

Fakulti Pengurusan dan Perniagaan



PRINCIPLES OF ENTREPRENEURSHIP (ENT530)

SOCIAL MEDIA PORTFOLIO

SUHANA'S ROTIJALA

PREPARED BY:

NUR SUFIAHANA BINTI AULADI (2021468082) ENT530-S RAIHANA BINTI ABD HARIS (2022782785) ENT530-S

PREPARED FOR:
PUAN NUR SHAHRULLIZA MUHAMMAD

ACKNOWLEDGEMENT

Assalamualaikum W.B.T

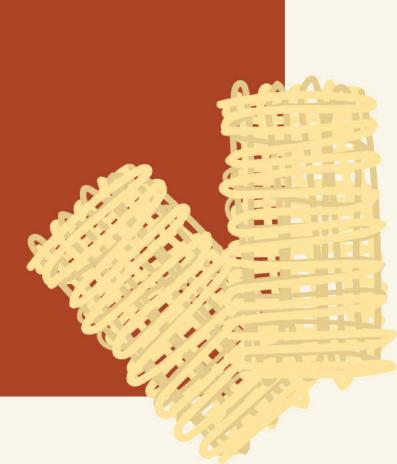
The completion of this assignment could not have been done without the help of my groupmate partner, Raihana. I also would like to give my gratitute to our lecturer Madam Shahrulliza Muhammad for giving us the opportunity and support for this assignment.

Not to forget for our parents for always giving their motivation towars us, because of them we will always strive for success in completing this assignment.

EXECUTIVE SUMMARY

SuHana's Roti Jala is a partnership owned business by Sufia and Raihana which focuses on making homemade Roti Jala with Chicken Curry and Serawa Durian.

The business is located at Kajang, Selangor. Customers can buy through contacting our Facebook page or by contacting on Whatsapp. We aim to serve the best quality of food with affordable prices for our customers in Malaysia.



