



PRINCIPLES OF ENTREPRENEURSHIP (ENT530)

SOCIAL MEDIA PORTFOLIO

PREPARED FOR:

SIR ROSLAN BIN NORDIN

PREPARED BY:

NAME	MATRIX CARD NO.	CLASS
MUHAMMAD FARIS ZAKWAN BIN HAMKA	2021768953	MBA2414B
AEMAN BIN A MALIK	2021102655	MBA2414B

DATE OF SUBMISSION

31th JULY 2022

ACKNOWLEDGE

In the name of God, Most Gracious, Most Merciful. Praise be to Allah who has facilitated our journey to complete the assignment that has been given for this subject which is ENT530. On this occasion, I would like to thank the lecturer who has taught us, Sir Roslan bin Nordin, who has guided us a lot in completing the tasks given. In addition, we would also like to thank both of our parents who have helped us morally. Not to forget also to friends and classmates who give a lot of guidance if we find a dead end. We would also like to thank those who have helped us directly or indirectly. Your help is greatly appreciated.

We also want to thank and appreciate to those that are directly or indirectly helps us through the journey of finishing this assignment. Additionally, they provided us with advice and comment on our assignment which make us able to finish it on time as scheduled.

EXECUTIVE SUMMARY

Casedrip is one of the casing brands which was created to protect the smartphone from scratches or any defects. At Casedrip, we have a variety of designs that are sure to appeal to all smartphone users. For those who are interested in the hype beast, or the ordinary but beautiful, this is the place to buy a casing for your favorite smartphone.

Practically all societies in the world use smartphones. Therefore, the target customer for Casedrip is for all smartphone users throughout Malaysia and if given sustenance, it is possible to reach abroad.

Casedrip started running the business from April 22, 2022. Starting with the design checkers that have raised the name of Casedrip, from there began the legacy of Casedrip until now which has more than 10 designs.

Last but not least, we are using Facebook as our main social media to reach to our market. Facebook is a great platform to make engagement to the market and compete in the era of industry 4.0 that using a connected devices and manage big data is a priority. Our product will get more attention when we drop some discount or combo by 3 free one. A lot of customer love to buy the product that have discount. So that, they can buy a lot of our products.

TABLE OF CONTENT

1.0 INTRODUCTION OF BUSINES	1
1.1 BUSINESS NAME AND ADRESS	1
1.2 ORGANIZATION CHART	2
1.3 VISION AND MISSION	2
1.4 DESCRIPTION AND PRICE LIST OF PRODUCT	3
2.0 FACEBOOK PAGE (FB)	8
2.1 CREATING FACEBOOK PAGE	8
2.3 FACEBOOK PAGE – TEASER	10
2.4 FACEBOOK POST – COPYWRITING (HARD SELL)	14
2.5 FACEBOOK POST – COPYWRITING (SOFT SELL)	21
3.0 CONCLUSION	

1.0 INTRODUCTION OF BUSINES

1.1 BUSINESS NAME AND ADRESS

Name of Business	Casedrip
Business Address	
Email Address	
Telephone Number	
Form of Business	Partnership
Main Activities	Selling Casing Phone
Date of Commencement	22 April 2022
Name of Bank	Maybank
Bank Account Number	

1.2 ORGANIZATION CHART



General Manager



Marketing Manager

Casedrip is a partnership type of business. It is a new start-up business that has been established since 22 Appril 2022 and grow up until now. It is owned by partners, which is Aeman bin A Malik and Muhammad Faris Zakwan bin Hamka where Aeman as an admin manager while Faris being marketing manager. We both agreed to create Casedrip because both of us using smart phone and we want our phone look nice and stay in a good condition. So, using the casing it can give the smartphone looking good and can avoid scratches and damage if dropped.

1.3 VISION AND MISSION

The vision for our business is focusing on the future and be the best among others in Malaysia. We truly believe that this dream can be achieved through providing our best to the customer and attract more people with our product.

The mission for Casedrip is to deliver fashion and quality to its customer at reasonable price. It is continually attempting to improve its product by providing the better service than the other brands and it can allow the customer to flex their smart phone to his friends or family members.

