





Azlin Shafinaz Arshad Yasmin Kamall Khan Zanariah Zainal Abidin Laila Mohammad Kamaruddin Sharifah Zannierah Syed Marzuki



© UiTM Press, UiTM 2022

All rights reserved. No part of this publication may be reproduced, copied, stored in any retrieval system or transmitted in any form or by any means; electronic, mechanical, photocopying, recording or otherwise; without prior permission in writing from the Director of UiTM Press, Universiti Teknologi MARA, 40450 Shah Alam, Selangor Darul Ehsan, Malaysia. E-mail: penerbit@uitm.edu.my

UiTM Press is a member of MALAYSIAN SCHOLARLY PUBLISHING COUNCIL

Perpustakaan Negara Malaysia Cataloguing-in-Publication Data

FUNDAMENTALS of ENTREPRENEURSHIP / Editors: AZLIN SHAFINAZ Arshad, YASMIN Kamall Khan, ZANARIAH Zainal Abidin, LAILA Mohammad Kamaruddin, SHARIFAH ZANNIERAH Syed Marzuki.

ISBN 978-967-363-837-6

- 1. Entrepreneurship.
- 2. Business.
- 3. Business planning.
- 4. Government publications--Malaysia.
- I. Azlin Shafinaz Arshad. II. Yasmin Kamall Khan.
- III. Zanariah Zainal Abidin. IV. Laila Mohammad Kamaruddin.
- V. Sharifah Zannierah Syed Marzuki.

338.04

Cover Design: Arif Zulhimi Mohd Zain Typesetting: Mohd Fadhel Mohd Drus

Printed in Malaysia by: UiTM Printing Centre

College of Creative Arts Studies Universiti Teknologi MARA

40450 Shah Alam

Selangor

CONTENTS

Preface	vii
Chapter 1: Introduction to Entrepreneurship Yasmin Kamall Khan and Sharifah Zannierah Syed Marzuki	1
Chapter 2: Entrepreneurial Motivation and Competencies Yasmin Kamall Khan and Sharifah Zannierah Syed Marzuki	17
Chapter 3: Creavity and Innovation of Entrepreneurship Rohana Ngah	25
Chapter 4: Business Opportunities Baharudin Ismail, Shamsury Abd Karim, Yasmin Kamall Khan and Azlin Shafinaz Arshad	35
Chapter 5:Business Formation Mohd Ali Bahari Abdul Kadir and Ramli Raya	57
Chapter 6: Business Entities and Registration Procedures Siti Zahrah Buyong and Junainah Junid	65
Chapter 7: Business Regulations and Support System Azlin Shafinaz Arshad and Noor Faizah Lajin	85
Chapter 8: Business Plan Zanariah Zainal Abidin and Laila Mohammad Kamarudin	97
Chapter 9:Administration Plan Laila Mohamad Kamaruddin	105
Chapter 10: Marketing Plan Zarina Salleh and Zanariah Zainal Abidin	113

PREFACE

The Fundamentals of Entrepreneurship is the culmination of hard effort from a group of dedicated academicians from the Faculty of Business and Management, Universiti Teknologi MARA, Malaysia. The book is written to address the need for a comprehensive textbook in Introduction to Entrepreneurship at UiTM and also other higher institutions of education in Malaysia. The primary emphasis of this book is on the preparation of a Business Plan that is considered to be crucial when starting a business. This book is written based on local context with regards to business formation, regulations and support systems. The book is comprehensive, yet written in a simple and straightforward manner, benefitting readers from students, entrepreneurship trainers, start-up entrepreneurs, to the general public who are keen to further understand the process of starting a business and developing a viable Business Plan. The book consists of fourteen chapters and covers aspects of entrepreneurship from entrepreneurial motivation, creativity, business formation to a step-by-step guide in preparing a Business Plan. Moreover, this book also aims to inspire its readers, especially students to confidently explore the vast opportunities in entrepreneurship. The authors also would like to take the opportunity to thank all individuals and parties who have supported the publication of this book.