



# SOCIAL MEDIA PORTFOLIO

# LA MANGIFERA

PRINCIPLES OF ENTREPRENEURSHIP (ENT530): SOCIAL MEDIA PORTFOLIO

**FACULTY & PROGRAMME**: Bachelor of Films (Hons)

Cinematography (FF231)

SEMESTER : 4

**PROJECT TITLE** : Social Media Portfolio

NAME : 1. Amirul Addin Bin Zul Patra (2020957437)

2. Zulaikha Binti Dzulkefli (2020563685)

**LECTURER** : Ms. Nur Najjah Binti Abdul Rahim

## **TABLE CONTENTS**

CONTENTS		PAGES
ACKNOWLEDGEMENT		3
EXECUTIVE SUMMARY		4
GO COMMERCE REGISTRATION & MYENT CERTIFICATE		5 – 6
1. INTRODUCTION OF THE BUSINESS		
1.1	Name & Address of business	7
1.2	Organizational Chart	8
1.3	Mission / vision	8
1.4	Description of products / services	9
1.5	Price list	10
2. COMPANY INFORMATION		
2.1	Facebook Page	11
2.2	Facebook Page URL	11
2.3	Facebook post - Teaser	12 – 14
2.4	Facebook post - Hardsell	14 – 19
2.5	Facebook post - Softsell	19 – 24
3. CONCLUSION		25

#### ACKNOWLEDGEMENT

The most beneficent and merciful, in the name of "Allah", who gave us the strength and wisdom to complete this mission. This task is part of our ENT530 Principles of Entrepreneurship subject. This mission has proven to be positive for me and is a wonderful experience.

We would like to express my gratitude to our lecturer on the subject, Mrs Nur Najjah Binti Abdul Rahim, who gave us the opportunity to complete this report. She provided us with full support and supported us in different ways to complete this study. She also guided us on various issues regarding the mission. When teaching us, she was very kind and patient, and very grateful for her overall support.

In addition, our deepest gratitude to our family, who have tried their best to support us by giving us a lot of encouragement. We made an effort to do this project. However, without the support of our family it would not be possible. They gave us a lot of ideas and supported me in different ways. We would like to express our appreciation for their kind support and motivation from our family which helps us a lot in completing the projects.

Finally, we would also like to thank all those who have participated and contributed directly or indirectly to our assignment project, as their efforts and initiative have been shown until we have been able to complete this Social Media Portfolio successfully.

#### **EXECUTIVE SUMMARY**

Nowadays, it is necessary for a business to have social media because they can use this channel to expand the business while at the same time making their products more recognizable. Numerous people just love to use the social media platform to even get information, to shop online, to chat with their friends, and to purchase items. In addition, there is a trend and a need for an entrepreneur to have social media to enhance their business. Buyers or customers can interact directly with the seller through online platforms to ask for or purchase the product.

As for *La Mangifera* mango smoothie, we use a variety of social media platforms to advertise our products in Facebook, Instagram and more. We keep on posting or providing valuable information for people on the page so that they can help us marketing our brands. We also try to come up with innovative idea when we are posting that contain interesting visual and graphic to obtain customer's attention. In addition, we apply the hard sell and soft sell techniques so that the new customer will cause curiosity regarding our product. Moreover, we also utilize social media platforms features such as automatic reply, hyperlink, chat box so that the customers will feel engage when contacting us.

As overall, the uses of social media contain a lot of advantages to promote our products through this medium and gain more customer. So, every entrepreneur should actually use one of the big social media to reach a new audience and build brand reputation. In this report, I will explain detail more about how our social media worked.

## **E-COMMERCE CERTIFICATES**





## **MyENT CERTIFICATES**





### 1.0 INTRODUCTION TO THE BUSINESS

#### 3.1 Name and Address of Business

The company's name is *La Mangifera*, which is a scientific word for mangos. This company sells mango-based product that turn into mango smoothie. This product comes into two size, a medium and large size. This mango is one of the first specialize shop in Malaysia that only focus on mango product for customers who love consuming mango and mango drinks. This product has been in operation since the beginning 2022 and based on Shah Alam. *La Mangifera* also provide for events such as wedding, birthday parties and so on.