1.4 DESCRIPTION AND PRICE LIST OF PRODUCT

Phone cases are available from Casedrip. We have numerous phone case designs for our products. Each product is unique in terms of colour and design. All of the materials are different, including silicone, rubber, and hardcase. Our silicone phone cases are durable and resistant to damage, which is why they can last a long time and have the best quality. Silicones are particularly easy to hold and handle with a nice and pleasant grip due to their anti-slip capabilities, adding additional grip to mobile phones. Our phone case is compatible with iPhone models ranging from the iPhone X to the iPhone 13 Pro. The thickness is 16mm and the weight is approximately 26 grams. The silicone case has the same specifications as the rubber and hard case.

In terms of service, Casedrip delivers to West and East Malaysia. Postage is approximately RM8 for West Malaysia and RM10 for East Malaysia.

PRODUCT	PRICE	DESCRIPTION
	RM15	 NEON Using premium plastic High quality sticker feel comfortable to hold the phone for a long time Very interesting use of color
	RM15	 COKE Using premium plastic High quality sticker feel comfortable to hold the phone for a long time

	MICKEY
RM15	 MICKEY Using premium plastic High quality sticker feel comfortable to hold the phone for a long time
RM15	 NBA Using premium plastic feel comfortable to hold the phone for a long time
RM15	BEARBRICK - Using premium plastic - feel comfortable to hold the phone for a long time
RM15	 SILICONE Using premium silicone Make your hand easily grip the phone Very interesting use of color

RM15	 SPONGEBOB X MARVEL Using premium silicone Make your hand easily grip the phone
RM15	 BEAR Using premium silicone Make your hand easily grip the phone
RM15	NOBITA Using premium silicone Make your hand easily grip the phone

	SPONGEBOB
RM15	 Using premium plastic feel comfortable to hold the phone for a long time
RM15	 CLEAR Using premium plastic feel comfortable to hold the phone for a long time Other people will see you beautiful colour of you phone
RM15	JUJUTSU KAISEN - Using premium plastic - feel comfortable to hold the phone for a long time - Other people will see you beautiful colour of you phone -

RM15	 CHECKERS Using premium plastic High grade sticker feel comfortable to hold the phone for a long time
RM15	 HYPEBEAST Using premium plastic feel comfortable to hold the phone for a long time Make the users look swag in it

2.0 FACEBOOK PAGE (FB)

2.1 CREATING FACEBOOK PAGE

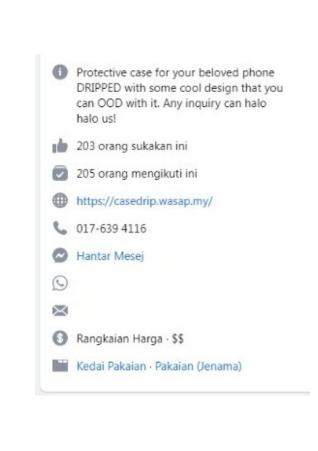
We began our business by creating a Facebook (FB) page, as Facebook is an excellent platform for promoting, selling, and raising awareness. Moreover, with over 2.07 billion monthly active users, Facebook is the largest social media network in the world. With 1.37 billion daily users, half of whom check Facebook in the morning, it is simply too important to disregard. The platform has a substantial effect on their worldviews and purchasing behaviours. If you are not currently capitalising on this rapidly expanding industry, you are doing your business a disservice. Therefore, we created a large number of posts including teasers, hard sells, and soft sells.



2.2 Customizing URL FB Page

https://www.facebook.com/casedrip.twu/

Facebook Info

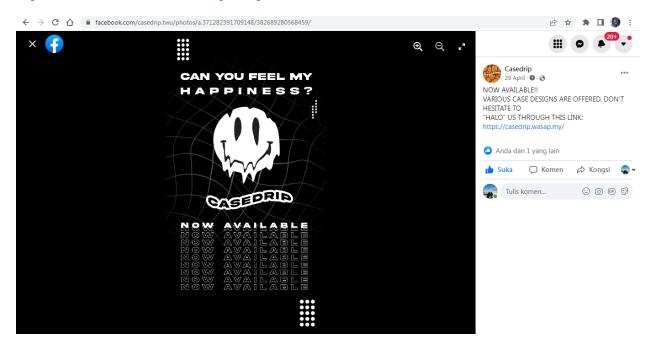


2.3 FACEBOOK PAGE – TEASER

A teaser advertisement is a pre-launch initiative that shares just enough information to stir up the audience's interest in an event, product launch, or other company news. We utilised teaser postings prior to the product launch date.

