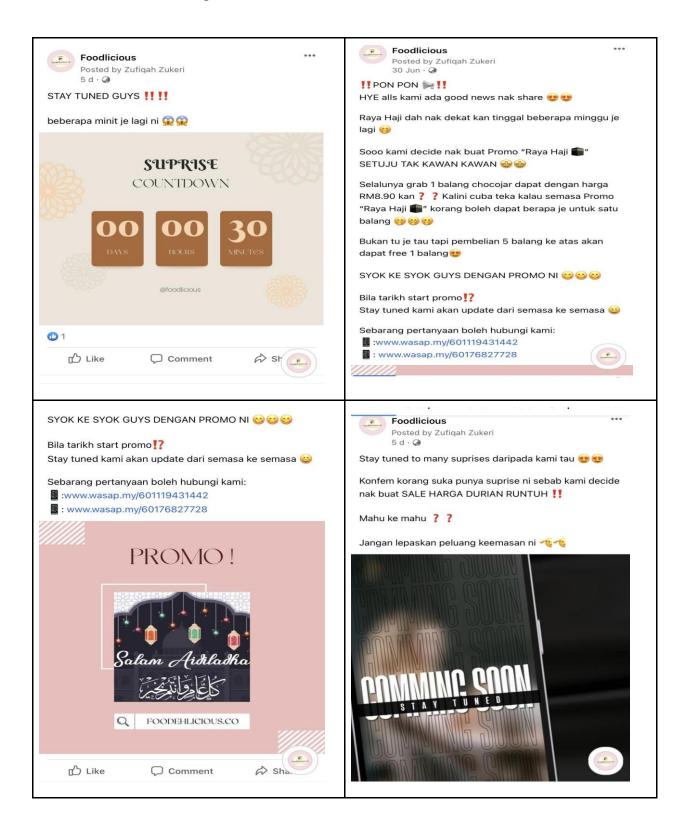


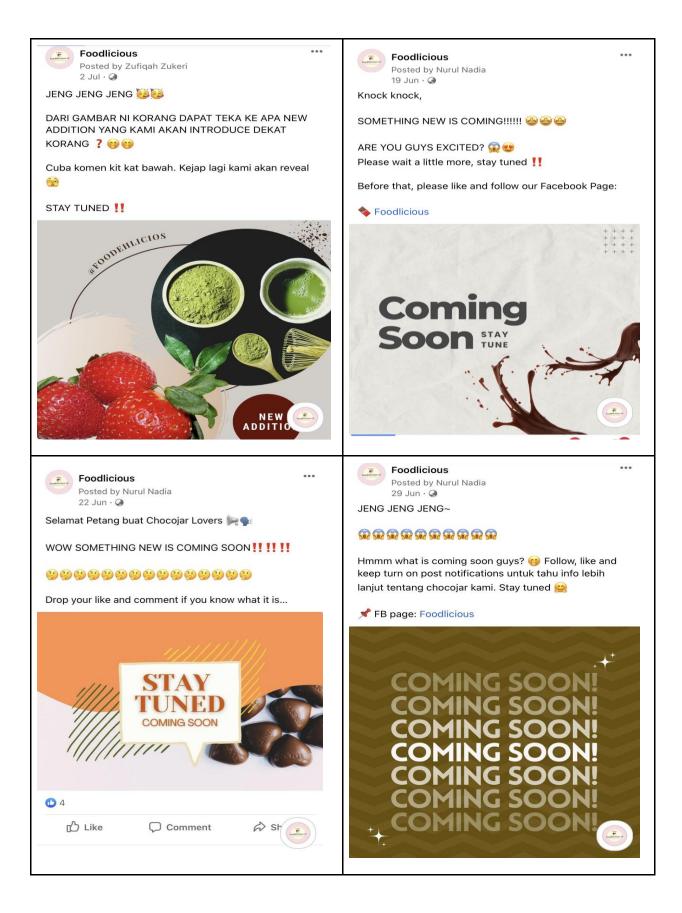
Figure 9: Foodlicious Official Facebook Page

5.2 Customizing URL Facebook (FB) page

Foodlicious's Facebook username is @Foodehlicious.co and the customized URL is https://www.facebook.com/Foodehlicious.co

