



UBSS1032 SECTION- 05

INTRODUCTION TO ENTREPRENEURSHIP

WE CRAVING CHOCO ENTERPRISE

GROUP MEMBERS			
NO.	NAME	IC NO.	MATRIC NO.
1	MAH RI WEI	980209-06-5742	A19BS0063
2	IFFAN RYHANA BINTI HASNAN @ YUS	980513-03-5134	B19BS0008
3	AMEERA NABIHA BINTI ABDUL HAKIM AMIR	980626-10-5776	B19BS0002
4	WAN NAZIHAN BINTI SILAH	980108-01-6386	B19BS0018

LECTURER'S NAME: DR. FARRAH MERLINDA BINTI MUHARAM

1.0 - INTRODUCTION



Figure 1: Choco Crispy Jar



Figure 2: Crispy Choco Crunchy

1.1 - Name of the Business

The name of the company is named 'We Craving Choco Enterprise'.

“Choco” is the short form of chocolate. We use this word because we want to show the products we sell are chocolate as its main content. The purpose of choosing this name because we hope that happiness can be shared by having chocolate products together. Due to the nutrition inside the chocolate, chocolate can be acted as “Happy Booster” for everyone.

1.2 - Nature of Business

We sell desserts as our products. There are 2 types of products that we sell.

First product is the Choco Crispy Jar. It contains toppings, rice bubbles and melting chocolate. For toppings, there are 4 types like Kinder Bueno, Kit Kat, Oreo and Milo Nuggets. Meanwhile, there are 4 flavours include white chocolate, butterscotch, milk chocolate, and strawberry. The price for this Choco Crispy Jar is RM10 per jar.

Second product is the Crispy Choco Crunchy. It contains cereal, rice bubbles and melting chocolate. There are 5 types for Crispy Choco Crunchy that we sell. It include bubble

rice mix cococrunch, milo ball chocolate, cookies mix bubble rice, cococrunch chocolate and honeystar white chocolate. The price for this Crispy Choco Crunchy is RM8 per jar.

We act as agent for these products. We will take orders from customers first and then products will be delivered to the customer after obtaining the stocks from the supplier.

1.3 - Members of Business

We Craving Choco Enterprise run as a sole-proprietorship business, which is led by the owner who is named Mah Ri Wei. There are total 4 people who are involved in the business of We Craving Choco Enterprise who are Mah Ri Wei, Iffan Ryhana, Ameera Nabiha and Wan Nazihah. Apart from the owner, the remaining 3 people, they assist the owner to achieve the goal of the company.

1.4 - Location of the business

The company do not have physical outlet yet. We sell our products with people who live nearby with us and also online. Mainly, we focus at University Technology Malaysia (UTM). It is a strategic place for us to start a new business like this because there are a lot of students and staff who loves this kind of product. However, we need to compete with the competitors who sell the similar type of products in UTM. For the delivery service, we can deliver products to customers especially in UTM and it is free of charges. Other places we will negotiate with our customers, there is possible to include the delivery fee.

1.5 - Business commencement

The company is registered with Companies Commission of Malaysia which is Suruhanjaya Syarikat Malaysia (SSM) on 7 November 2019. The company's registration number is 201903308515 (003041089-P).

The image shows a formal registration document from the Suruhanjaya Syarikat Malaysia (SSM). At the top center is the SSM logo with the text 'SURUHANJAYA SYARIKAT MALAYSIA' and 'COMPANIES COMMISSION OF MALAYSIA'. Below the logo is the form title 'BORANG D (KAEDAH 13)'. To the right of the title is a QR code. The main heading is 'PERAKUAN PENDAFTARAN' followed by 'AKTA PENDAFTARAN PERNIAGAAN 1956'. The text states: 'Dengan ini diperakui bahawa perniagaan yang dijalankan dengan nama' followed by 'WE CRAVING CHOCO ENTERPRISE' and 'NO. PENDAFTARAN: 201903308515 (003041089-P)'. It then states: 'telah didaftarkan dari hari ini sehingga 6 NOVEMBER 2020 di bawah Akta Pendaftaran Perniagaan 1956, beralamat di NO.458A, JALAN HAI SAN , 34900 PANTAI REMIS, PERAK'. Below this is 'Bil. Cawangan: TIADA'. At the bottom, it says 'Bertarikh di SISTEM EZBIZ pada 7 NOVEMBER 2019.' and is signed by 'DR. AZMAN BIN HUSSIN', 'Pendaftar Perniagaan', 'Semenanjung Malaysia'. A small footer at the bottom left reads 'UserID: EZBIZ Date: Thu Nov 07 08:53:41 MYT 2019'.

