

UNIVERSITI TEKNOLOGI MARA KAMPUS PUNCAK ALAM FACULTY OF ACCOUNTANCY

AC220 – BACHELOR OF ACCOUNTANCY (HONOURS)

PRINCIPAL OF ENTREPRENEURSHIP (ENT530)

SOCIAL MEDIA REPORT



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ACKNOWLEDGMENT

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EXECUTIVE SUMMARY

SweetHeart Scarves is a business that offers products that are suitable for women, particularly those who wear the hijab. We offer our customers with scarves that are fashionable, comfortable, high-quality at an affordable price. We also regularly run sales and promotions to attract more customers.

We chose to sell scarves because the majority of Malaysians are Muslims and wearing hijab. Even though there are many stores that sell scarves, hijab is a marketable product. The designs and styles of scarves constantly keep changing from time to time, and people will never stop purchasing them and continuing to keep on following the trend.

Our business is relatively new and has a long way to go. So, we always make sure to give our customers the best. We keep on working hard to ensure that our brand is achieving our goals and success. We are currently concentrating on an online platform and looking forward to having our physical store. We are focusing on promoting our product on an online platform, which is Facebook. As a small start-up business, we believe Facebook is a great platform for advertising our products since people nowadays are more into online where they can search and find information easily. Therefore, social media is one of the best online platforms to connect our business with customers because it actually assists in the slow but steady growth of our company.

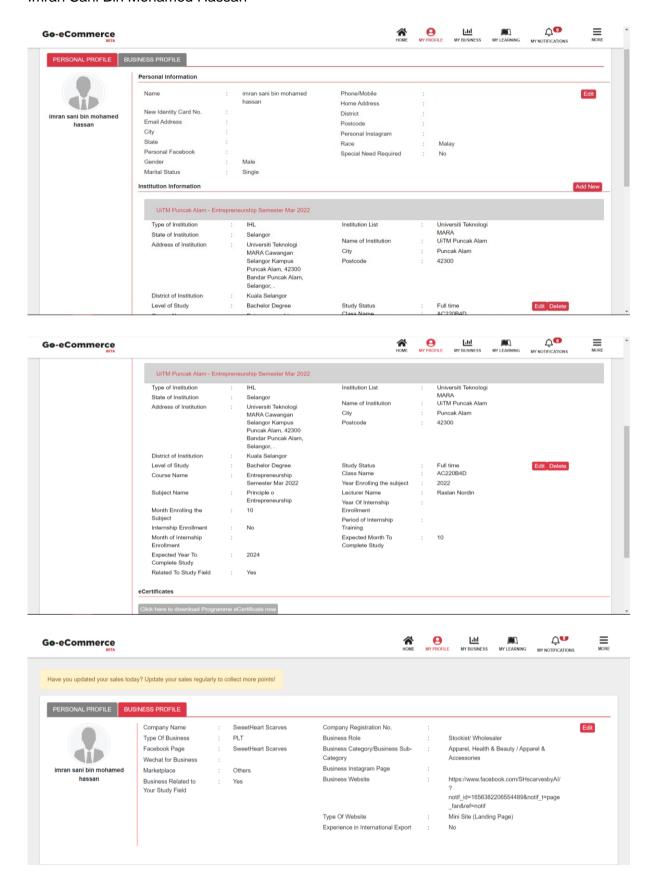
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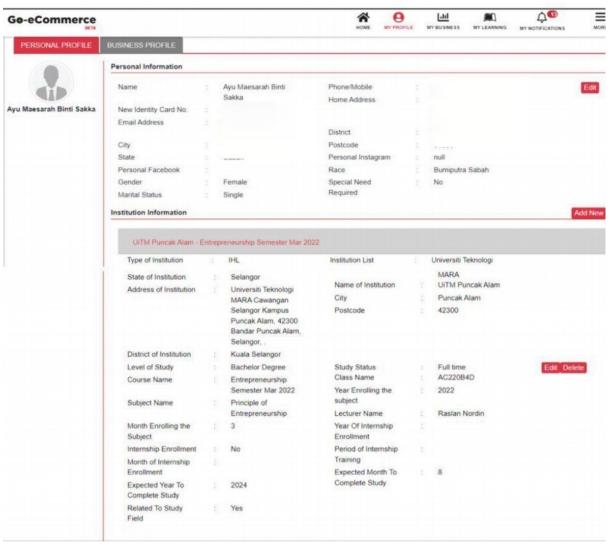
1.0 BUSINESS REGISTRATION