5.3 Facebook (FB) post – Teaser





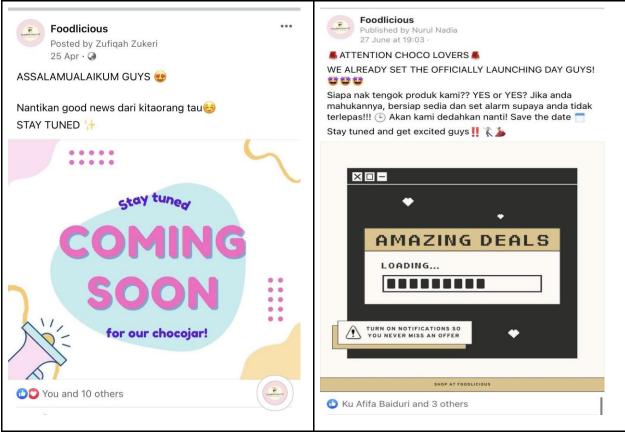
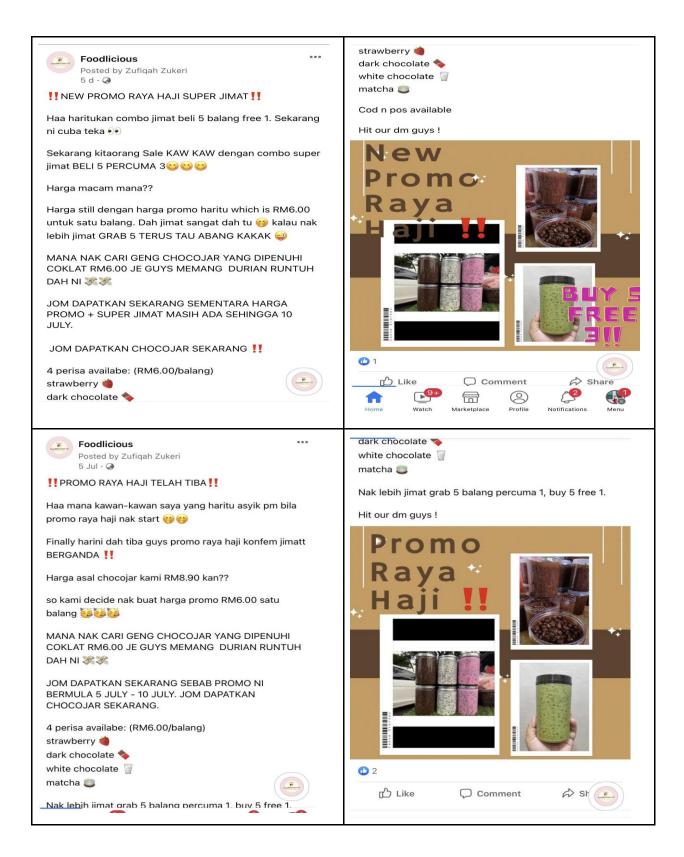
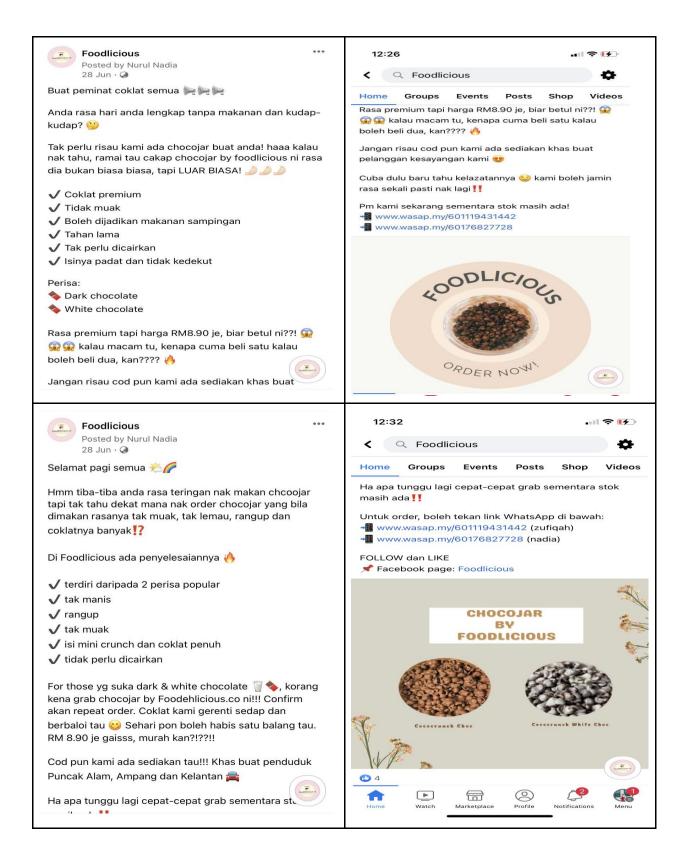
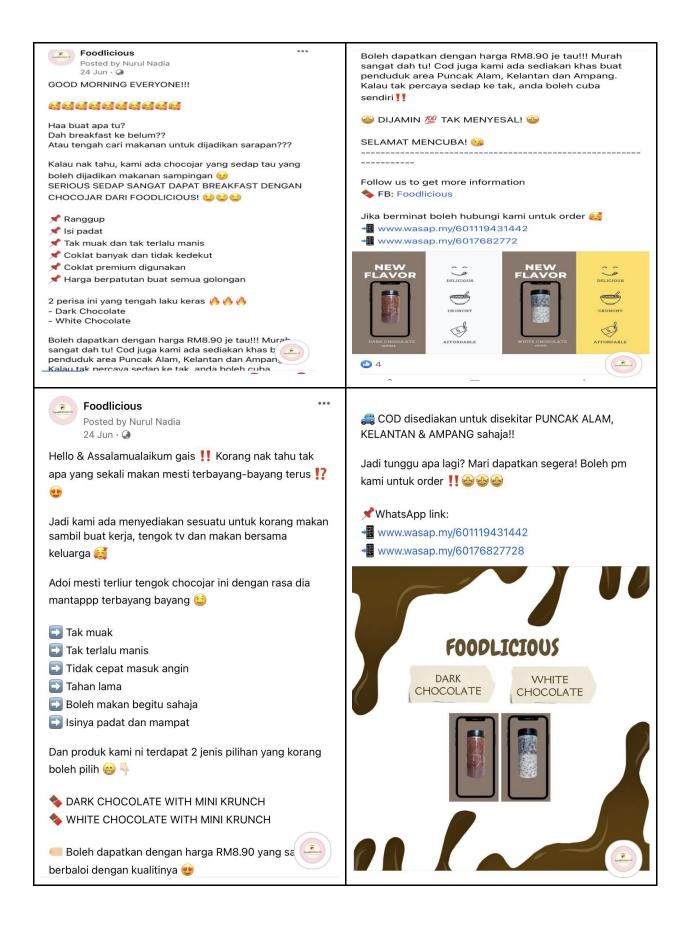