Figure 3: Form D

1.6 - Future prospects of the business

Our expectations for the company in the future is the products that we sell are well known and also can increase customer satisfaction.

2.0 – DIGITAL MARKETING

The way of digital marketing that have been used by We Craving Choco Enterprise is social media and search engines. We use Facebook to promote and generate publicity on our business.

Business analytics tools are types of application software that retrieve data from one or more business systems and combine it in a repository, such as a data warehouse, to be reviewed and analyzed. Facebook has its own analytics toolkit which is Facebook Insights to help us to track our business. We do not have any planning regarding how many target that we want to achieve.

We do not create post and update regularly. There is possible no any posting per week. We will create post when free time only. We do not pay any fee to boost our business. Due to we need to get to know about the real supporters and potential customers. We also still a new business, it is not a suitable timing spend too much at marketing cost to promote our business.

Post engagement increases after we posting the recoded live videos on Facebook. Customers like and comment on our post, it shows their support. Mostly, Mah is responsible to manage and create posts the Facebook page. The full team will involve in Facebook marketing when we want to record live video to promote our products together.

20 October is the day of creating our business Facebook page. Here is our Facebook page link, <https://www.facebook.com/cravingchoco>. We Craving Choco Enterprise Facebook page collects 112 likes and 113 follows until 13 December 2019.

Marketing our products online, it seems like not that effective because of not that much engagement from our followers. Due to we do not keep updating our posts or maybe the audiences do not have interest on our products. Not all people loves sweet things, it means that not that many customers will have interest on our products.

October's Insight

Total post: 7

Highest reach per post: 69

Highest engagement rate per post: 14%

Highest engagement per post: 6 post clicks

: 7 reactions, comments and shares

Posting

Published	Post	Type	Targeting	Reach	Engagement	
					Post Clicks	Reaction, Comments & Shares
10/27/2019 1:13 PM	<p>WANT TO HAVE CRISPY CHOCOCRUNCHY? 😊</p> <p>This is Honey Star one ya 🍯</p> <p>Honey Star + White Chocolate + Cereal Ball You have to try it! ! ! If you try, you will know how amazing this combination is 🍯 the prefect match ever... 1 for RM 8 only Want Order? Call them 0143334321 - Ryhana 0197510801 -Nazihah 0196955776 - Mera if there is no available stock for you, Don't Worry.... You can pre-order first ya Yummy</p>	Photo	Public	44	3	2