The reason why the owners chose this type of product is because the availability of resources is abundant in Malaysia. Not only that, *La Mangifera* only use one of the top variety in Mango's family which is *Harum Manis*, a type of mango from northern state of Malaysia known as the sweetest mango in Malaysia. The headquarters is located at UOA Business Park (Kencana Square), Glenmarie, Shah Alam because of its strategic location and convenience for meeting with clients and it is in center of Klang Valley. In addition to that, the marketing of this product mostly is done through social media marketing, but we also provide delivery on courier partner such as Grabfood, Foodpanda and Shopeefood.

#### 1.2 ORGANIZATION CHART

La Mangifera's HQ is a partnership type of business. This is because the business is still new in the marketplace and they just start-up business and it's just launched. Therefore, the organization structure of La Mangifera's HQ consists only of its two owners because the business is in small scale.

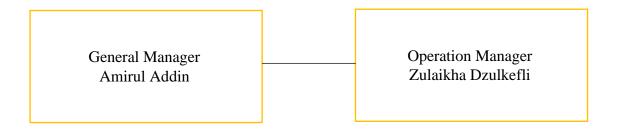


Figure 4.1 La Mangifera organization chart

#### 1.3 MISSION AND VISION

The mission statement defines the objectives of a business and its strategy to achieving those objectives. The vision statement describes the desired future position of the mission aspects of a company and the vision statements are often combined to provide a statement of the objectives and values of the company. We realize that every organization has its own mission and vision statement to run its business on the basis of the objectives which have to be achieved. Therefore, we have set our mission and vision for our business so that we recognize how to achieve short-and long-term goals.

#### Mission:

O Provide the highest quality and healthy product and be the number one mango smoothie drinks choice for our customers.

#### • Vision:

- O To become the most famous mango-based drink in Malaysia by providing the best and satisfying smoothie for our customers.
- To create customer satisfaction through delivering services and products that exceed customer expectations.

#### 1.4 DESCRIPTION OF PRODUCTS AND SERVICES



Figure 6.1 Mango Smoothie

As for now, *La Mangifera* is offering two different size in our products, a medium size and a large size. They also offering their products with affordable price so that all of targeted in different classes can buy this. This product comes with a lot of health benefits such as vitamins, minerals, potassium that are crucial to our body. This health benefits will attract more potential customers that are concern with health in their drinks. Moreover, *La Mangifera* use a high-quality ingredients that are available in the local markets. This also become an additional points to intrigue our potential customer and thus this can create a regular customers for the business.

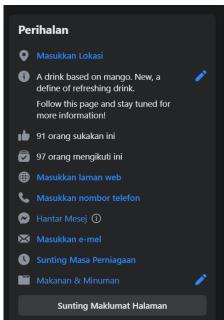
Besides that, the texture of smoothie if smooth because of the machine that we use is a quality that blend smoothly, and this can help us in maintaining the quality product to our customers. We also provide a functional bottle that can be consume without using plastic straws. Also, this bottle can be reuse again and again by our customers. In regard to that, this product is environment safe and friendly user. Lastly, children can consume this product because it is safe, no human radiation and suitable for any age.

# 1.5 PRICE LIST

Product	Price
Harp Conde	Medium Mango Smoothie RM 7.50
May South	Large Mango Smoothie RM 10.50