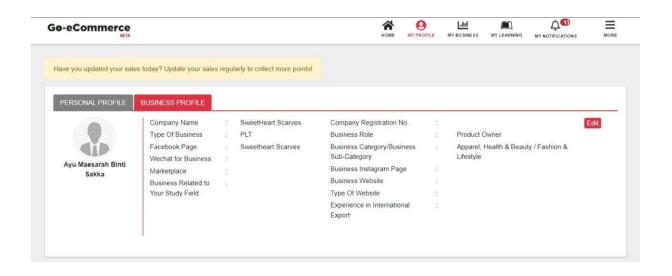
1.1 Go-Ecommerce Registration

Imran Sani Bin Mohamed Hassan



Ayu Maesarah Binti Sakka





1.2 MyENT Certificate





1.3 SSM Registration

SweetHeart Scarves is a legal business as we had registered our business under Suruhanjaya Syarikat Malaysia (SSM) on 17 Jun 2022.



2.0 INTRODUCTION TO BUSINESS

2.1 Business Name and Address



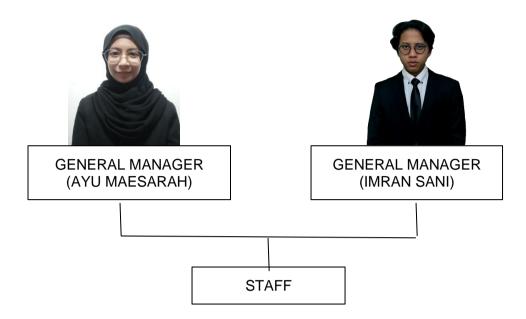
The name of the business is SweetHeart scarves. We decided to use this name based on our product, which is scarves. We sell these types of shawl scarves because they are becoming more popular nowadays. Those scarves have numerous kinds of material and design. We chose the name of SweetHeart because it sounds adorable. Since our target market is women and mostly teenagers, they most likely would be attracted to the charming brand name.

For the business address, since we are not an established brand yet, so we do not have any physical store for the time being. The business mainly operated through an online platform like Facebook and WhatsApp. The main base location was at Puncak Alam, Selangor. From there, we are going to ship our product to customers.

Name of Business	SweetHeart Scarves				
Business Address	Cellarium Rafflesia, Kompleks Kemudahan Pelajar Rafflesia, UiTM Selangor, Kampus Puncak Alam, 42300 Bandar Puncak Alam, Selangor				
Corresponding Address					
Telephone Number					
Form of Business	Partnership				
Main Activities	Retail Sale of Clothing Product				
Date of Commencement	16 June 2022				
Date of Registration	17 June 2022				
Registration Number	202203150645 (003407661-U)				
Name of Bank	Bank Islam				
Bank Account Number					

2.2 Organizational Chart

SweetHeart Scarves is a partnership business form and small business that is just starting up. Therefore, our organizational chart only consists of the owners and one staff member.



2.3 Mission and Vision

Mission

- •To make hijab shopping enjoyable by offering modest prices to every woman who wants to create her own styles with confidence and beauty.
- •To offer customers an excellent quality, stylish and comfortable scarf at an affordable price.

Vision

• To create SweetHeart Scarves as a well-known and top hijab brand in Malaysia for all hijabis.

2.4 Description of Products

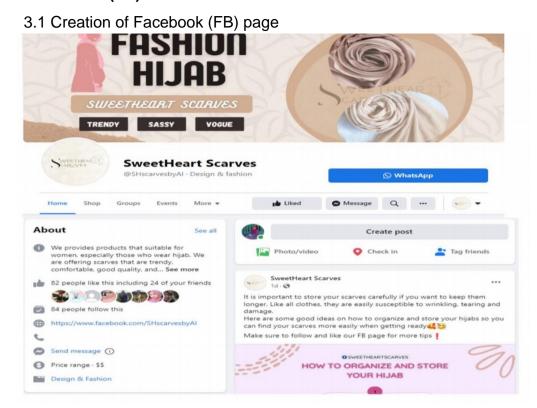
SweetHeart Scarves is a business that offers our customers with high-quality shawl scarves at affordable prices. The product that we have is a shawl, but we are not limiting our product to one design only, we have different designs of scarves with different materials (cotton, satin and chiffon) and a variety of colour choices. Customers can purchase any type of shawl or colour based on their personal preferences.