2 Acknowledgement

Executive Summary

Go-ecommerce Registration



13 MyENT Registration

15 Introduction of Business

17 Registration of SSM



19 Team Members

20 Description of Products

21 Food Price



- Social Media Platform: Facebook
- Facebook (FB) posts:
 Teaser

Facebook (FB)
posts: Hard Sell



Facebook (FB) posts:
Soft Sell

42 Sales Report

47 Conclusion

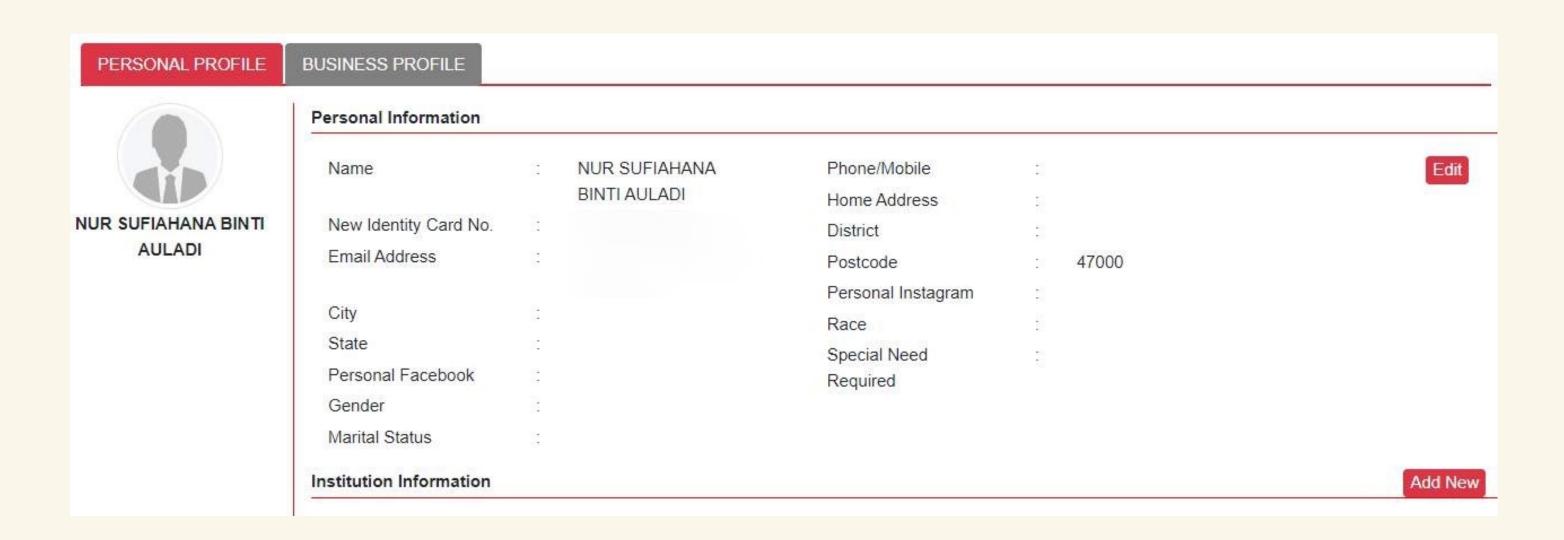




Section 01

GO-ECOMMERCE REGISTRATION

GO-ECOMMERCE PERSONAL PROFILE



GO-ECOMMERCE PERSONAL PROFILE

PERSONAL PROFILE BUSINESS PROFILE



rsonal Information						
Name	50	RAIHANA HARIS	Phone/Mobile	1		
lew Identity Card No.			Home Address	1		100
mail Address			District	1		
ty	10		Postcode	32		
ate	20	Selangor	Personal Instagram	1	null	
ersonal Facebook	10		Race	1	Malay	
ender		Female	Special Need Required		No	
arital Status	100	Single				
tution Information		***************************************				Ad
UiTM Puncak Alam - 530S						
Type of Institution	\$10	IHL	Institution List	31	Universiti Teknologi MARA	
State of Institution		Selangor	Name of Institution	4	UITM Puncak Alam	
Address of Institution	:	Universiti Teknologi MARA Cawangan	City	•	Puncak Alam	
		Selangor Kampus Puncak Alam, 42300	Postcode	2	42300	
District of Institution	20	Bandar Puncak Alam, Selangor, .				
District of Institution		Kuala Selangor	Chick Charles		Full time	Company of the Compan
Level of Study		Kuala Selangor Bachelor Degree	Study Status	1	Full time	Edit Delete
Level of Study Course Name		Kuala Selangor Bachelor Degree 530S	Class Name	8: 8:	530S	Edit Delete
Level of Study Course Name Subject Name		Kuala Selangor Bachelor Degree 530S ENT530	Class Name Year Enrolling the subject	± ± ± ± ± ± ± ± ± ± ± ± ± ± ± ± ± ± ±	530S 2023	Edit Delete
Level of Study Course Name Subject Name Month Enrolling the Subject		Kuala Selangor Bachelor Degree 530S ENT530	Class Name Year Enrolling the subject Lecturer Name	:	530S	Edit Delete
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Level of Study Course Name Subject Name Month Enrolling the Subject Internship Enrollment		Kuala Selangor Bachelor Degree 530S ENT530	Class Name Year Enrolling the subject Lecturer Name Year Of Internship Enrollment	1	530S 2023	Edit Délete

GO-ECOMMERCE BUSINESS PROFILE

PERSONAL PROFILE

BUSINESS PROFILE



Company Name : SH ROTI JALA

Type Of Business : Enterprise

Facebook Page : SuHana's Roti Jala

Wechat for Business :

Marketplace : Others

Business Related to Your Study : Ye

Field

Company Registration No. : 202303152117(003501841-H)

Business Role : Service Owner

Business Category/Business Sub-Category : Food & Beverages / Food & Beverages

Edit

Business Instagram Page

Business Website : www.facebook.com/SHrotijala

Type Of Website :

Experience in International Export : No





MYENTREGISTRATION

MYENT CERTIFICATE



UNIVERSITI Pembangunan PKS dan TEKNOLOGI Keusahawanan Malaysia

MASMED YOUNG ENTREPRENEUR (MyENT)

SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar

Nama : NUR SUFIAHANA BINTI AULADI

: SARJANA MUDA PENTADBIRAN KESIHATAN (KEPUJIAN) Program Pengajian

: Faculty of Business & Management

Kampus : Selangor

MAKLUMAT PERNIAGAAN

Mod Perniagaan : Offline Bidang Perniagaan yg : Makanan

diceburi

Tempoh Berniaga

No. Pendaftaran Perniagaan : 202303152117 (003501841-H)

URL Perniagaan : https://www.facebook.com/SHrotijala

Alamat Premis Perniagaan

Tarikh Mendaftar : 19 Jun 2023

Tarikh Kemaskini

Tarikh Cetak : 19 Jun 2023

Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UiTM Sijil ini secara tidak langsung akan terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti.

Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis. Penggunaan sijil ini hanya diterima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang alankan oleh penama adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.

SALINAN PENDAFTARAN INI DIPERAKUI OLEH

PENOLONG NAIB CANSELOR KEUSAHAWANAN UITM

Malaysian Academy of SME & Entrepreneurship Development (MASMED)



JNIVERSITI Pembangunan PKS dan TEKNOLOGI Keusahawanan Malaysia

MASMED YOUNG ENTREPRENEUR (MyENT)

SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar : 2022782785 Nama : RAIHANA HARIS

Program Pengajian : SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) EKONON

PERNIAGAAN

Fakulti : Faculty of Business & Management

Kampus : Selangor

MAKLUMAT PERNIAGAAN

Mod Perniagaan : Online Bidang Perniagaan yg : Makanan

diceburi

Tempoh Berniaga

No. Pendaftaran Perniagaan : SH ROTI JALA

URL Perniagaan www.facebook.com/SHrotijala

Alamat Premis Perniagaan

Tarikh Mendaftar : 20 Jun 2023

Tarikh Kemaskini

Tarikh Cetak : 20 Jun 2023

Sijil ini secara tidak langsung akan terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti

Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa s<mark>ebarang not</mark>is. Penggunaan sijil ini hanya diterima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang dijalankan oleh penama adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universit

SALINAN PENDAFTARAN INI DIPERAKUI OLEH

PENOLONG NAIB CANSELOR KEUSAHAWANAN UITM

Malaysian Academy of SME & Entrepreneurship Development (MASMED)





INTRODUCTION OF BUSINESS

Introduction of Our Business

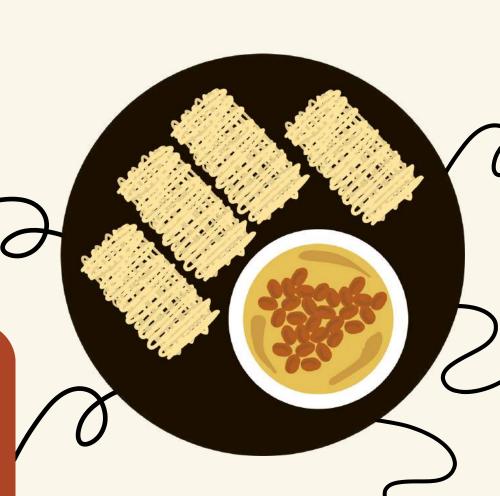
Main Activity

Food and Beverages

Facebook & Tel. Number

SuHana's Roti Jala

01139537379- Sufia 0123456789- Raihana



Form of Business

Partnership

Business's Address

12, JALAN SERI PUTRA 5/5, BANDAR SERI PUTRA 43000 KAJANG SELANGOR

Date of Commencement

14-06-2023





REGISTRATION OF SSM

SSM CERTIFICATE





BORANG D (KAEDAH 13)



PERAKUAN PENDAFTARAN AKTA PENDAFTARAN PERNIAGAAN 1956

Dengan ini diperakui bahawa perniagaan yang dijalankan dengan nama

SH ROTI JALA NO. PENDAFTARAN: 202303152117 (003501841-H)

telah didaftarkan dari hari ini sehingga 14 JUN 2024 di bawah Akta Pendaftaran Perniagaan 1956, beralamat di

Bil. Cawangan: TIADA

Bertarikh di SISTEM EZBIZ pada 15 JUN 2023.