#### 2.0 FACEBOOK PAGE

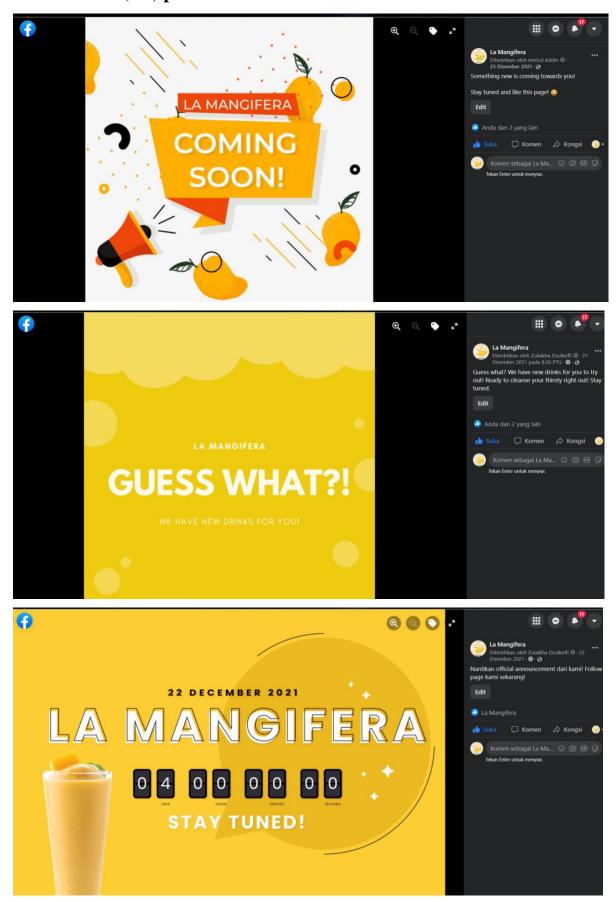




## 2.1 Facebook Page URL:



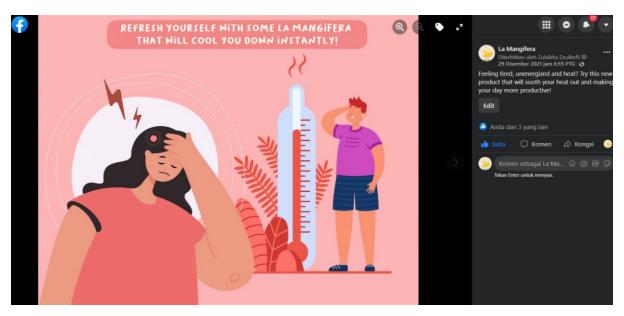