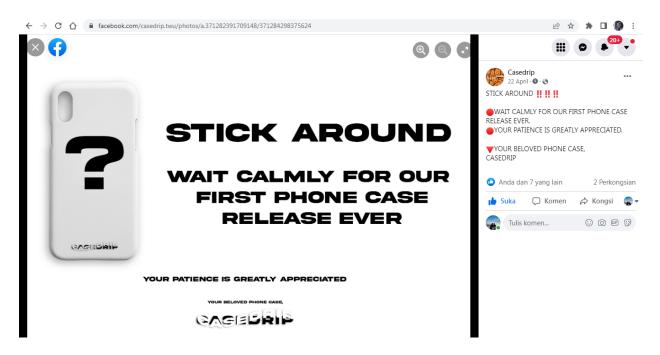
TEASER 1

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/382689280568459/

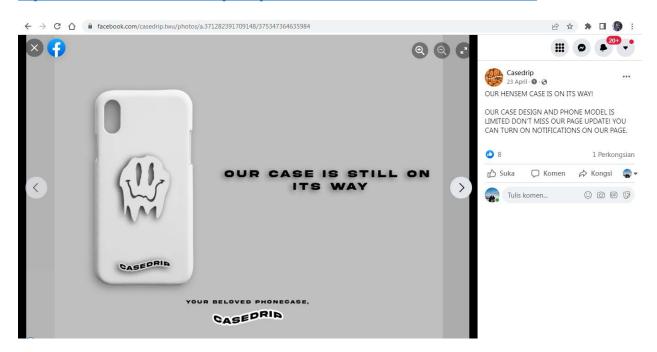


TEASER 2

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/371284298375624

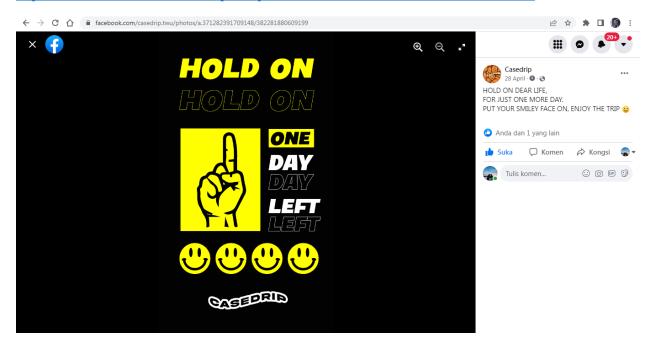


TEASER 3



TEASER 4

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/382281880609199



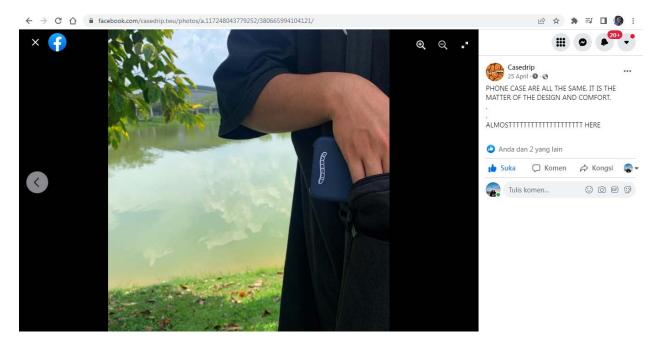
TEASER 5

https://www.facebook.com/casedrip.twu/videos/314877480665381

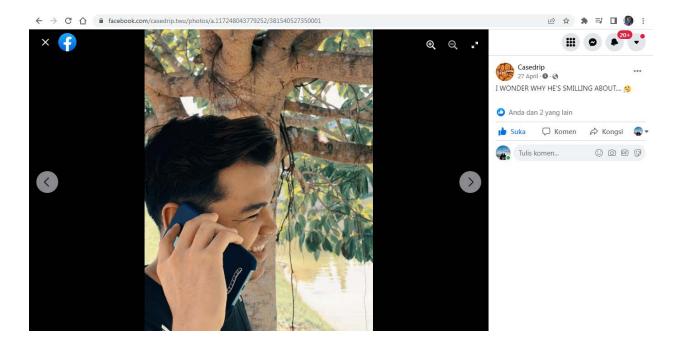


TEASER 6

https://www.facebook.com/casedrip.twu/photos/a.117248043779252/380665994104121/



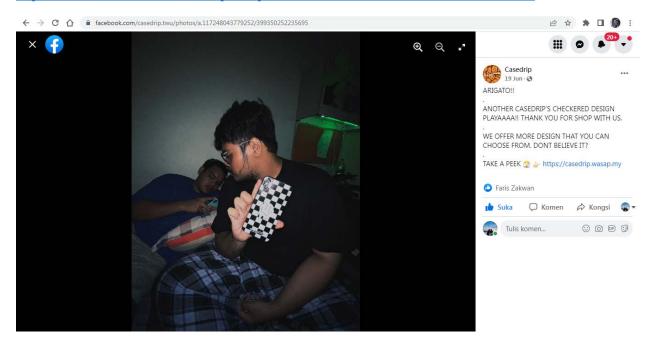
TEASER 7



2.4 FACEBOOK POST – COPYWRITING (HARD SELL)