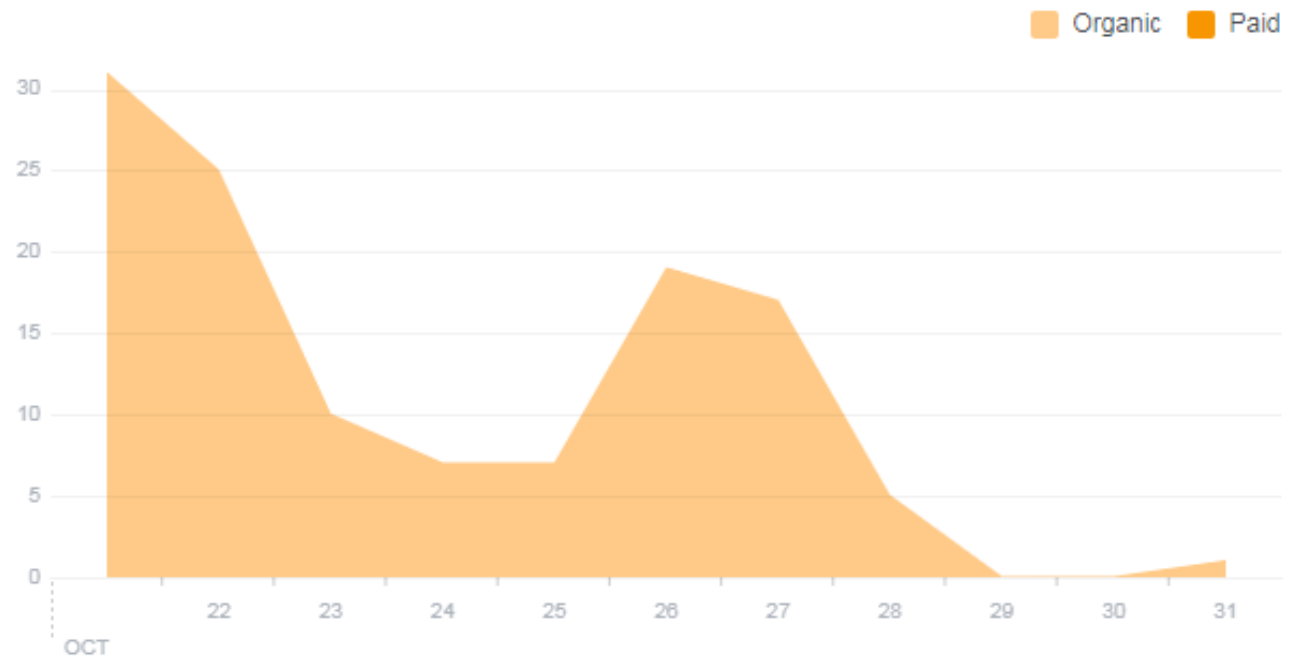
	<p>Desserts ,you deserve to WAIT! ! ! ! Support We Craving Choco Make your life better😊 #UTM #SKUDAI #CHOCOCRSIPYJAR</p>					
10/22/2019 5:35 PM	<p>It is time to ANNOUNCE all flavours of CHOCO CRISPY JAR❤️😍 1 JAR (250g) ...Just Need RM 10 only ya... Flavours Available - Chocolate -White Chocolate - Strawberry -Butterscotch Topping Available - Oreo - Kinder Bueno - Milo Nugget - Kitkat 😍WOA....TOO MANY CHOICES LAH WANT TO TRY ALL? ? ? NO PROBLEM😊😊 DO NOT HESITATE TO CONTACT ME & GET YOUR OWN CHOCO CRISPY JARs....♥ PRE ORDERS ARE ACCEPTED...! ! ! +60146758292 - Ri Wei #UTM #SKUDAI #CHOCOCRSIPYJAR</p>	Photo	Public	53	1	3
10/21/2019 10:46 AM	<p>STAY TUNED😍😍 Are You Excited for incoming flavours and options? 😊</p>	Photo	Public	69	0	7

	<p>SAY YES 😊 PLEASE LIKE, FOLLOW & SHARE OUR FB PAGES 🍷 Have Questions? Want to Buy? Just Contact us thru messenger or whatsapp also can 🍷 +60146758292 - Ri Wei (whatsapp) #UTM #SKUDAI #CHOCOCRSIPYJAR</p>					
<p>10/21/2019 10:37 AM</p>	<p>Crispy Chococrunchy 🍷 ...1 For RM 8... Try IT♥ You will in love in chocolate 😊 There are many types for you to choose ya The photo shown below, just one type only ya Do you want to have a look at other types of crispy chococrunchy 🍷? KEEP CHECKING OUR PAGES ya 😊 LOOKS YUMMY? Yes, definitely 😊😊 PickUp your phone! ! CONTACT US -0143334321 Ryhana (Whatsapp) -0197510801 Nazihah (Whatsapp) - 0196955776 Mera (Whatsapp) #UTM #SKUDAI #CHOCOCRSIPYJAR</p>	Photo	Public	63	6	7
<p>10/21/2019 10:28 AM</p>	<p>CHOCO CRISPY JAR JUST NEED RM 10 ONLY.... It is very worthy 🍷 You will</p>	Photo	Public	59	2	6

	<p>statisfy, when you can taste CHOCOLATE❤️ Limited Stocks! ! -Chocolate - Cereal rice -Topping (kinder bueno & oreo) Interested ? Do not hesitate to CONTACT WE CRAVING CHOCO 0146758292 - Ri Wei (Whatsapp) #UTM #SKUDAI #CHOCOCRSIPYJAR</p>					
10/21/2019 10:17 AM	<p>Grand Opening for We Craving Choco Enterprise 🍷 Choco fans must follow our pages ... More and more surprises will come out 😊 How to cheer up your Life? My answer is CravingChoco ☺ Enjoy Choco,Taste Sweet, Be Happy, Better Life 😁</p>	Photo	Public	48	0	5
10/21/2019 9:26 AM	We Craving Choco Enterprise	Photo	Public	0	0	6