## 2.2 Facebook (FB) post - Teaser



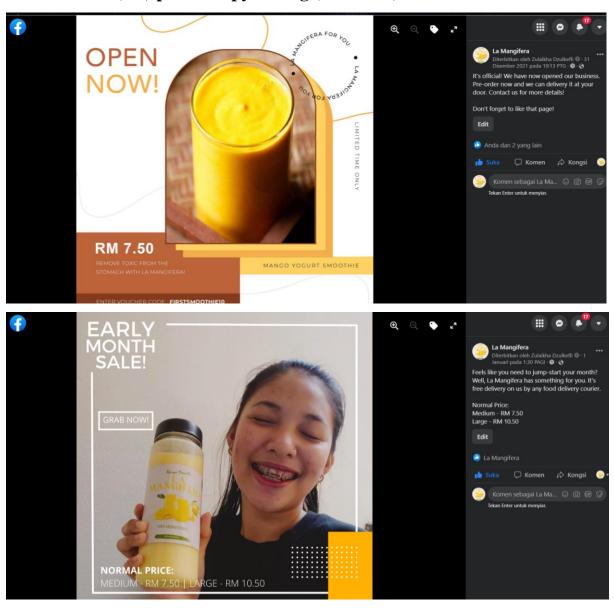


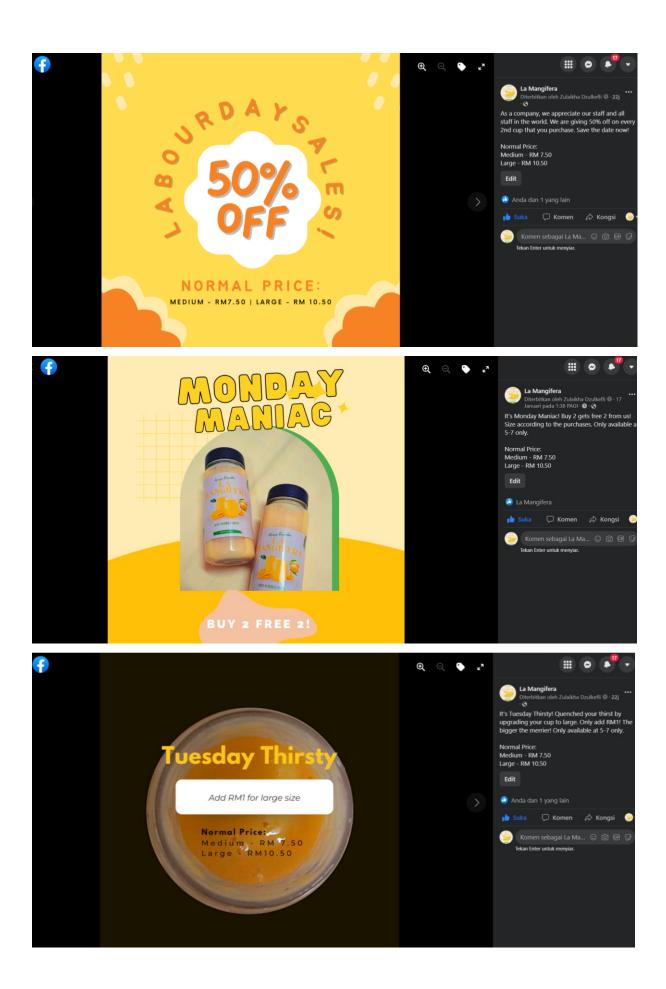


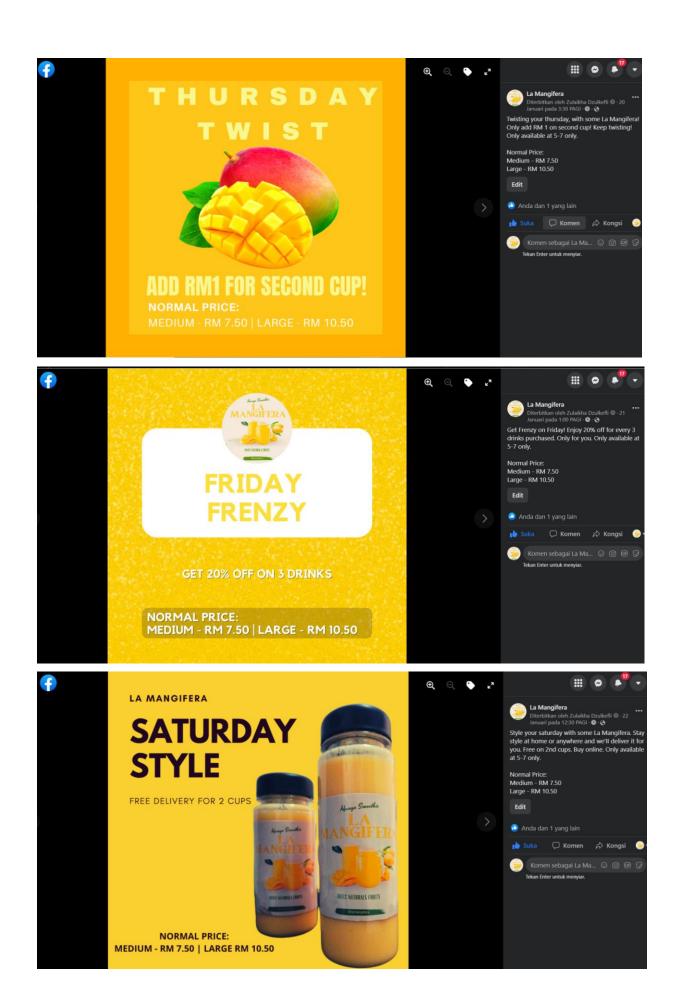