A hard sell is a type of advertising or sales technique that employs unusually direct and insistent language. The objective of a hard sell is to convince a customer to acquire a product or service immediately, as opposed to weighing their options and possibly delaying the purchase. According to some sales professionals, this high-pressure, aggressive strategy has lost favour. Regarding persuasive writing, we employ the AIDCA (Awareness, Interest, Desire, Conviction, and Action) formula.

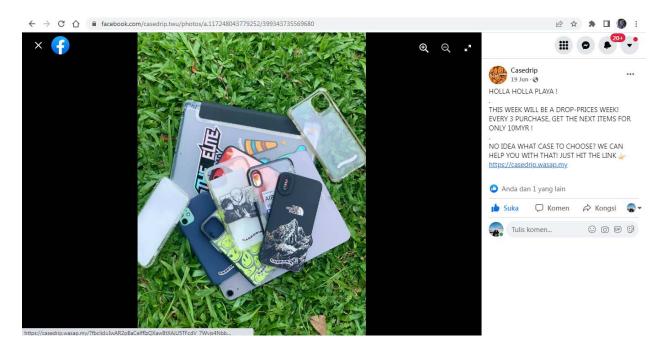
HARDSELL 1



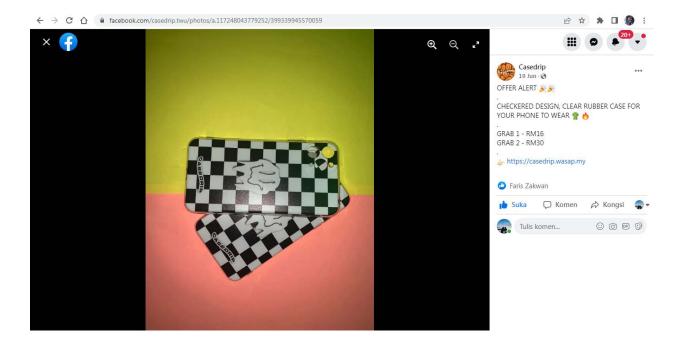
https://www.facebook.com/casedrip.twu/photos/a.117248043779252/399346478902739



HARDSELL 3



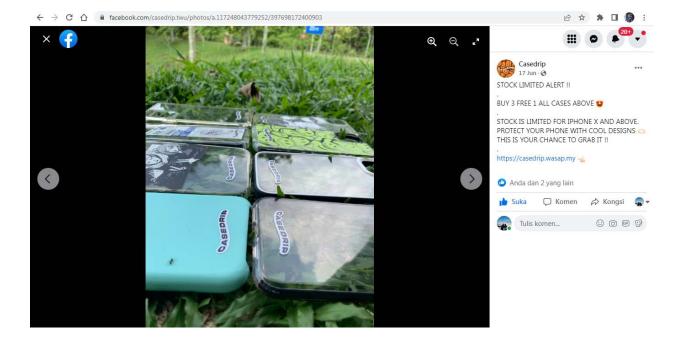
https://www.facebook.com/casedrip.twu/photos/a.117248043779252/399339945570059