SUNGGUHPUN SEGALA USAHA TELAH DIAMBIL UNTUK MEMASTIKAN MAKLUMAT YANG DIBERI ADALAH BETUL DAN KEMASKINI PENDAFTAR PERNIAGAAN TIDAK BOLEH DIPERTANGGUNGKAN BAGI SEBARANG KERUGIAN KERANA MAKLUMAT YANG TERSULAP ATUL TERTINGGIL

** MAKLUMAT PERNIAGAAN **

NAMA PERNIAGAAN : SH ROTI JALA

NO PENDAFTARAN : 202303152117 (003501841-H)

ALAMAT UTAMA PERNIAGAAN

BENTUK PERNIAGAAN : PERKONGSIAN
TARIKH MULA BERNIAGA : 14-06-2023
TARIKH PENDAFTARAN : 15-06-2023
TARIKH LUPUT PENDAFTARAN : 14-06-2024
STATUS : AKTIF

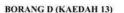
** JENIS PERNIAGAAN **

PEMBUATAN MAKANAN HOME MADE ROTI JALA MELALUI INTERNET

** MAKLUMAT CAWANGAN **

*** TIADA CAWANGAN ***







PERAKUAN PENDAFTARAN AKTA PENDAFTARAN PERNIAGAAN 1956

Dengan ini diperakui bahawa perniagaan yang dijalankan dengan nama

SH ROTI JALA NO. PENDAFTARAN: 202303152117 (003501841-H)

telah didaftarkan dari hari ini sehingga 14 JUN 2024 di bawah Akta Pendaftaran Perniagaan 1956, beralamat di

Bil. Cawangan: TIADA

Bertarikh di SISTEM EZBIZ pada 15 JUN 2023.







TEAM MEMBERS



Raihana
Chef/Owner/Founder



Sufia

Marketing Manager/Finance

Manager

DESCRIPTION OF PRODUCTS



Roti Jala is a popular Malaysian snack, a savory crepe consisting of flour, eggs, milk, and turmeric powder.