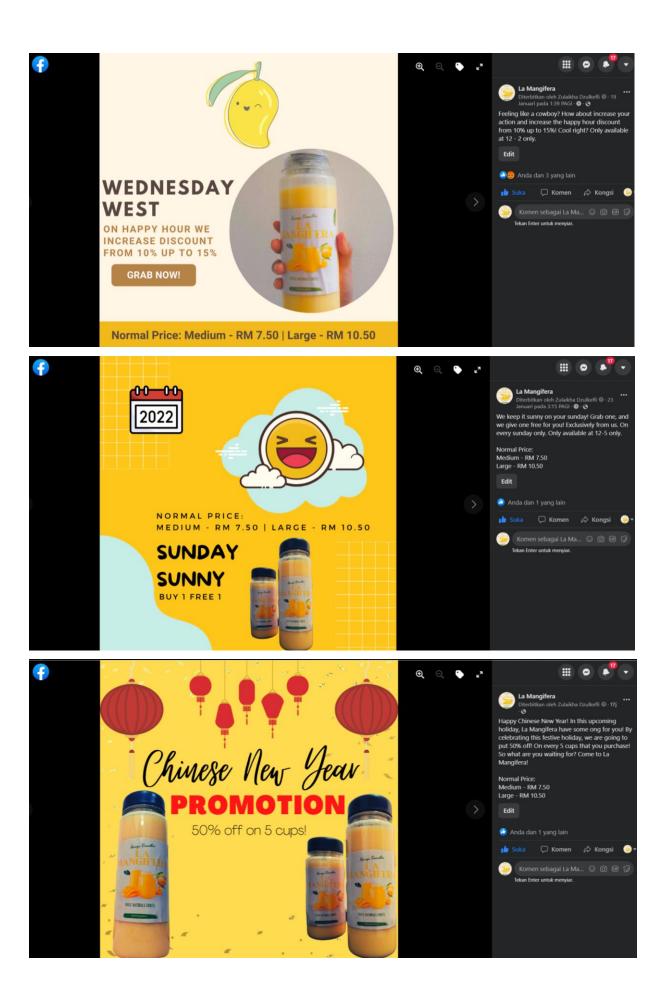


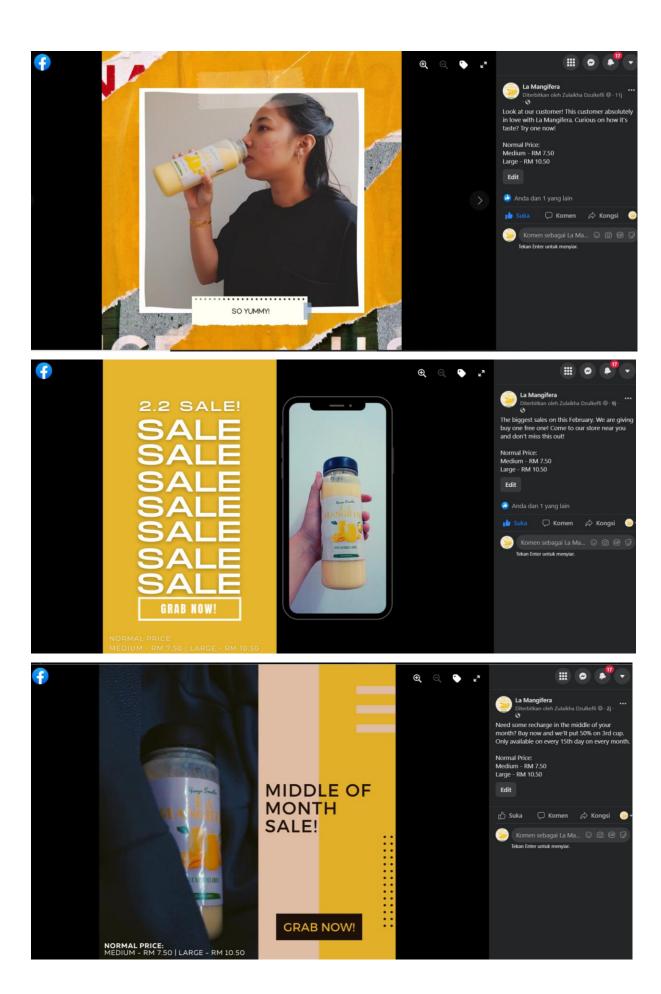
# 2.3 Facebook (FB) post – Copywriting (Hard sell)