Post Reach

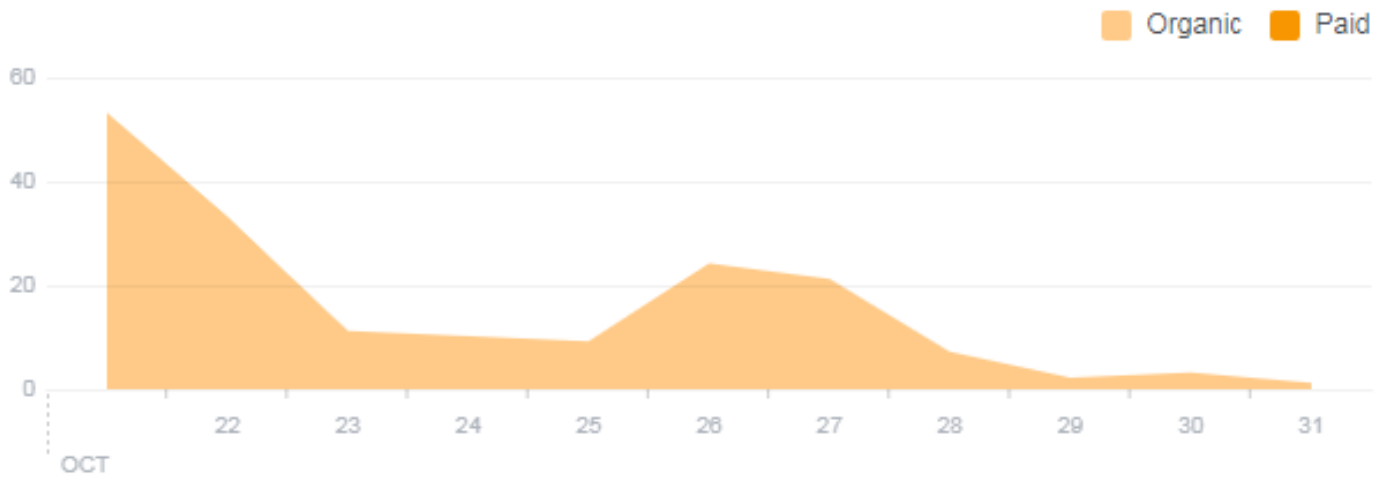
Post reach is to record the number of people who saw any of We Craving Choco Enterprise's **posts** at least once. It recorded a total of 122 people in October.



Date	Total Post Reach
21/10/2019	31
22/10/2019	25
23/10/2019	10
24/10/2019	7
25/10/2019	7
26/10/2019	19
27/10/2019	17
28/10/2019	5
29/10/2019	0
30/10/2019	0
31/10/2019	1
TOTAL	122