The reason we are selling hijab is because we believe that our product is marketable among female students. We also chose to sell scarves at an affordable price because we want to ensure that all hijabis can be stylish and comfortable while wearing a hijab. We offer high-quality fabric offer high-quality fabric to meet customer demand and satisfaction. We also make our scarves easy to wear so that customers who do not have much time can still look pretty with our scarves. We also offer promotions or sales from time to time so that customers who are unable to purchase it at the regular price can do so during the promotion. This type of promotion or sales helps us in gaining more customers and thus increasing our profits.

2.5 Price List

Product	Price (RM)
Shawl Satin Ombra	15
Shawl Satin Ombra Printed	18
Shawl Cotton Eyelash	20
Shawl Chiffon Pleated	15
Shawl Chiffon Pleated Printed	18

3.0 FACEBOOK (FB)



3.2 Customized URL Facebook (FB) page https://www.facebook.com/SHscarvesbyAl

3.3 Facebook (FB) post – Teaser

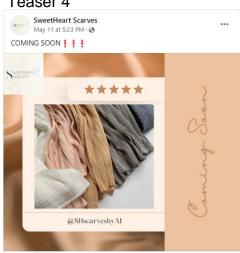




Teaser 3



Teaser 4



Teaser 5



Teaser 6



Teaser 7



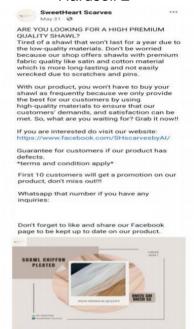


3.4 Facebook (FB) post - Copywriting (Hard sell)

Hardsell 1



Hardsell 2



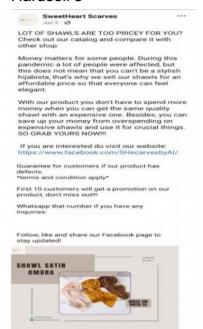
Hardsell 3



Hardsell 4



Hardsell 5



Hardsell 7



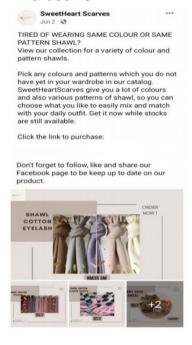
LOOKING FOR EASY TO STYLE SHAWL?!?! Having lots of shawls, but it seem not right when I wear it because of the difficulties in style it. some people don't know how to style their shawl, now we are giving you the tutorial to style your shawl easily. By this you can try a variety of trendy styles to wear your shawl.

Click the link to purchase:

Don't forget to like and share our Facebook page with your friends to keep up to date on our product.



Hardsell 6



Hardsell 8



Simply be confident and try our product, and you will receive numerous likes on your social media because we know that the social media world will rate you based on your looks and appearance.

Wearing our shawl will make you look good. When you look good, you feel good, which will boost up your mood and self-confidence.

Whatsapp that number if you have any inquiries:

Follow, like and share our Facebook page to be kept up to date on our product.



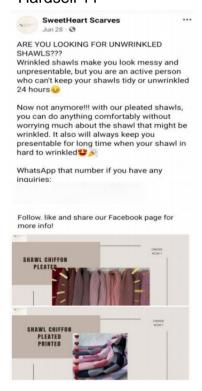
Hardsell 9



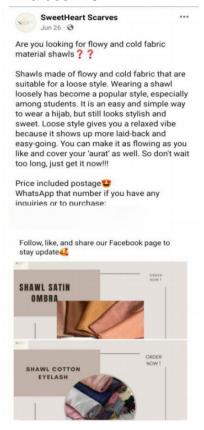
Don't forget to like and share our Facebook page and post to keep up to date on our product