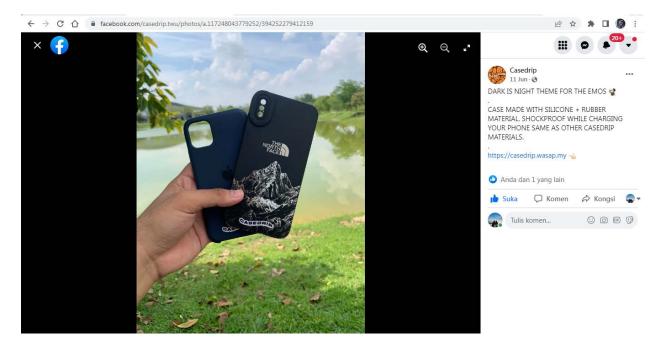
HARDSELL 5



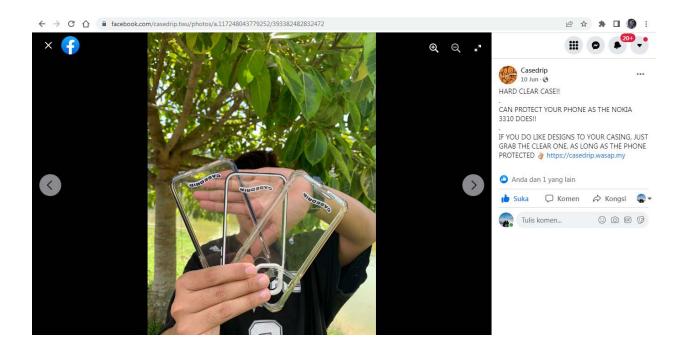
https://www.facebook.com/casedrip.twu/photos/a.117248043779252/397698172400903



HARDSELL 7



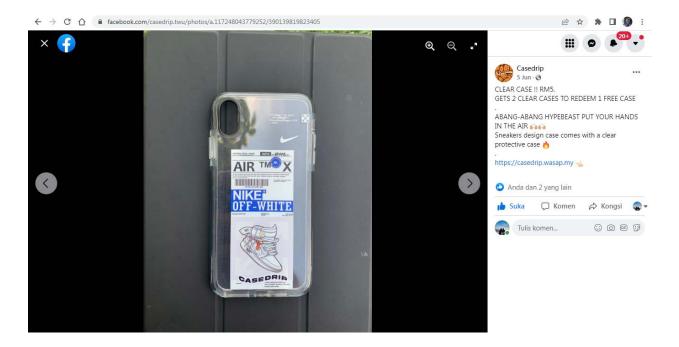
https://www.facebook.com/casedrip.twu/photos/a.117248043779252/393382482832472



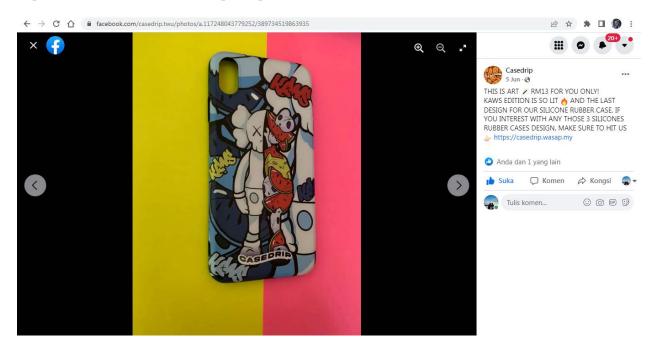
HARDSELL 9



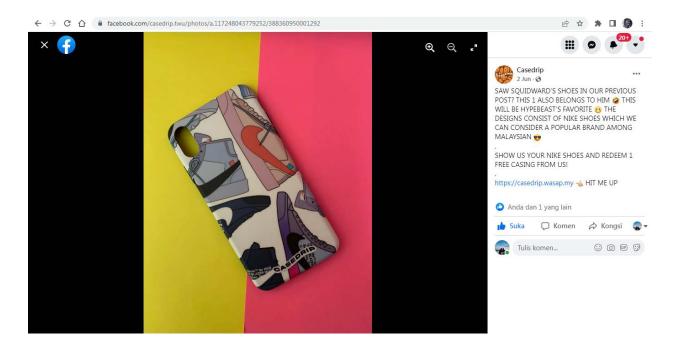
https://www.facebook.com/casedrip.twu/photos/a.117248043779252/390139819823405