1

Roti Jala with Chicken Curry
A fluffy textured "crepe"
served with Chicken Curry

2

Roti Jala Pandan with Serawa

Durian
A fluffy textured "crepe" served
with sweet creamy gravy of
Durian



Roti Jala with Chicken Curry



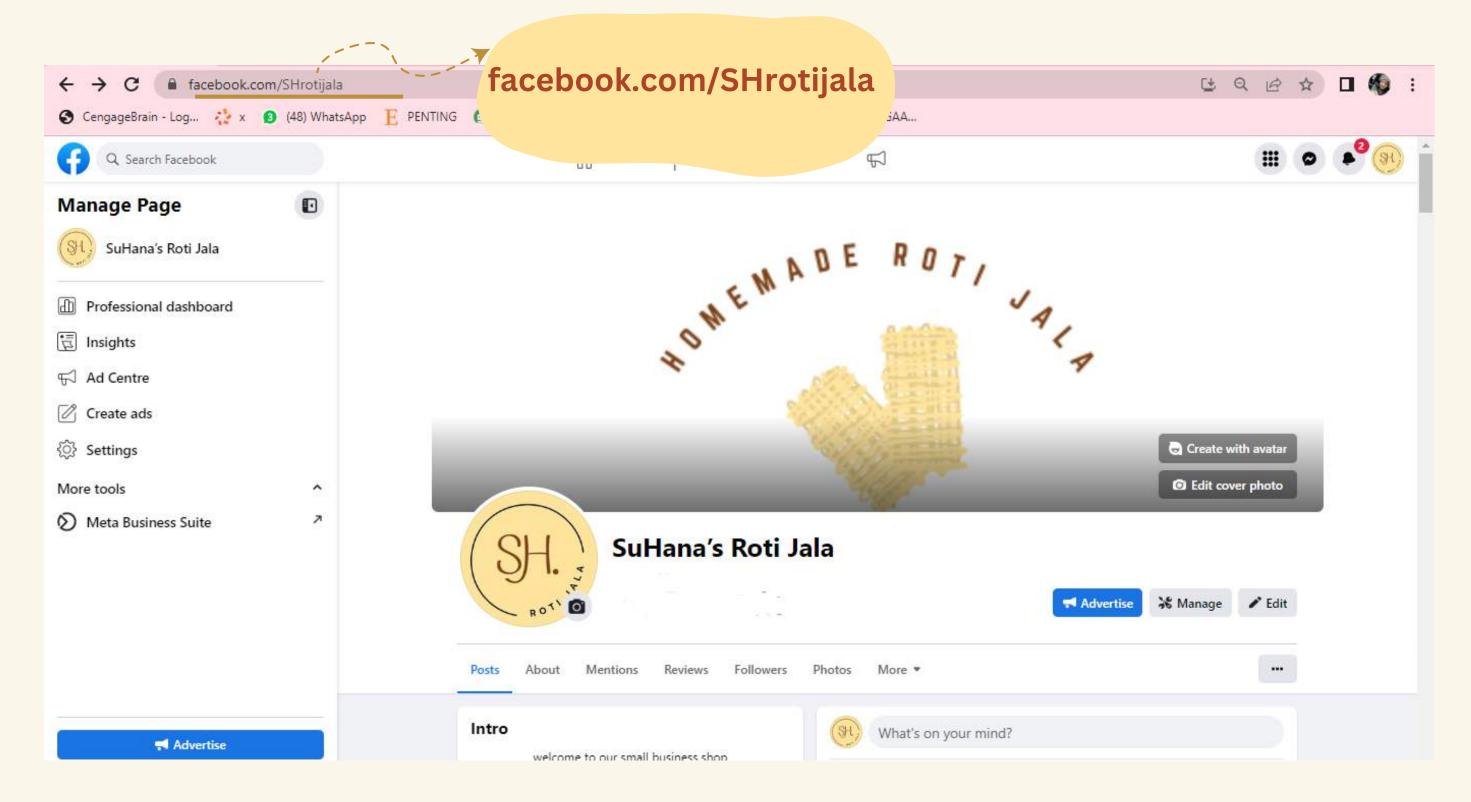
Roti Jala Pandan with Serawa Durian



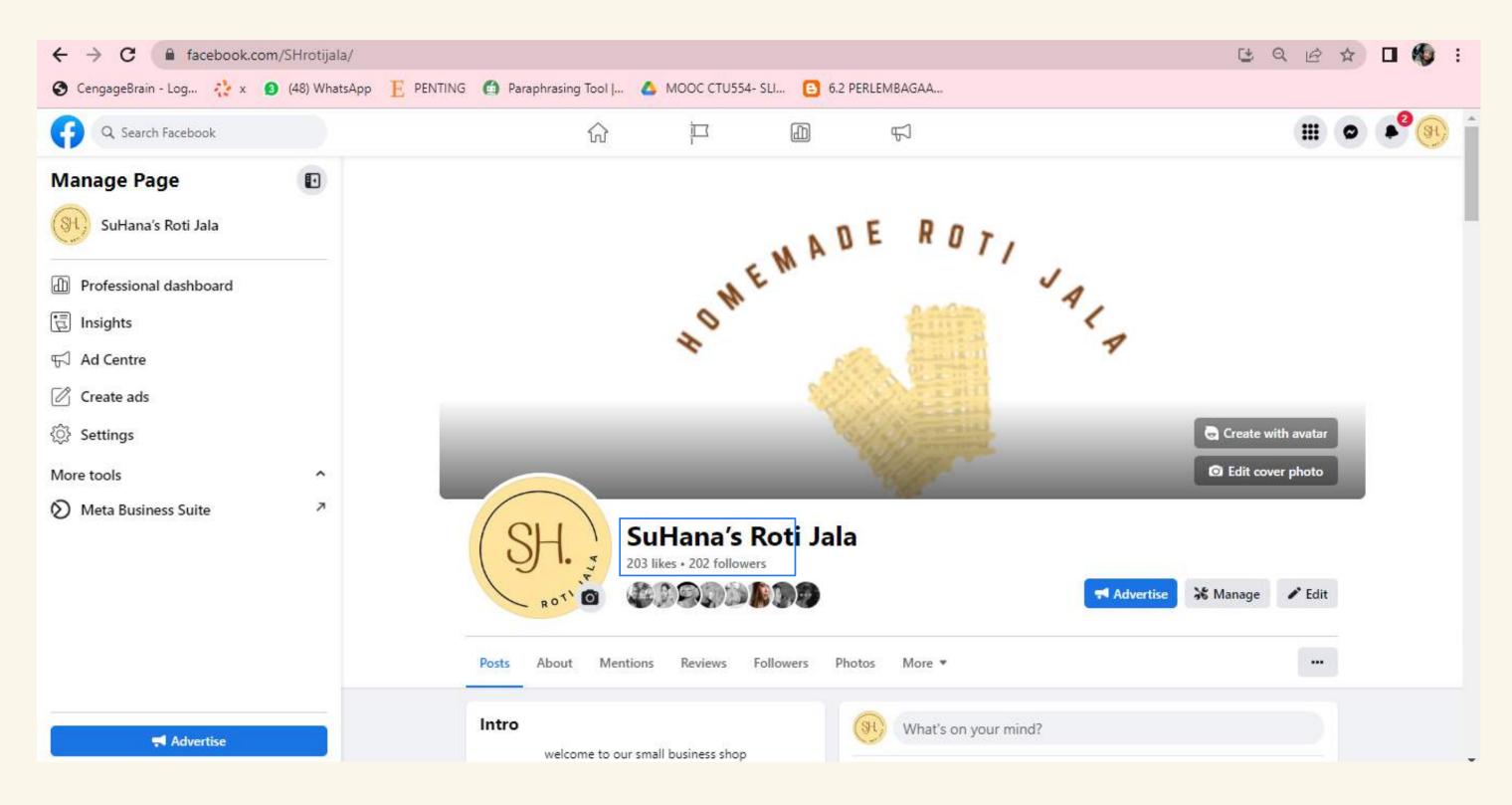


SOCIAL MEDIA PLATFORM: FACEBOOK

CREATING FB PAGE & CUSTOMIZING URL PAGE



FACEBOOK PAGE LIKES





FACEBOOK (FB) POSTS

Teaser

Teaser





2









See Insights and Ads Boost post

Teaser





Kuah Kari Ayam yang pekat & enak amat sesuai dinikmati sebagai juadah ketika waktu petang bersama keluarga mahupun kawan-kawan.

Sila nantikan menu kami pada hari yang kami akan merasmikan pembukaan SuHana





SuHana's Roti Jala Published by SuHana's Roti Jala 🕢 - 29 April - 🔇 1 DAY LEFT !! for our launching menu 👀 here is our second gravy to eat with Roti Jala which is Serawa Durian!! For people who likes sweet & creamy delicacies, this is a perfect food for you!



Can Indiabas and Ada





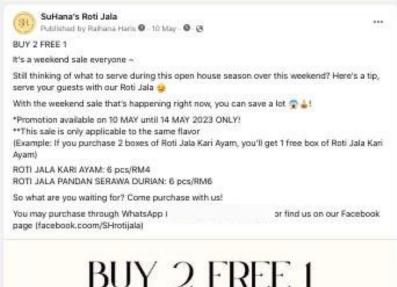


FACEBOOK (FB) POSTS

Copywriting- Hard Sell

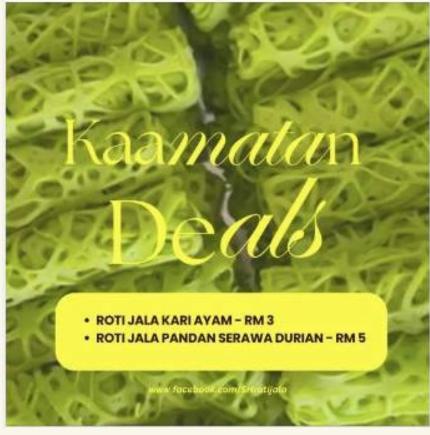






















CRAVING FOR SOMETHING SAVOURY?

I can assure you that Roti Jala is the best food to fix your craving!

Not only savoury, we also have something sweet. Every bite of Roti Jala from us will bring you infinite happiness! We provide two types of Roti Jala

- # Roti Jala Kari Ayam
- # Roti Jala Pandan Serawa Durian

Only RM 4 for Roti Jala Kari Ayam and RM 6 for Roti Jala Pandan Serawa Durian Order with us now!







FEELING HUNGRY WHILE DOING YOUR UNI TASK?

We're sure that students are trying their best finishing their pile of assignments especially in these period of time $\bigoplus \bigoplus$ If you ever feel hungry or need something light to satisfy your hunger... we got you!