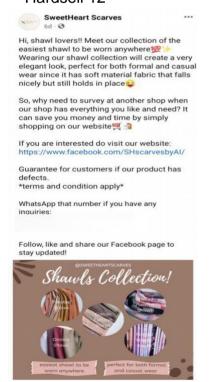
Hardsell 11



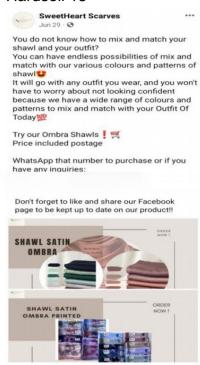
Hardsell 10



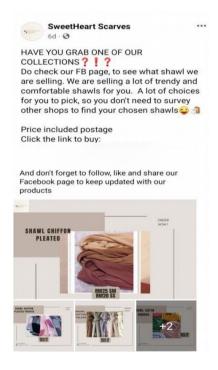
Hardsell 12



Hardsell 13



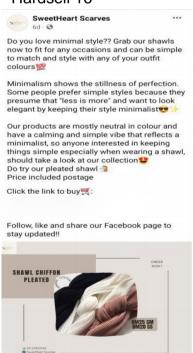
Hardsell 15



Hardsell 14

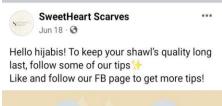


Hardsell 16



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

Softsell 1





Softsell 3



Softsell 5



Softsell 2





Softsell 4



Softsell 6



Softsell 7



Softsell 9



You are afraid to try to style your shawl because it is difficult, and you are unsure which style to wear? Save this tutorial as a reference because it is so simple to follow and wear 100 65

Want more shawl tutorials? Be sure to follow and like our page!♀



Softsell 11



Minimalist looks are trendy right now because they allow your body to speak for itself with effortless minimal looks. It also represents to us the concept of "buy less, choose well, make it last"

So, here's some tips to those who prefer a simple style and to discover how to start your minimalist look

Want more tips? Be sure to follow and like our page !



Softsell 8



SweetHeart Scarves

Softsell 10



This is a problem that most hijabis face, especially when it is hot and humid because we are constantly sweating and the hijab or scarf is absorbing the sweat.

Here are some great tips that you can say goodbye to a sweat-scented shaw!! Let us know how these tips work out and do share.

know how these tips work out and do share with us any tips that you might have that have worked out well!



Softsell 12



Here are some simple and trendy styles you can try when wearing your ombra shawl Hopefully this tutorial helps you to create a new hijab style look

Make sure follow and like our FB page for more shawl tutorials



Softsell 13



Hello everyone! Here's some tips on how to iron your shawl in the right way! ✓ Hope these tips will help you ?

Like and follow our FB page to get more tips!



Softsell 15



Shawl tutorial for easily styling your pleated shawl 😍 🤯

Which style do you prefer? Comment!≅

Follow and like for more shawl tutorials!



Softsell 14





4.0 SALES REPORT



Business Name	Date	Туре	Marketplace(if any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions
SweetHeart Scarves	30/04/2 022	expen ses				Others	Others	30	Plastic packaging and receipt book
SweetHeart Scarves	01/05/2 022	online	Social Media		40				Shawl pleated plain - 1 Shawl pleated printed - 1
SweetHeart Scarves	17/05/2 022	online	Social Media		45				Shawl ombra plain - 1 Shawl Ombra printed -
SweetHeart Scarves	09/06/2 022	online			25				Shawl cotton eyelash
SweetHeart Scarves	09/07/2 022	offline			85				Shawl pleated plain - 3 Shawl pleated printed -

5.0 CONCLUSION

In conclusion, Facebook is a great medium for start-up businesses to introduce and promote their product as well as connect their business with customers through onlines. All the tools provided in Facebook make it easier to promote products and grow businesses. Selling online using social media platforms has become a preference by most of the startup entrepreneurs since people nowadays are more into online where they can search and find information easily before deciding to purchase something they want. On Facebook, they can find all the information they need and read some feedback or reviews left by other customers. Facebook does help businesses to grow and reach more customers. Although the platform we use is good enough, we still need to develop our skills and knowledge on how to attract more customers. For example, we need to know what kind of image and caption to post on social media to attract users' attention. It is important to have a combination of a great platform and the ability to attract customers for a business to grow. The most critical part of our business is the product we sell. It should be a product that the customer needs and has added value to set it apart from competitors.

Then, it will keep us from becoming an out-of-date businessperson and instead help us grow by allowing us to keep pace with our current development. Hence, as a start-up business using a Facebook page, we were capable of achieving some of our goals with success and will continue to do so in the future by growing and conducting our business through other social media platforms, as well as by improving our marketing strategy to accomplish our mission and vision.