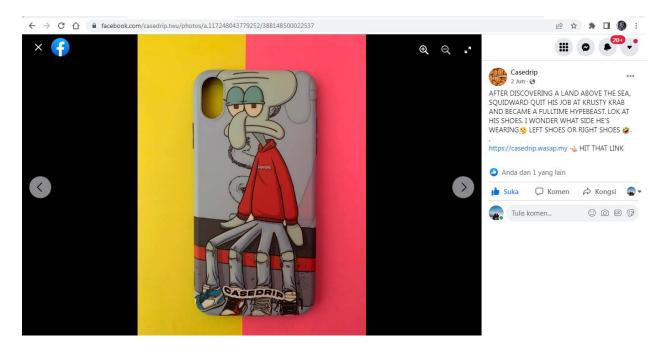
HARDSELL 11



https://www.facebook.com/casedrip.twu/photos/a.117248043779252/388360950001292



HARDSELL 13

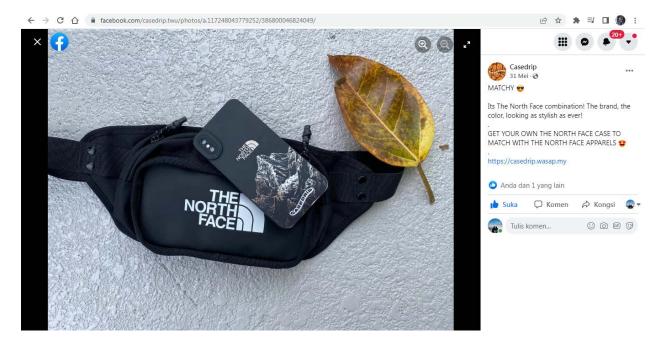


2.5 FACEBOOK POST – COPYWRITING (SOFT SELL)

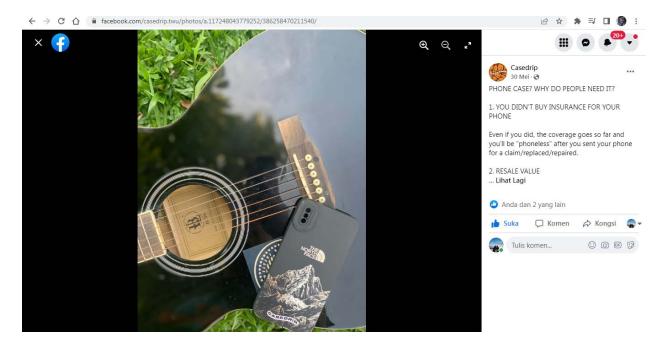
Copywriting soft sell is another type of post that we have used. Soft selling is a method of selling that employs subtle persuasion and conversational language. A soft-sell strategy aims to provide a prospect with a low-pressure sales encounter that is less likely to repel customers due to excessive persistence.