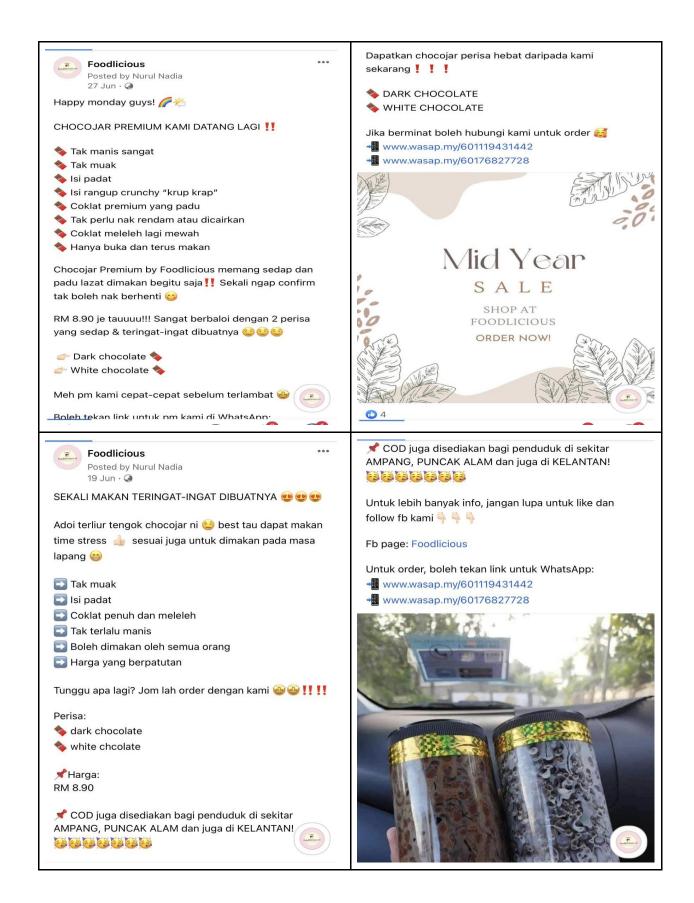
Figure 10: Foodlicious Teaser Posts

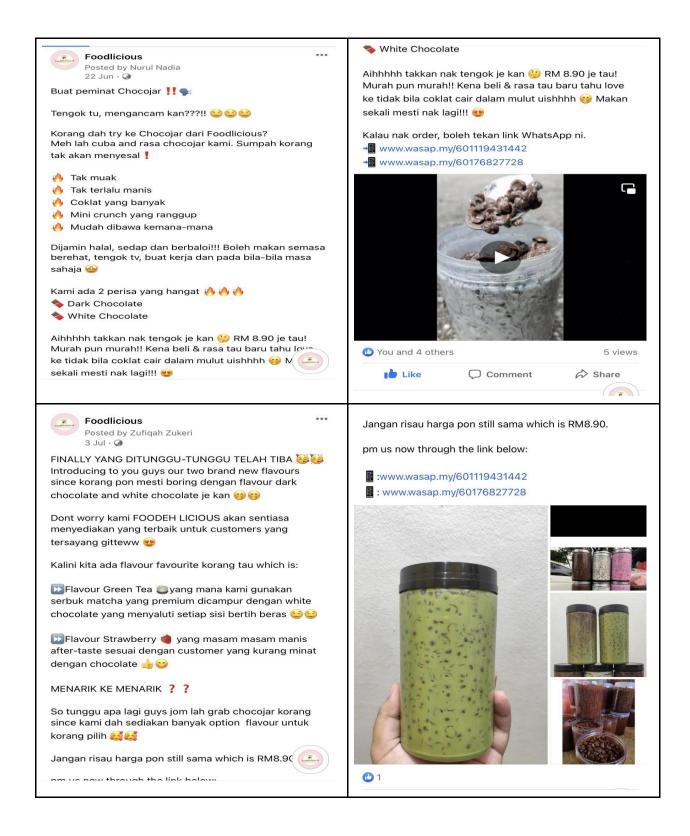
5.4 Facebook (FB) post - Copywriting (Hard sell)