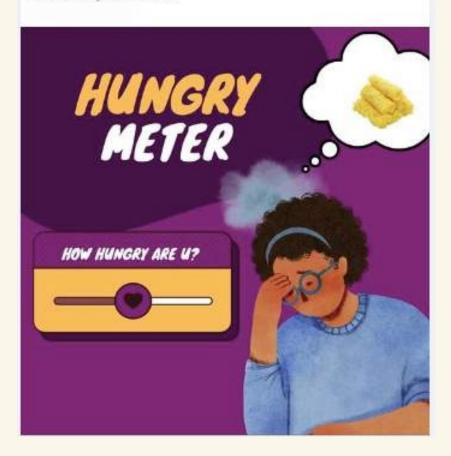
The problem solver to this issue is....*drum rolls* ROTI JALA!!

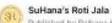
We sell two types of Roti Jala which are:

- th Roti Jala Kari Ayam: RM 4/6pcs
- ⊕ Roti Jala Pandan Serawa Durian: RM 6/6pcs

Free delivery to UiTM Puncak Alam!

Wanna have a try? Do contact us at:





Published by Rahana Haris 0 - 15 June at 10:30 - 0 - 2

LOOKING FOR SOME APPETIZER FOR YOUR BIRTHDAY PARTY?

We are the perfect match to your needs - Roti Jala is the perfect choice and suitable for your party (or any other celebrations!)

Not only it could make the guests happy, it also could brighten up the smile on the birthday. girl/boy 68 With its various flavours and taste, pretty sure they will want it again!

We sell two types of Roti Jala which are:

- ☆ Roti Jala Kari Ayam: RM 4/6pcs
- ☆ Roti Jala Pandan Serawa Durian: RM 6/6pcs

p/s: We accept bulk orders too!

What are you waiting for? Your party is just around the corner, contact us now!





SuHana's Roti Jala

Published by Raihana Haris ● - 16 June at 10:45 - ● - 3

LAST CALL !!

Today is the last day to purchase roti jala with us this week~

Fret not, we will be taking orders again next week on Tuesday!

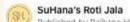
So, for this week... today will be the last day for you to purchase Roti Jala with us!! We will deliver your orders right in front of your doorstep 😅

Come and order with us!!

Whatsapp:







Published by Raihana Haris 0 - 30 May at 17:45 - 0 - 3

CUSTOMERS' FEEDBACKS

Roti jala is indeed a comfort food for all as so many of our customers left us with kind feedbacks and reviews.

We are glad that you enjoy every bites of your roti jala and some said that they'd like to repurchase again in the future 😣 🥴

ROTI JALA KARI AYAM - RM 4

ROTI JALA PANDAN SERAWA DURIAN - RM 6

If you haven't tried and would loveeeee to try our roti jala, kindly find us at





serawa dengan roti jala memang perfect combination! rizal



all my family members loved it. definitely will repurchase sarah



Roti jala lembut, kuah cukup rasa. Confirm akan repeat order nanti ihsan



Serawa durian paling sedap yang saya pernah makan. nurul

SH ROTI JALA

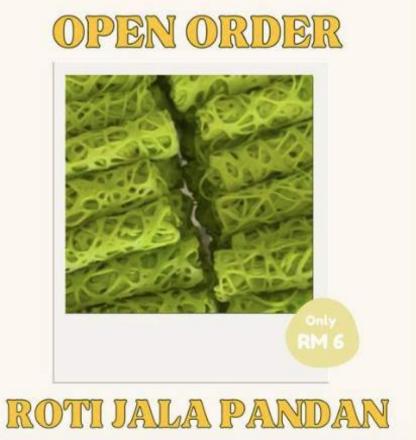
10



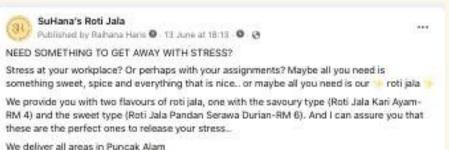
Nak try roti jala pandan tapi tak tahu nak cari kat mana? Ayuh penggemar pandan, it's time for u to shine

Roti jala pandan ni home-based tau! Lagi sedap kalau cicah dengan kuah serawa durian Hanya RM 6 sahaja per 6 pcs

So, apa lagi guys? Order with us now!!













Published by Rafrana Harls ● -14 June at 18:24 - ● - ❷.
RASA NAK MENGUNYAH TAPI MALAS NAK KELUAR?

Petang-petang ni mesti rasa nak mengunyah kan? Tapi nak keluar cari makanan tu leceh betul... Kalau nak senang, order je roti jala dengan kami dan kami akan hantar sampai ke depah pintu rumah

Ada 2 perisa roti jala yang kami sediakan

- Roti Jala Kari Ayam : RM 4

- Roti Jala Pandan Serawa Durian : RM 6

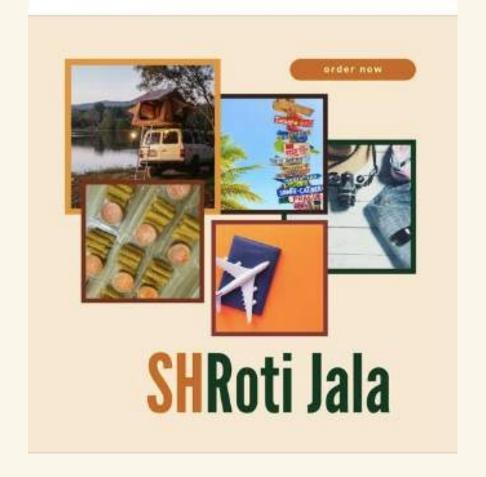
Nak lagi berbaloi? Order dengan kami, delivery charge free tau!

So., apa lagi? Order cepat





















LAST CALL !!

Today is the last day to purchase roti jala with us this week~

Fret not, we will be taking orders again next week on Tuesday!

So, for this week... today will be the last day for you to purchase Roti Jala with us!! We will deliver your orders right in front of your doorstep 😃

Come and order with us!!

Whatsapp:







WEEKEND WEEKEND NI MESTI NAK KUNYAH KUNYAH KAN?