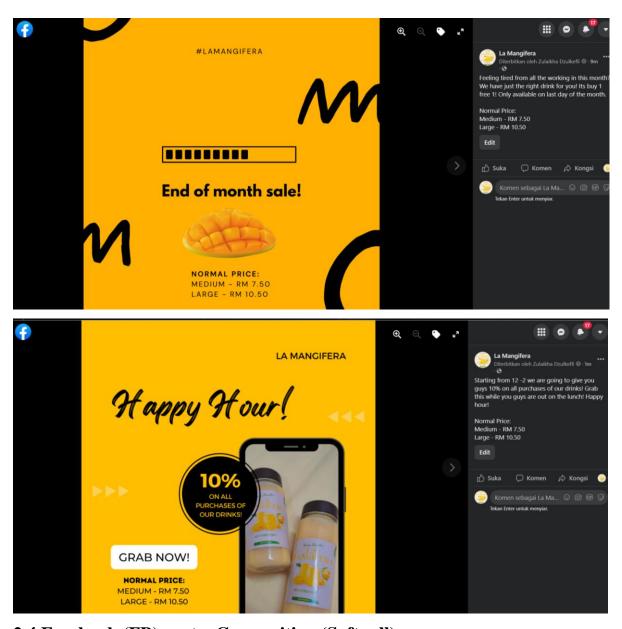




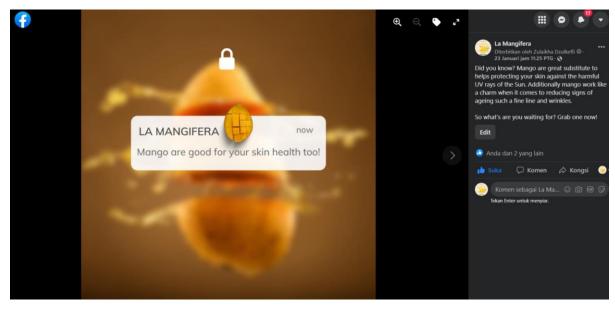


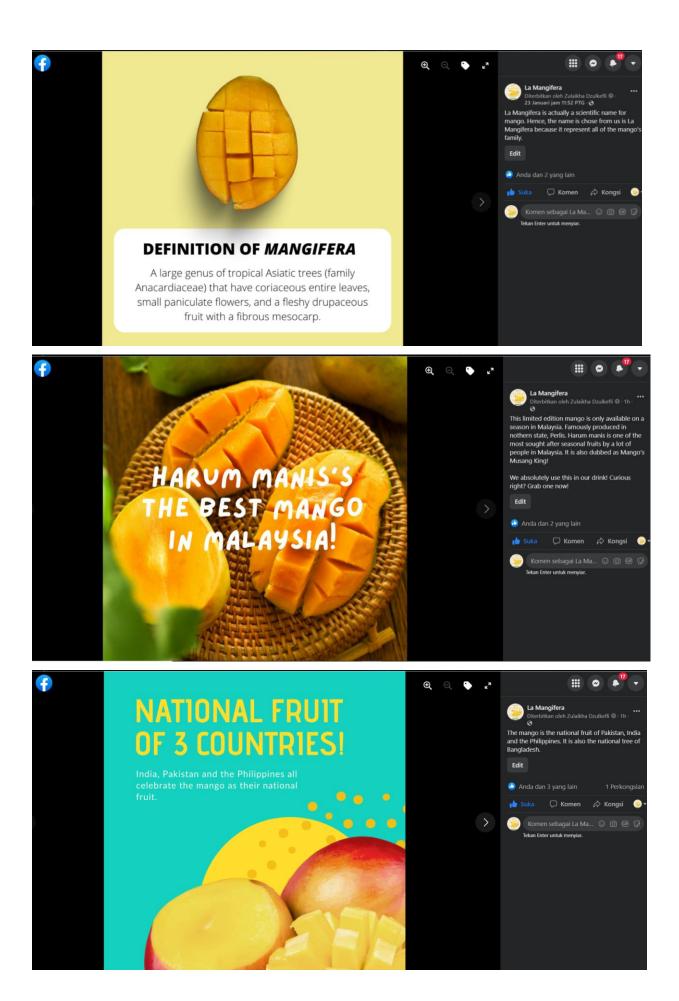


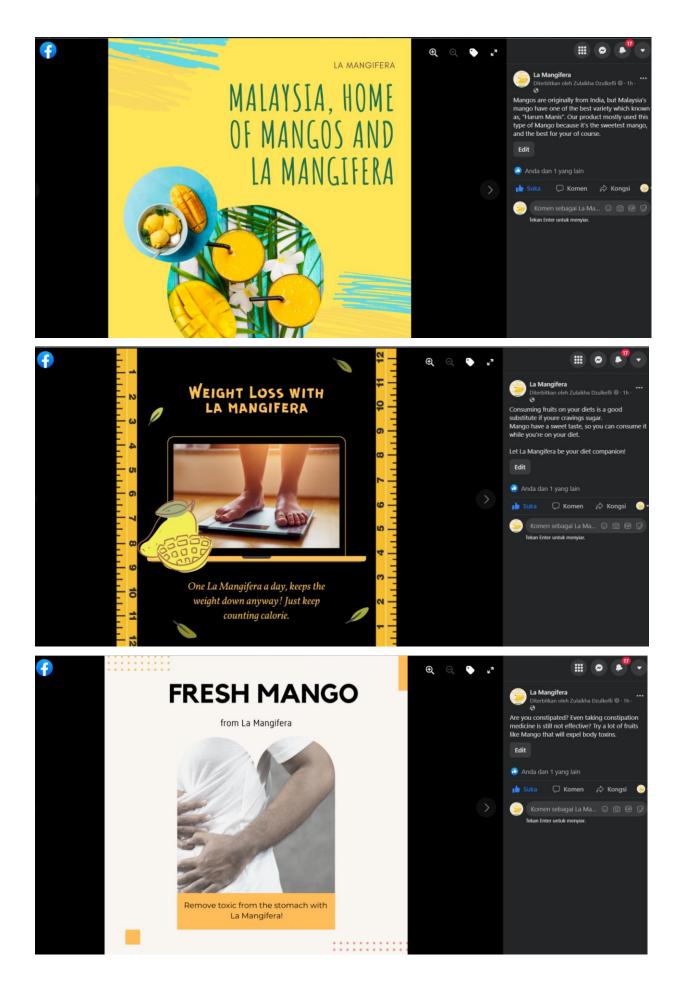