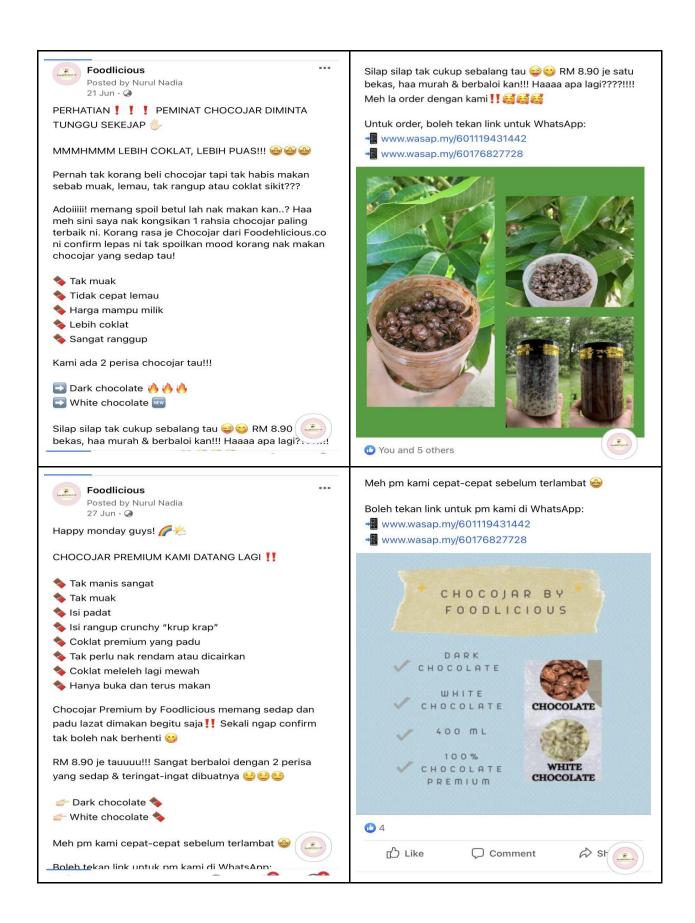


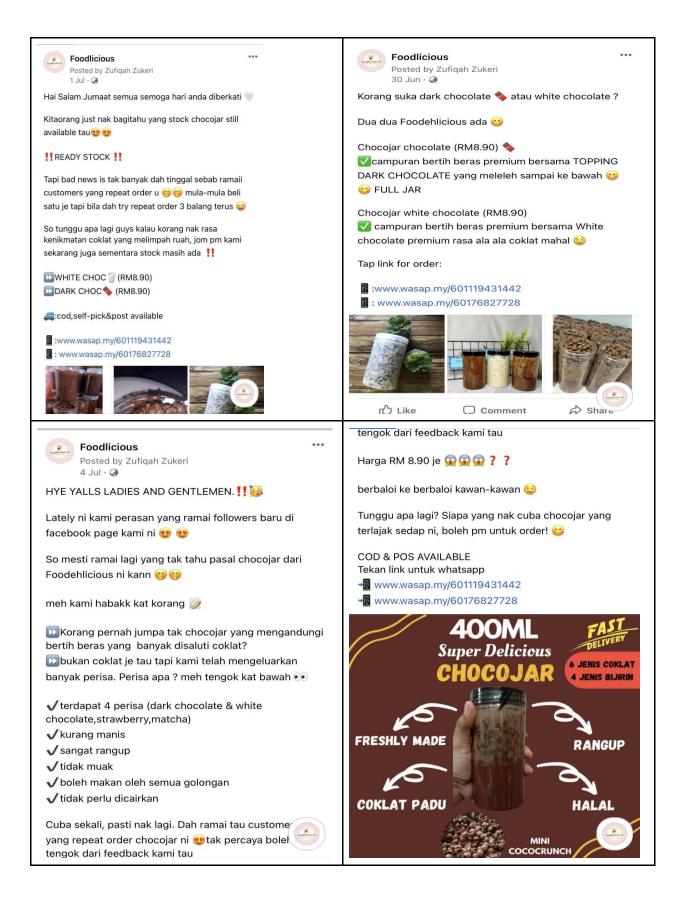












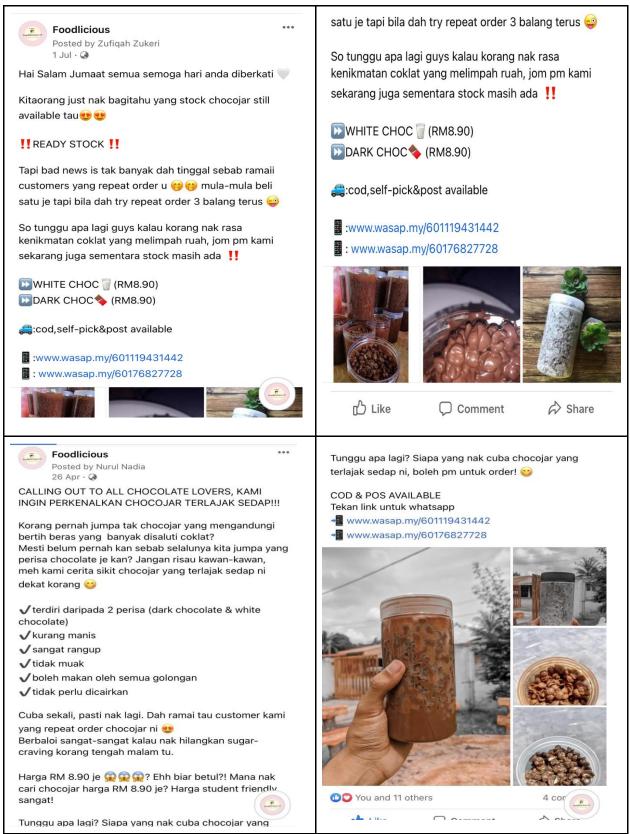