SOFT SELL 1

https://www.facebook.com/casedrip.twu/photos/a.117248043779252/386800046824049/

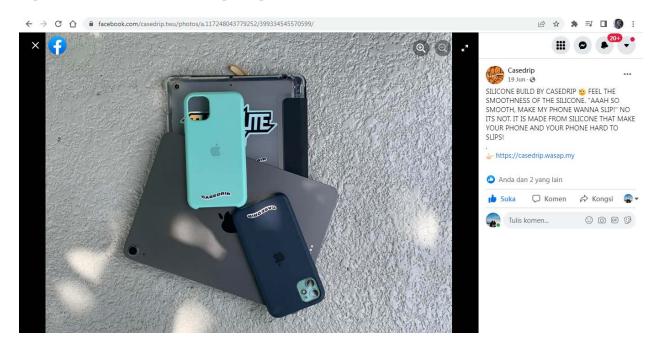


https://www.facebook.com/casedrip.twu/photos/a.117248043779252/386258470211540/

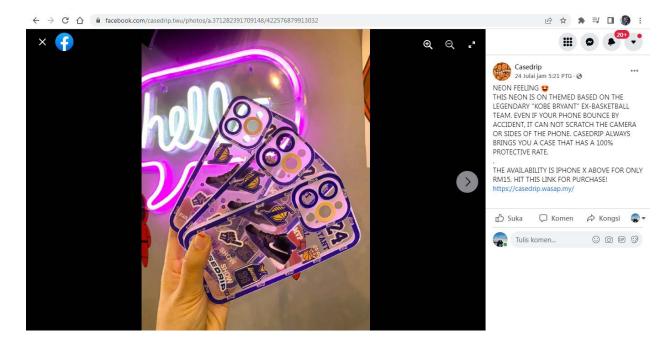


SOFT SELL 3

https://www.facebook.com/casedrip.twu/photos/a.117248043779252/399334545570599/

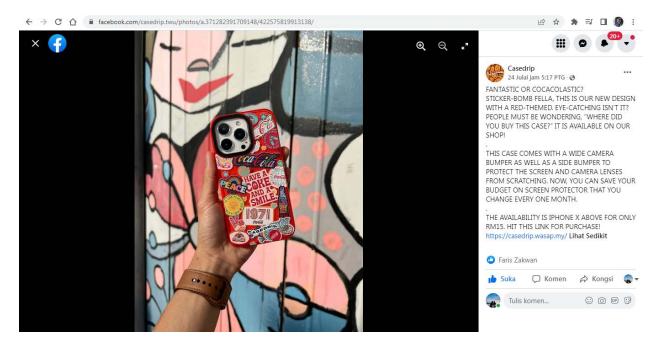


https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422576879913032

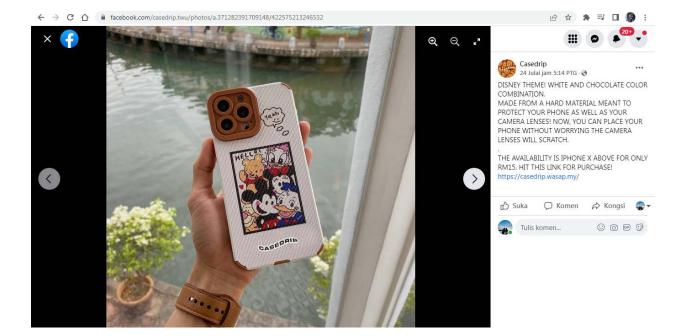


SOFT SELL 5

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422575819913138/

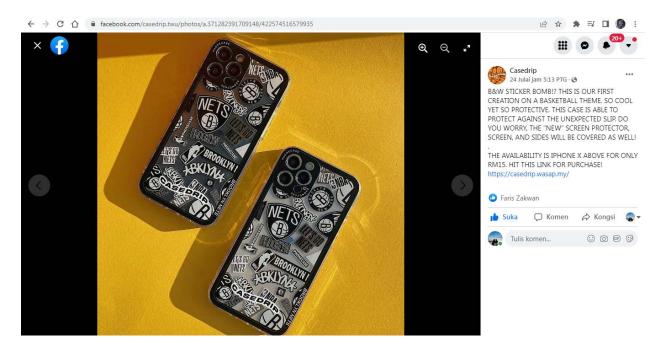


https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422575213246532



SOFT SELL 7

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422574516579935



24

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422573246580062



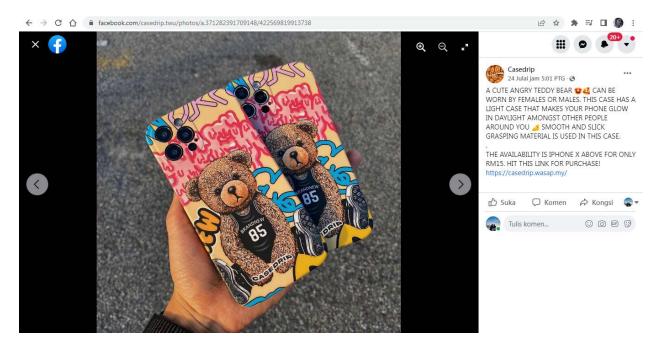
SOFT SELL 9



← → C ☆ 🔒 facebook.com/casedrip.twu/photos/a.371282391709148/422570349913685 🖻 🛧 🗰 🖬 🖬 🕼 f Ð Q Casedrip 24 Julai jam 5:03 PTG · 🔇 ... SPONGEBOB BECAME A BATMAN? WORRY NOT, BIKINI BOTTOM! SPONGEBOB IS GONNA SAVE THE DAY!.) GP . THIS CASE HAS A CONTRAST OF LIGHT AND DARK COLORS. IT'S QUITE ATTRACTIVE FROM FAR. THE MATERIAL OF THIS CASE IS SMOOTH AND GRASPING TO YOUR HAND EVEN THOUGH YOU HAVE A SWEATY HAND. THE AVAILABILITY IS IPHONE X ABOVE FOR ONLY RM15. HIT THIS LINK FOR PURCHASE! < > https://casedrip.wasap.my/ 🖒 Suka 💭 Komen 🎝 Kongsi 🦣 🗸 0000 Tulis komen...

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422570349913685

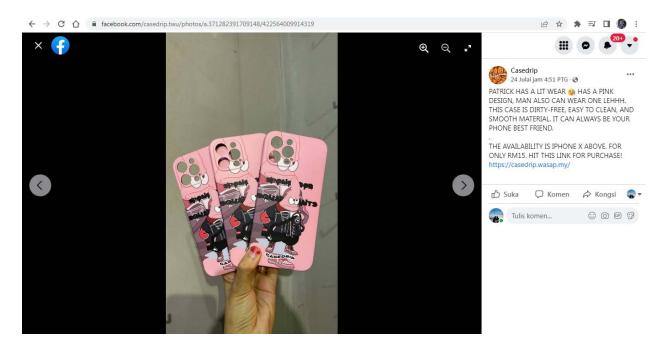
SOFT SELL 11



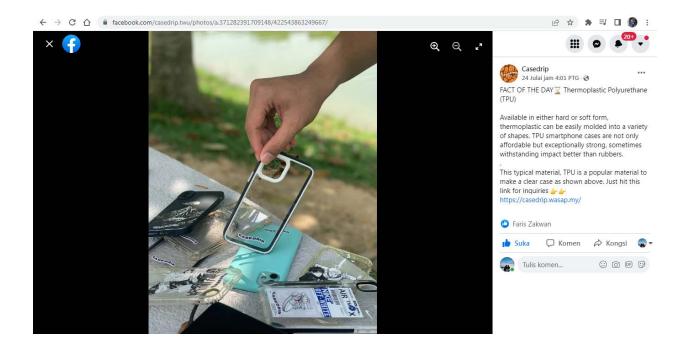
https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422566449914075/



SOFT SELL 13



https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422543863249667/



SOFT SELL 15

https://www.facebook.com/casedrip.twu/photos/a.371282391709148/422541859916534/



https://www.facebook.com/casedrip.twu/photos/pcb.422539999916720/422538289916891



•••

FACT OF THE DAY ጇ Polycarbonate (PC)