Total Reach

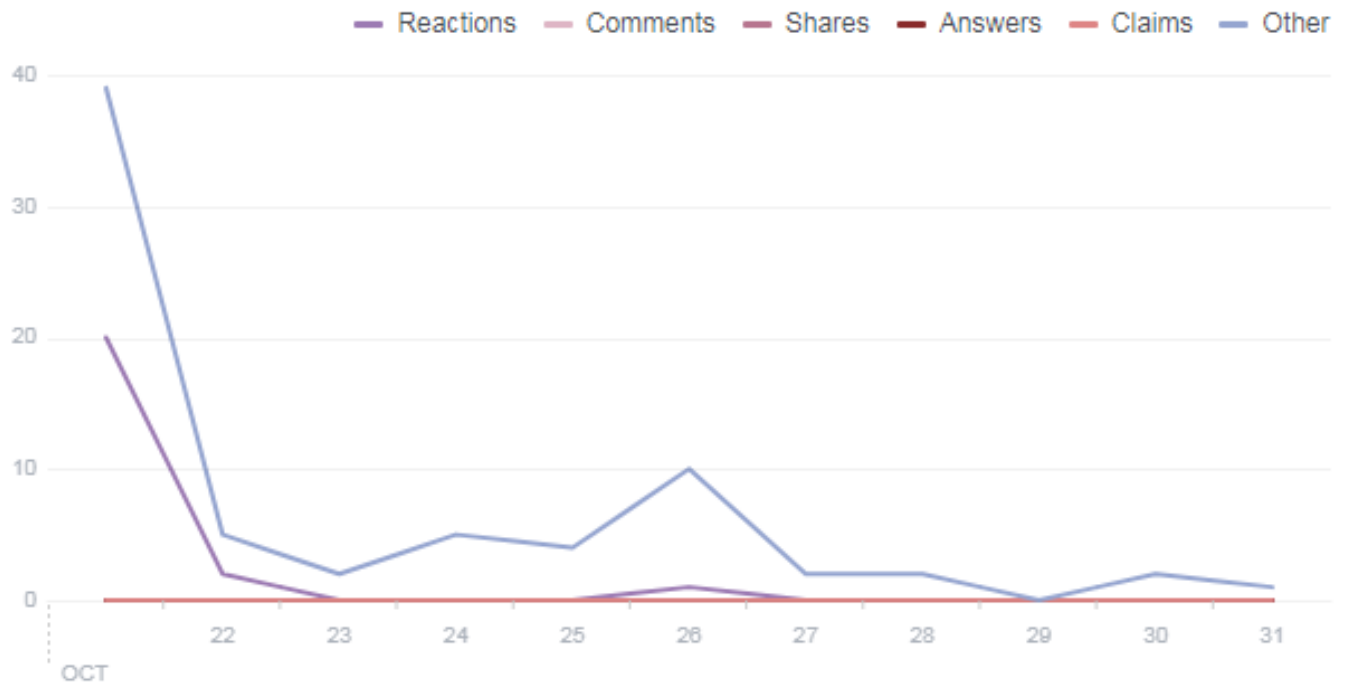
The number of people who saw any **content** from We Craving Choco Enterprise Facebook page or about the page. It recorded 174 total reach from 21 October until 31 October 2019.



Date	Total Reach
21/10/2019	53
22/10/2019	33
23/10/2019	11
24/10/2019	10
25/10/2019	9
26/10/2019	24
27/10/2019	21
28/10/2019	7
29/10/2019	2
30/10/2019	3
31/10/2019	1
TOTAL	174

Reactions, Comments, Shares and More

It recorded 23 total reactions and 72 for other in October.



Date	Total Reactions (Likes, Love and Others)	Total Other
21/10/2019	20	39
22/10/2019	2	5
23/10/2019	0	2
24/10/2019	0	5
25/10/2019	0	4
26/10/2019	1	10
27/10/2019	0	2
28/10/2019	0	2
29/10/2019	0	0
30/10/2019	0	2
31/10/2019	0	1
TOTAL	23	72

Total Views

The total views recorded 57 views from 21 October until 31 October 2019.



Date	Total Views
22/10/2019	12
23/10/2019	8
24/10/2019	7
25/10/2019	10
26/10/2019	8
27/10/2019	2
28/10/2019	6
29/10/2019	1
30/10/2019	3
31/10/2019	0
TOTAL	57

Total People Who Viewed



Date	Total People Who Viewed
22/10/2019	10
23/10/2019	3
24/10/2019	7
25/10/2019	7
26/10/2019	7
27/10/2019	1
28/10/2019	2
29/10/2019	0
30/10/2019	1
31/10/2019	0
TOTAL	38

Total Page Likes & Followers

The total page likes and followers recorded 103 likes and followers. It is recorded from 22 October until 31 October 2019.