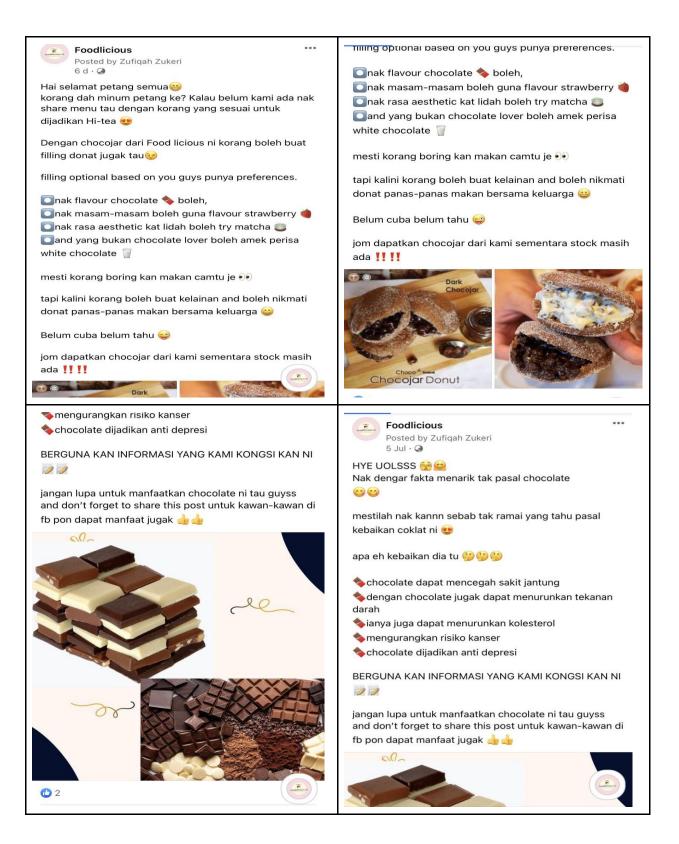
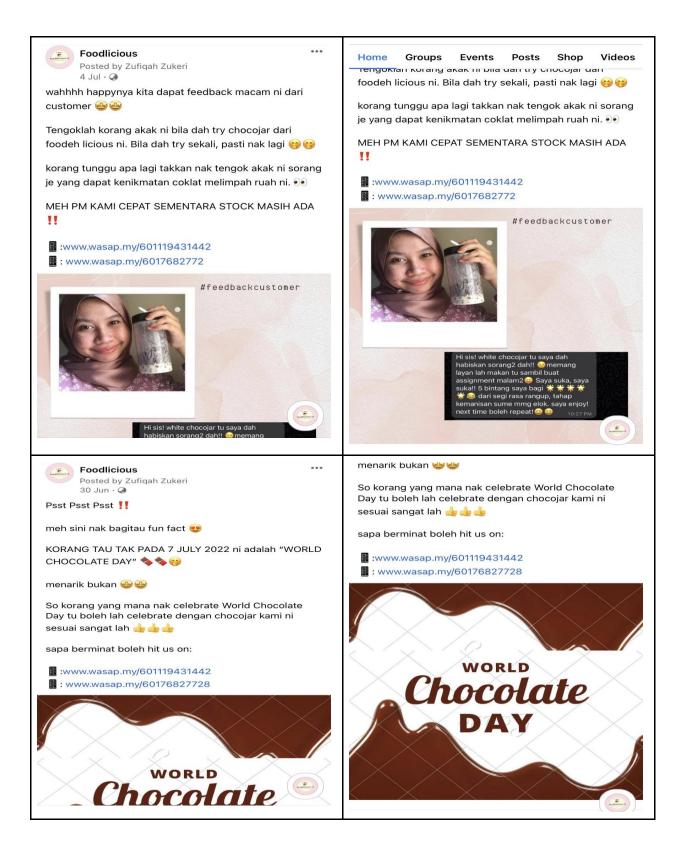
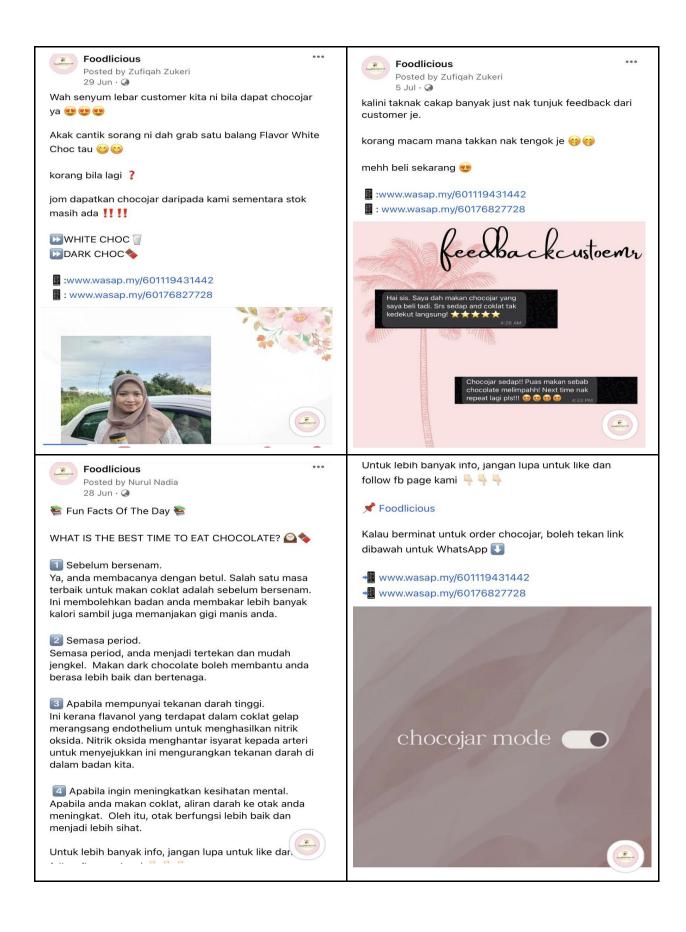