When it comes to reliable impact resistance, polycarbonate is the material you want on your side. This amorphous thermoplastic is used throughout a number of industries in the manufacturing of various products, including glass lenses, bulletproof windows, compact discs, automotive parts, and medical devices, just to name a few.

. Polycarbonate comes with a long list of benefits, especially when it comes to smartphone protection. PC phone cases are not only durable and strong but also flexible, weatherable, and affordable. Plus, polycarbonate phone cases are typically customizable or they are already available in a wide variety of vibrant colors and creative designs.

. This is PC material designed by CASEDRIP. If you are interested in our designs, just hit this link up 👉 👉 https://casedrip.wasap.my/



3.0 CONCLUSION

In conclusion, by completing this assignment, we gained new knowledge on how to register and used SSM system because when anyone want to open a business, they must have SSM certificate. Online business is an easy way to start a business besides it can save much cost. In addition, using this knowledge, we can use the opportunity to gain more advantages in online marketing or maybe we can continue to sell this casing as a side income. Our target is I want to achieve high profit in the involvement of this business even though there are many rivals exist.

Finally, Casedrip's goals is to provide the best and the most quality casing to our customer at a reasonable price. We truly believe that by providing the best customer service experience, we can attract more customer and our sale can boost up. In addition, using Facebook page to promote and market our products to the potential customer in Malaysia. We are taking advantage of this opportunity to the fuller in order to achieve our business objective successfully.

Since social media is the best platform to advertise and market our product, we utilize them because it is free and everyone use social media every day. There are more business who are using the social media platform to market their business and product and attract many customer and we think why not we using that platform too.