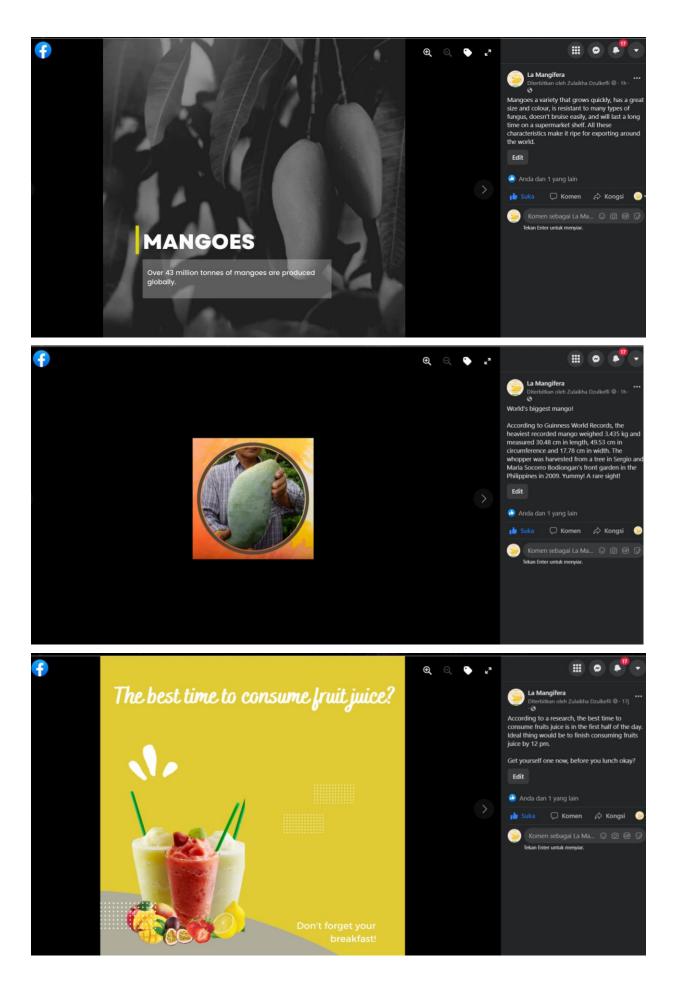


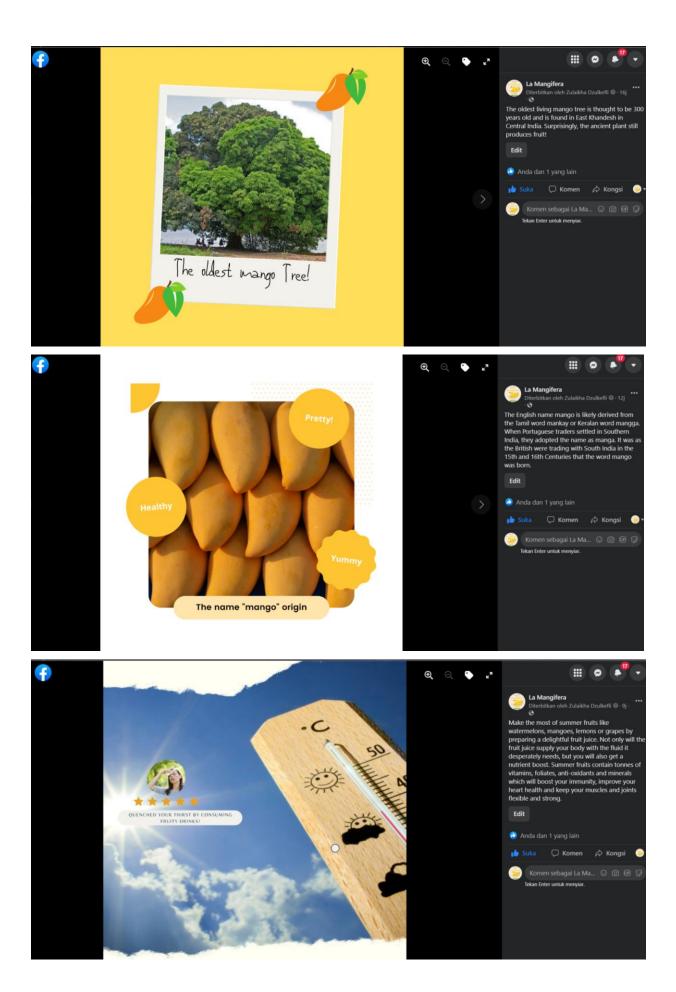
# 2.4 Facebook (FB) post – Copywriting (Soft sell)