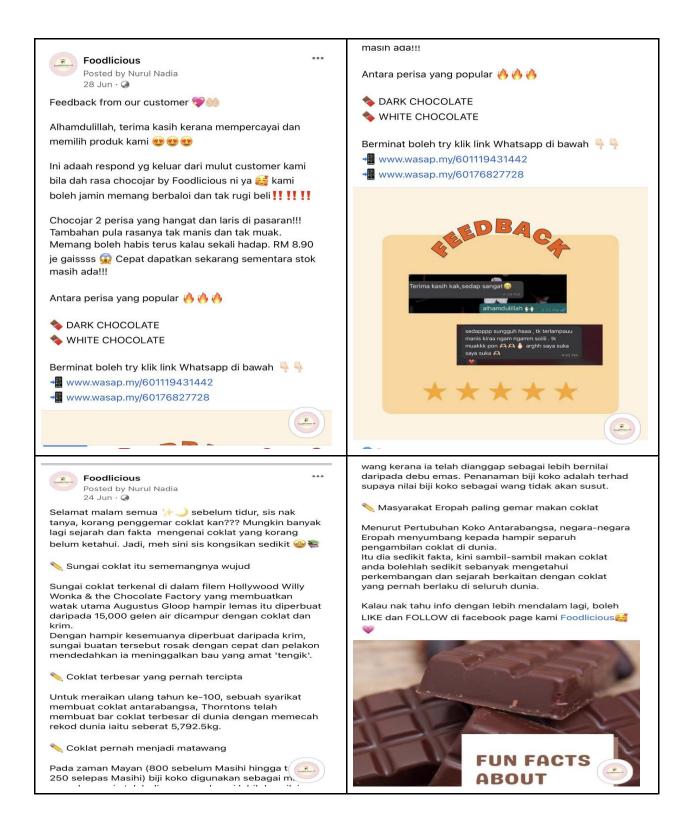
Figure 11: Foodlicious Hard Sell Posts

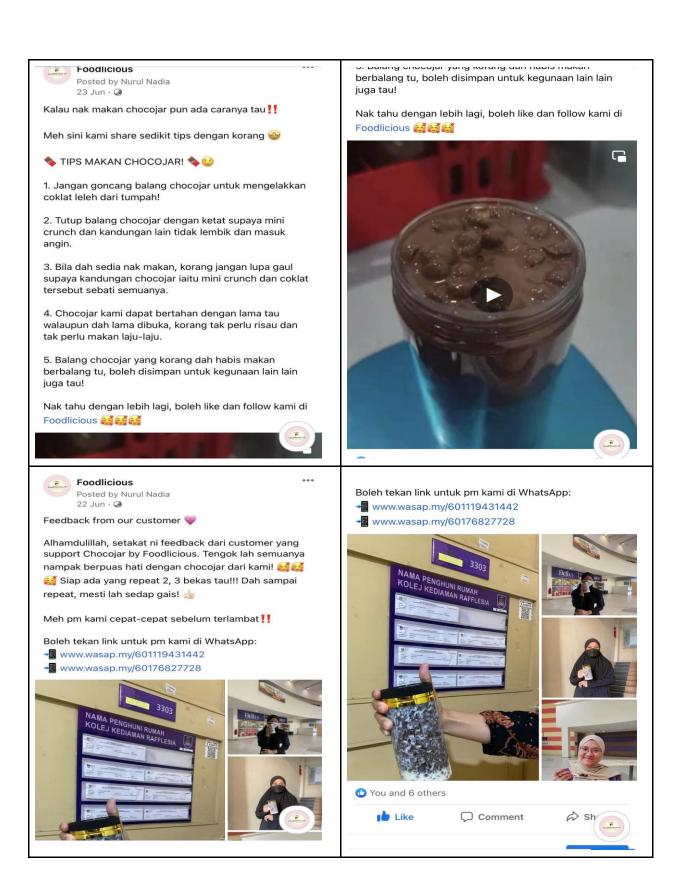
5.5 Facebook (FB) post - Copywriting (Soft sell)