Jangan risau dan jangan khuatir, SH Roti Jala ada untuk satisfy your cravings 👙

Petang-petang ni daripada anda tidak buat apa apa, layan cerita hindustan pulak dekat tv3 haaa lagi lagi time cuti hujung minggu, mestila nak layan cerita sambil makan kan? Baru la seronok 😝 Nahhh, andaa beli je Roti Jala daripada kami untuk menemani anda 😎

Hanya RM 4 untuk Roti Jala Kari Ayam dan RM 6 untuk Roti Jala Pandan Serawa Durian dan semuanya masih ada kerana kami masih 'open order' 🥉

Cepat cepat whatsapp kami untuk membuat pesanan sebelum kami 'close order' 👸





FACEBOOK (FB) POSTS

Copywriting- Soft Sell

Copywriting: Soft Sell





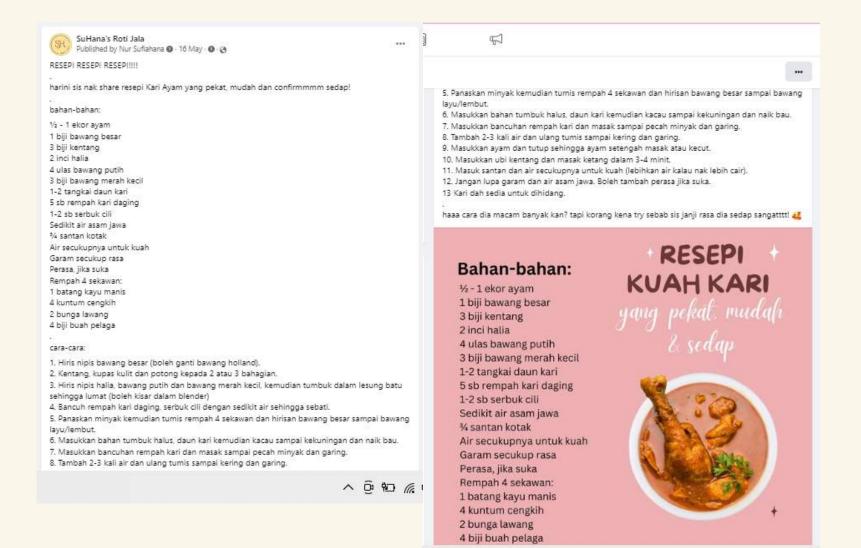
2











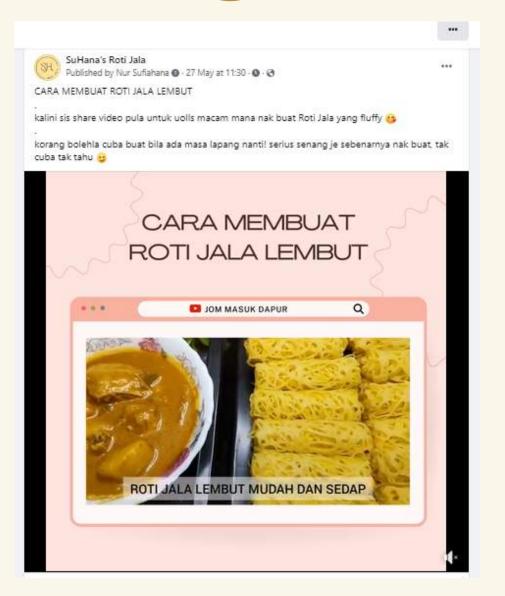




6



7



8



- Roti Jala sesuai dihidang ketika juadah makan petang
- Roti Jala juga sesuai makan sewaktu sarapan
- Roti Jala juga sesuai dihidang sebagai menu ketika waktu majlis seperti majlis harijadi & kenduri kahwin.

Ada apa apa lagi soalan yang menghantui hidup anda? Jangan risau, PM je Facebook page (https://www.facebook.com/SHrotijala) dan kami akan jawab semua soalan anda! 😅 😘



- Makan sebagai juadah waktu petang
- Sesuai dimakan ketika sarapan
- Makanan yang dihidang ketika majlis







10













sun	mon	tue	wed	thu	fri	sat
1	2	3	4	1	2	3
4	5	6	7	B	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

DELIVERY DATES

















SuHana's Roti Jala Published by Nur Sufishana 🗣 - 15 May 👂 🤡

100

WEHHH KORANGGGI tahu tak Roti Jala ni ada sejarah dia?

harini sis nak buat sharing sejarah Roti Jala hasaa tambah ilmu pengetahuan hari ini 😝

Roti Jala seberarnya berasal daripada sungai Johor, Roti Jala terinspirasi daripada Jala nelayan masyarakat di sungai Johor dulu, menarik kan?

Warna Roti Jala yang berwarna kuning itu juga dilihamkan daripada Jala yang di pakai nelayan zaman dulu sib jala nelayan zaman dulu di Johor menggunakan benang berwarna kuning ataupun benang berwarna jingga.

Jala zaman dulu tidak sama dengan zaman sekarang sbb zaman dulu menggunakan benang manakala jala zaman sekarang menggunakan tali tangsi.

Roti Jala juga di beri nama sedemikian kerana cara pembuatan seolah sedang menjala.

itu sahaja sedikit ilmu sharing harini, menarik kan guys? next time mana tahu sis share ilmu lagi tentang roti jala hehe





- Makananan kegemaran di Malaysia yang berasal daripada Johor
- Roti Jala terinspirasi daripada Jala nelayan masyarakat di sungai Johor
- Roti Jala yang berwarna kuning itu diilhamkan daripada Jala yang di pakai nelayan zaman dulu