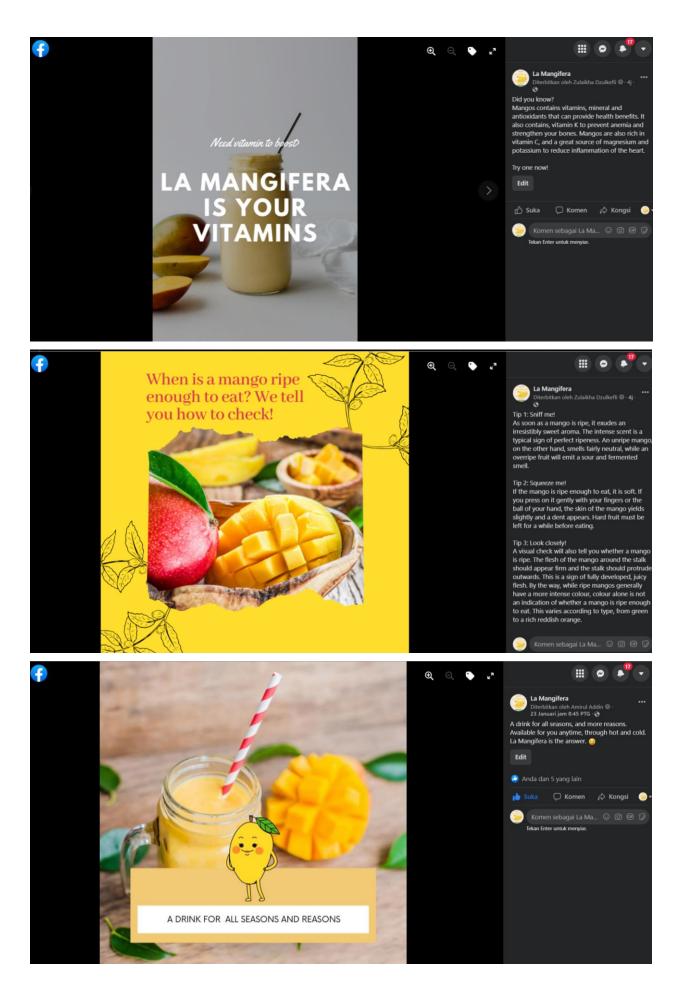












## 3.0 CONCLUSION

In conclusion, the Principles of Entrepreneurship, ENT530, plays a major role for students to learn at the university. This is because ENT530 has taught us to set up a real entrepreneurial business and to organize organizing the structure individually. Students are assigned the task of conducting a real online business through the use of the Facebook page throughout the semester. This assignment has shown that social media is a key platform for everyone to start conducting business marketing. In our social media portfolio, it has shown that social media help online businesses to connect easily with customers, raise awareness of their products or services, and also increase their sales volumes. In addition, this subject has shown that it is valuable to include entrepreneurship knowledge in the syllabus because it has trained students to learn on their own how to conduct a business and to develop the necessary skills to create their own business ideas. This subject may also inspire students to gain experience as an entrepreneur by producing their own small business at an early age.

As overall, *La Mangifera* is a company that produces smoothie drinks based on mango fruit and we are also selling and promoting this through online platforms. We can conclude that by implementing our business through our Facebook page, we are capable of promoting and market our products and services as well as raise awareness among Facebook of our current business brand users especially people who are nearby our business area. We are able to publish the latest information on our products and services or activities through this social media platform. In our opinion, we agreed that online business could be a helpful tool for new businesses to run their business since it gave us the opportunity to experience a business