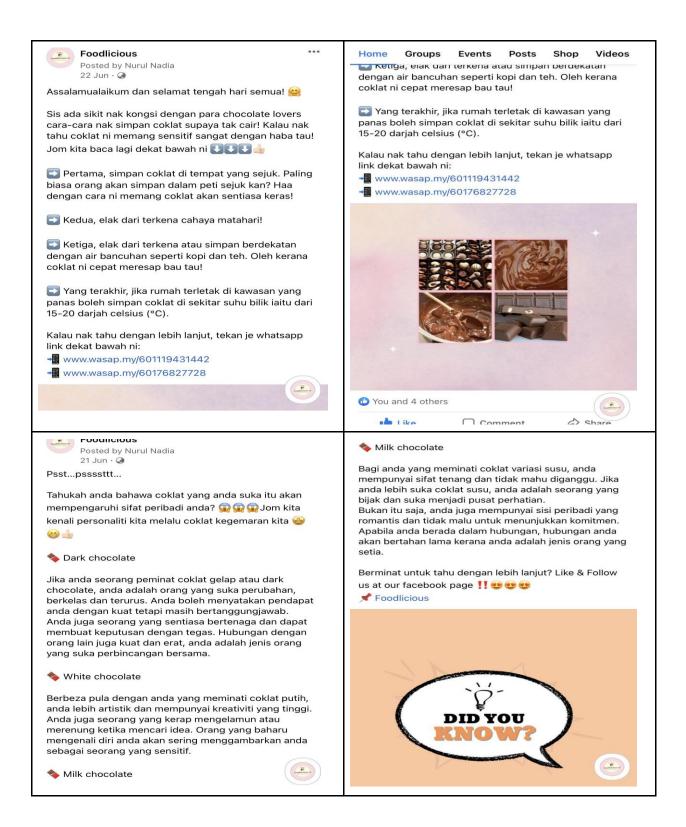


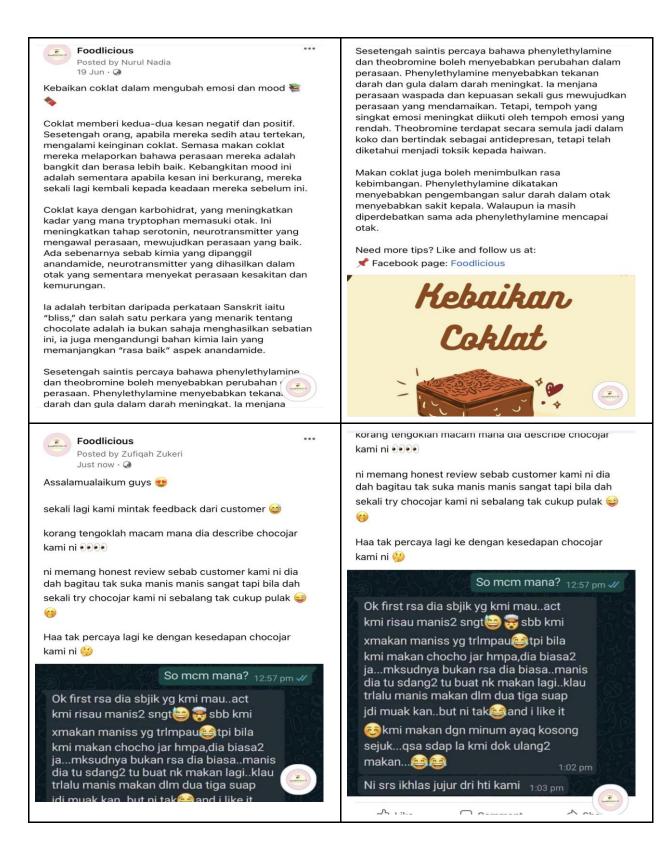












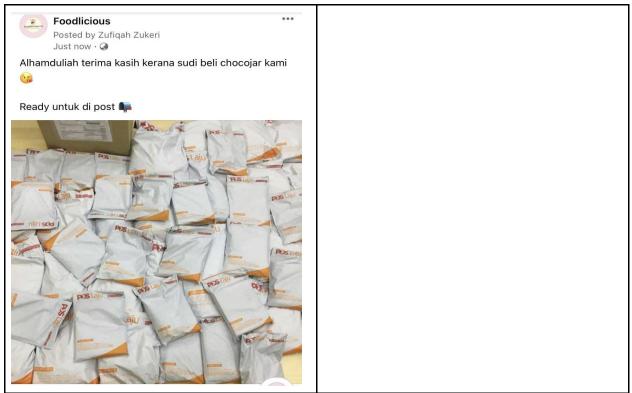


Figure 12: Foodlicious Hard Sell Posts

5.6 Relevant graphics to each post/copywriting



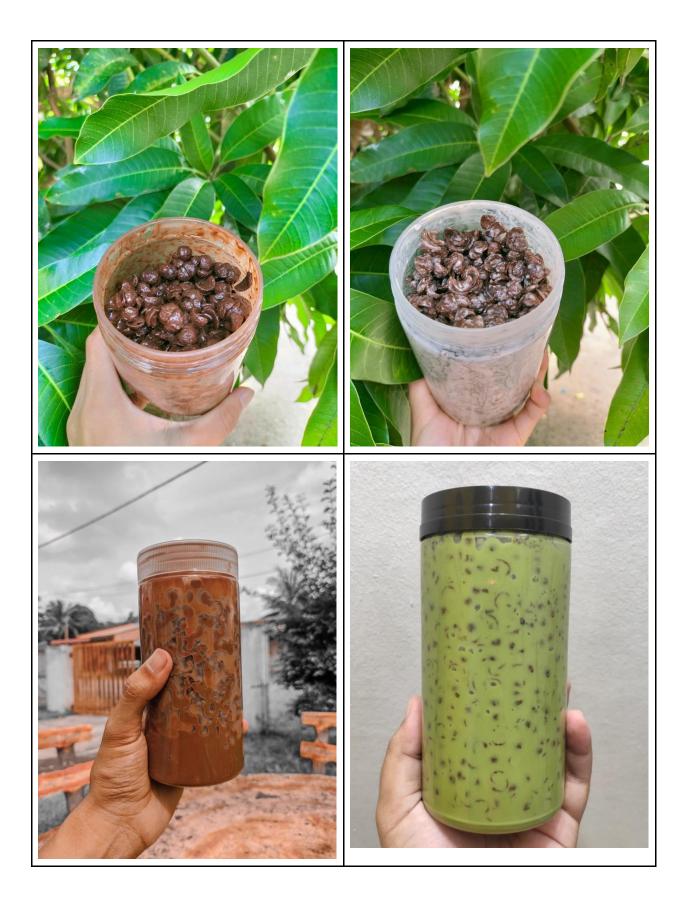






Figure 13: Foodlicious relevant graphics to each post/copywriting

5.7 Sales Report

Go-eCommerce

Business Name	Date	Туре	Marketplace(i f any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
Food licious	07/06/2 022	online	Social Media		8.9				Chocojar Dark Chocolate	07/07/2 022
Food licious	09/06/2 022	online	Social Media		8.9				Chocojar White Chocolate	07/07/2 022
Food licious	10/06/2 022	offline	None		17.8				- Chocojar Dark Chocolate - Chocojar White Chocolate	07/07/2 022
Food licious	11/06/2 022	online	Social Media		8.9				Chocojar White Chocolate	07/07/2 022
Food licious	15/06/2 022	online	Social Media		26.7				- Chocojar Dark Chocolate - Chocojar Dark Chocolate - Chocojar White Chocolate	07/07/2 022
Food licious	17/06/2 022	offline			17.8				- Chocojar White Chocolate - Chocojar White Chocolate	07/07/2 022
Food licious	20/06/2 022	online	Social Media		8.9				- Chocojar Green Tea	07/07/2 022
Food licious	25/06/2 022	online	Social Media		8.9				Chocojar Strawberry	07/07/2 022
Food licious	01/07/2 022	online	Social Media		17.8				- Chocojar Green Tea - Chocojar Strawberry	07/07/2 022
Food licious	07/06/2 022	expen ses				Goods	Stock	42	- Chocojar Dark Chocolate - Chocojar White Chocolate	07/07/2 022
Food licious	13/06/2 022	expen ses				Goods	Stock	42	- Chocojar Dark Chocolate	07/07/2 022

Business Name	Date	Туре	Marketplace(i f any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
									- Chocojar White Chocolate - Chocojar Green Tea - Chocojar Strawberry	



Figure 14: Sale Report from e-Usahawan

6.0 CONCLUSION

In conclusion, Foodlicious was so thrilled to be joining business as a partnership based on business ownership. From operating this business, both of us are able to obtain a lot of business focus on business experience in terms of sales, customer relationship, products and so on. Adding to that, we as business owners of Chocojar from Foodlicious are glad because we were provided with chances to serve our customers with a good product from a marketing perspective.

Besides, in the years ahead we are already planning our business to widen even more by building our own business premise. This because we would like to achieve our goals which is to create franchisers to all over states in Malaysia. Along with that, we already construct our own business strategy in order to run our business smoothly without any disruption. For the past two months, it helps us even more specially to fill us with business information and such.

Apart from that, we will try our best to serve our customers with a lot of benefits through our products so that we can gain trust from customers easily. Foodlicious involvement with Facebook has given a huge impact to people around the country because they are able to be introduced with our Chocojar. As a result, our customers come from various states in Malaysia which is a good indicator to our business that we succeed in approaching customers with our business strategy.