SALES REPORT

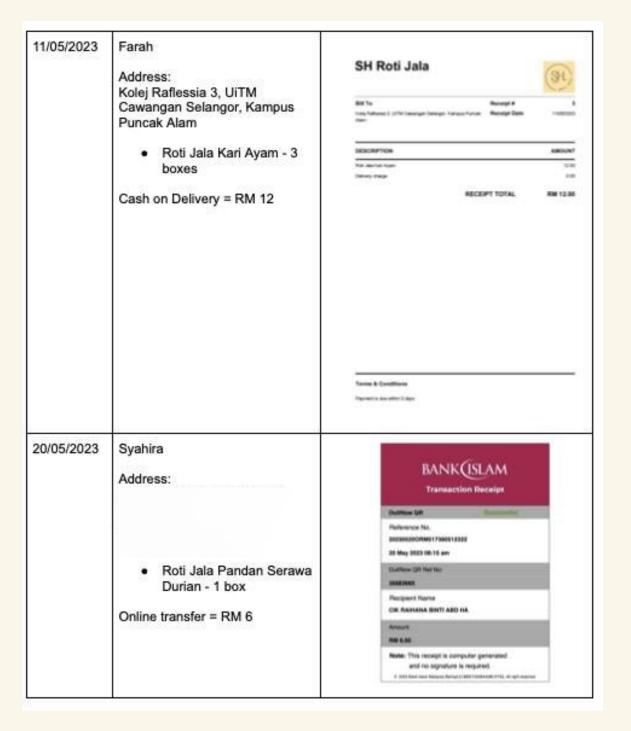
Sales Report





Sales Evidence and Receipts

Date	Customer Information	Evidence
6/05/2023	Alia Address:	BANK (ISLAM Transaction Receipt
	Roti Jala Pandan Serawa Durian - 1 Online transfer = RM 6	DuitNow QR Reference No. 20230506CRM081448053685 06 May 2023 07:55 pm DuitNow QR Ref No: 1586667 Recipient Name CIK RAIHANA BINTI ABD HA Arrount RM 6.00 Note: This receipt is computer generated and no signature is required.
11/05/2023	Maisarah Address: Kolej Raflessia 3, UiTM Cawangan Selangor, Kampus Puncak Alam Roti Jala Pandan Serawa Durian - 2 Roti Jala Kari - 3 Delivery charge - RM 1 Cash on Delivery = RM 25	SH Roti Jala Bill To Receipt # 2 Kide Rafesse 3. UTM Casergen Selarger, Karrous Purcesi Receipt Date 11050203 Alam DESCRIPTION AMOUNT Red Jela Perden Serves Dursen 12:00 Red Jela Perden Serves Dursen 12:00 Delivery drange 1:00 RECEIPT TOTAL RM 25.00
		Terms & Conditions Payment is due within 3 days



21/05/2023	Syasya Address:	That has @ Maybank
	Roti Jala Kari Ayam - 5 boxes Online transfer = RM 15	Contract Con
25/05/2023	Mia Address: Kolej Casuarina 2, Jalan Casuarina 2, UiTM Selangor Cawangan Puncak Alam, 42300 Bandar Puncak Alam, Selangor Roti Jala Kari Ayam - 1 box Online Transfer = RM 8	Dummer CRI Flushmance No. 2022000-000000000000000000000000000000
27/05/2023	Ain Address: Roti Jala Kari Ayam - 1 box	SH Roti Jala Bit To Strice Associate Haspeth Strice Associate Haspeth Strice For Nature Office (Strict Haspeth Street) DESCRIPTION THE STRICE HASPETH STRICE THE STRICE HASPETH STRICE RECEIPT TOTAL RES 4.30

	Address:	SH Roti Jala
		SE To Recolpt 9 8 Associate Suit Appartment Jacon Recolonia Migrossial 1911, Spring Recolpt Dafe 000050017 Filliand Recolonia State Pursual Alleria Salvenger On Colonia State Pursual Alleria Salvenger
	Roti Jala Kari Ayam - 3 boxes Delivery charge = RM 1 Cash on Delivery = RM 13	SESCRETION AMOUNT Facilities Parkings 1008 RECEIPT TOTAL SM 13.00
30/05/2023	Hannani Address: • Roti Jala Kari Ayam - 1 box Online Transfer = RM 4	These Notes the receipt to the control of the contr
02/06/2023	Idris Address: Roti Jala Pandan Serawa Durian - 2 boxes Roti Jala Kari Ayam - 1 box Cash on Delivery = RM 16	SH Roti Jala BETA Receipt # E A-0-0-0 (serpe spectrum, juliar 2014 4000 1 spectrum, juliar 2014 1 spectrum, ju

Go-eCommerce

Go-eCommerce

Business Name	Date	Туре	Marketplace(if any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descripti ons	Created At
SH ROTI JALA	06/05/20 23	online	Social Media		6					20/06/20 23
SH ROTI JALA	08/06/20 23	expens es				Travel	Gas/Petrol	10		20/06/20 23
SH ROTI JALA	06/06/20 23	expens es				Goods	Raw material	15		20/06/20 23
SH ROTI JALA	06/05/20 23	online	Social Media		6					20/06/20 23
SH ROTI JALA	11/05/20 23	offline			25					20/06/20 23
SH ROTI JALA	11/06/20 23	offline			12					20/06/20 23
SH ROTI JALA	20/05/20 23	online	Social Media		6					20/06/20
SH ROTI JALA	21/05/20 23	online	Social Media		15					20/06/20
SH ROTI JALA	25/05/20 23	online	Social Media		8					20/06/20 23
SH ROTI JALA	27/05/20 23	offline			4					20/06/20
SH ROTI JALA	29/05/20 23	offline			13					20/06/20 23
SH ROTI JALA	30/05/20 23	online	Social Media		4					20/06/20
SH ROTI JALA	02/06/20 23	offline			16					20/06/20 23

CONCLUSION

SH Roti Jala or SuHana's Roti Jala is a small business that sells two types of hot-selling Roti Jala through online platforms through Facebook page. A company's ability to connect and communicate with its target market audience on a worldwide scale can be facilitated by having an online presence.

Throughout our commercial activities, we have learned a lot of things. We gained knowledge on how to effectively communicate with clients. It can help you strengthen relationships with customers, boost engagement, and boost productivity.

We are thrilled to develop business management skills. Creating our own businesses is also the best way for us to practise and gain the professional skills we want to be able to demonstrate when applying for graduate careers.

RUBRIC SOCIAL MEDIA PORTFOLIO (40%)

COURSE NAME : PRINCIPLES OF ENTREPRENEURSHIP

COURSE CODE : ENT530

STUDENT'S NAME : RAIHANA BINTI ABD HARIS (2022782785)

NUR SUFIAHANA BINTI AULADI (2021468082)

LECTURER'S NAME : PUAN NUR SHAHRULLIZA MUHAMMAD

PROGRAM : ENT530

GROUP : ENT530-S

Criteria	Marks Allocated	Poor	Moderate	Satisfactory	Good	Excellent	Weighted Marks Obtained (%)
		0 mark	2 marks	3 marks	4 marks	5 marks	
Preliminary materials	5 marks	Provide poor preliminary materials Cover page (1 mark) Acknowledgement (1 mark) Executive summary (2 marks) Table of contents (1 mark)	Provide moderate preliminary materials • Cover page (1 mark) • Acknowledgement (1 mark) • Executive summary (2 marks) • Table of contents (1 mark)	Provide satisfactory preliminary materials • Cover page (1 mark) • Acknowledgement (1 mark) • Executive summary (2 marks) • Table of contents (1 mark)	Provide good preliminary materials Cover page (1 mark) Acknowledgement (1 mark) Executive summary (2 marks) Table of contents (1 mark)	Provide excellent preliminary materials • Cover page (1 mark) • Acknowledgement (1 mark) • Executive summary (2 marks) • Table of contents (1 mark)	

Criteria	Marks Allocated	Poor	Moderate	Satisfactory	Good	Excellent	Weighted Marks Obtained (%)
		0 mark				5 marks	
Go-ecommerce registration	5 marks	Do not do registration				Do registration	
		0 mark				5 marks	
MyENT registration	5 marks	Do not do registration				Do registration	
		0 mark		2 marks		5 marks	
SSM registration/Busin ess registration	5 marks	Do not do registration		Registration in progress	:	Do registration	
		1 mark	2 marks	3 marks	4 marks	5 marks	
Introduction of business	5 marks					Provide excellent introduction of business	

Criteria	Marks Allocated	Poor	Moderate	Satisfactory	Good	Excellent	Weighted Marks Obtained (%)
		0 mark	1-5 marks	6-10 marks	11-15 marks	16-20 marks	
Copywriting – Hard Sell**	20 marks	Unable to do any post (print screen)	Able to do 4 – 5 posts using the correct hard sell technique – AIDCA (print screen)	Able to do 6 – 10 posts using the correct hard sell technique – AIDCA (print screen)	Able to do 11 – 15 posts using the correct hard sell technique – AIDCA (print screen)	Able to do 16 posts and above using the correct hard sell technique – AIDCA (print screen)	
		0 mark	1-5 marks	6-10 marks	11-15 marks	16-20 marks	
Copywriting – Soft Sell**	20 marks	Unable to do any post (print screen)	Able to do 4-5 posts using the correct soft sell technique – Title – Introduction of story – Storytelling – CTA (print screen)	Able to do 6-10 posts using the correct soft sell technique – Title – Introduction of story – Storytelling – CTA (print screen)	Able to do 11-15 posts using the correct soft sell technique – Title – Introduction of story – Storytelling – CTA (print screen)	Able to do 16 posts and above using the correct soft sell technique – Title – Introduction of story – Storytelling – CTA (print screen)	
		0 mark	1-2 mark	3-4 marks	5-6 marks	7 marks	
Sales Reporting	7 marks	Unable to provide any sales report and evidence (print screen – go-ecommerce Portal portal	Able to provide sales report and evidence with minimal sales of RM20 as well as complete customer information (customer's name, address, payment method and delivery method – tracking no) (print screen – go-ecommerce Portal)	Able to provide sales report and evidence with total sales of RM40 as well as complete customer information (customer's name, address, payment method and delivery method – tracking no) (print screen (print screen – go-ecommerce Portal)	Able to provide sales report and evidence with total sales of RM60 as well as complete customer information (customer's name, address, payment method and delivery method – tracking no) ((print screen – goecommerce Portal)	Able to provide sales report and evidence with total sales of RM61 and above as well as complete customer information (customer's name, address, payment method and delivery method – tracking no) (print screen – go-ecommerce Portal	
		1 mark	2 marks	3 marks	4 marks	5 marks	
Conclusion	5 marks	Unclear conclusion on social media portfolio	Moderate conclusion on social media portfolio	Satisfactory conclusion on social media portfolio	Good conclusion on social media portfolio	Excellent conclusion on social media portfolio	
Timely	10 marks	0				10	
Submission		Not submitted by due date				Submitted by due date	
TOTAL	100						/100

^{**}For hard sell and soft sell copywriting: No marks will be given for any post that does not follow the right structure of copywriting.

		Provide poor introduction of business Name and address of business Organizational chart Mission / vision Descriptions of products / services Price list	Provide moderate introduction of business Name and address of business Organizational chart Mission / vision Descriptions of products / services Price list	Provide satisfactory introduction of business Name and address of business Organizational chart Mission / vision Descriptions of products / services Price list	Provide good introduction of business Name and address of business Organizational chart Mission / vision Descriptions of products / services Price list	 Name and address of business Organizational chart Mission / vision Descriptions of products / services Price list 	
		0 mark				2 marks	
Create FB page	2 marks	Unable to create FB page (print screen)				Able to create FB page with interesting layout and format as well as complete business information (print screen)	
		0 mark				3 marks	
Custom URL FB	3 marks						
Page		Unable to custom URL				Able to changed FB URLs to Custom URLs Eg: www.facebook.com/rochin-kitchen (print screen)	
Page		Unable to custom URL 0 mark	1 mark	2 marks	3 marks	Eg: www.facebook.com/rochin-kitchen (print	
Page Number of likers/followers	4 marks		1 mark Able to acquire 1 – 30 likes/followers (print screen)	2 marks Able to acquire 31 – 60 likes/followers (print screen)	3 marks Able to acquire 61 – 90 likes/followers (print screen)	Eg: <u>www.facebook.com/rochin-kitchen</u> (print screen)	
Number of likers/followers		0 mark Unable to acquire any like/followers (print screen)	Able to acquire 1 – 30 likes/followers (print screen)	Able to acquire 31 – 60 likes/followers (print screen)	Able to acquire 61 – 90 likes/followers (print screen)	Eg: www.facebook.com/rochin-kitchen (print screen) 4 marks Able to acquire 91 likes/followers.	
Number of	4 marks 4 marks	0 mark Unable to acquire any like/followers (print	Able to acquire 1 – 30 likes/followers (print	Able to acquire 31 – 60 likes/followers (print	Able to acquire 61 – 90 likes/followers (print	Eg: www.facebook.com/rochin-kitchen (print screen) 4 marks	