Date	Total Page Likes & Followers
22/10/2019	76
23/10/2019	78
24/10/2019	83
25/10/2019	87
26/10/2019	96
27/10/2019	98
28/10/2019	100
29/10/2019	100
30/10/2019	102
31/10/2019	103

November's Insights

Total post: 6

Highest reach per post: 63







Highest engagement rate per post: 17%

Highest engagement per post: 3 post clicks

: 9 reactions, comments and shares

Published	Post	Type	Targeting	Reach	Engagement	
					Post Clicks	Reaction, Comments & Shares
11/28/2019 11:50 PM	<p>These 3 flavours are available now! ! ! 🍷 THE REAL CHOCO CRISPY JAR DAMN CRUNCHY..... CRISPY AND YUMMMY... ↓↓PLACE ORDER BELOW↓↓ ➡➡➡➡RI WEI👈👈👈👈 https://api.whatsapp.com/send?phone=%20followed60146758292 FREE DELIVERY FOR students KP,K9&K10! ! ! #UTM #SKUDAI #CHOCOCRSPYJAR #CHOCOCRUNCHY</p>	Photo	Public	50	0	4
11/24/2019 10:48 AM	<p>WOA WOA WOA SO MANY TYPES OF CHCOCRUNCHY THAT U CAN CHOOSE TOO! ! ! ! FEEL STRESS? FEEL LIKE</p>	Photo	Public	34	1	3

	<p>WANT TO HAVE SOME?</p> <p>HERE YOU ARE! ! ! IT</p> <p>IS TIME FOR YOU HAVE</p> <p>SOME CHOCO👩👩👩👩</p> <p>↓↓PLACE ORDER</p> <p>BELOW↓↓ ➡➡➡➡RI</p> <p>WEI☐☐☐☐</p> <p>https://api.whatsapp.com/send</p> <p>8292 FREE DELIVERY FOR</p> <p>students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCOCRUNCHY</p>					
11/24/2019 10:40 AM	<p>White Chocolate</p> <p>CHOCOCRISPY</p> <p>CRUNCHY! ! ! DAMN</p> <p>DELICIOUS😋GUYS ITS</p> <p>CRUNCHY UNTIL YOU</p> <p>CANNOT BELIEVE IT... I</p> <p>suggest ,oreo topping one full</p> <p>of oreo at the top middle</p> <p>one ,is rice bubble area bottom</p> <p>layer is full of white</p> <p>CHOCOLATE😋 1 JAR -</p> <p>RM 10 FREE DELIVERY</p> <p>FOR students</p> <p>KP,K9&K10! ! ! WANT</p> <p>TO HAVE SOME? JUST</p> <p>CONTACT US↓↓➡RI WEI</p> <p>☐↓↓</p>	Photo	Public	49	3	3

	#UTM #SKUDAI #CHOCOCRSIPYJAR					
11/21/2019 1:59 PM	 What a good feedback ya from our customers   They said the choco crispy is yummy...and really crunchy Price also affordable  Seriously? YES,WE ARE SERIOUS Come Grab Choco Products from us! !  how to order? ↓↓↓↓↓ here you are ↓↓↓↓↓ https://api.whatsapp.com/send?phone=%20followed60146758292 RI WEI CAN deliver for K9K10 students and friends ya! ! COME COME,JUST PLACE YOUR ORDER NOW! ! #UTM #SKUDAI #CHOCOCRSIPYJAR	Photo	Public	34	0	2
11/21/2019 1:42 PM	Even though, foreigner also support malaysia's product! ! How about you? He support ,it means that this product is really delicious  In Chocolate world,no need to differentiate nationality / race We enjoy the choco	Photo	Public	63	3	9

	<p>together😞 Come come still got some available stocks(white chocolate & chocolate)....NOW! ! You do not try,you would not know how yummy is this? ! u wonder why? cos I am that person,who try and I love it😊</p> <p>reach us... Ri Wei 😊</p> <p>#UTM #SKUDAI #CHOCOCRSIPYJAR</p>					
11/19/2019 11:39 PM	<p>HI,All Long time no see ☺ Do you realize that our page name change already? YA... ➡WE CRAVING CHOCO ENTERPRISE👈 cos we hope that we can crave the choco together😍 Recently Stress about Assignments? No worry Do your assignments while having the choco😍</p> <p>Bubblerice MIX Cococrunch need RM 8 only per 1😍 Taste Sweet..It is really crunchy like what IT NAMED!</p> <p>CHOCOLATE + Cococrunch + Bubblerice Nothing can be more chrunchy like this</p>	Photo	Public	51	2	2

	<p>already! ! ! Wanna Place</p> <p>Order? Contact us *</p> <p>https://api.whatsapp.com/send?phone=%20followed+60146758292 *</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p>					
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Total Page Likes & Followers

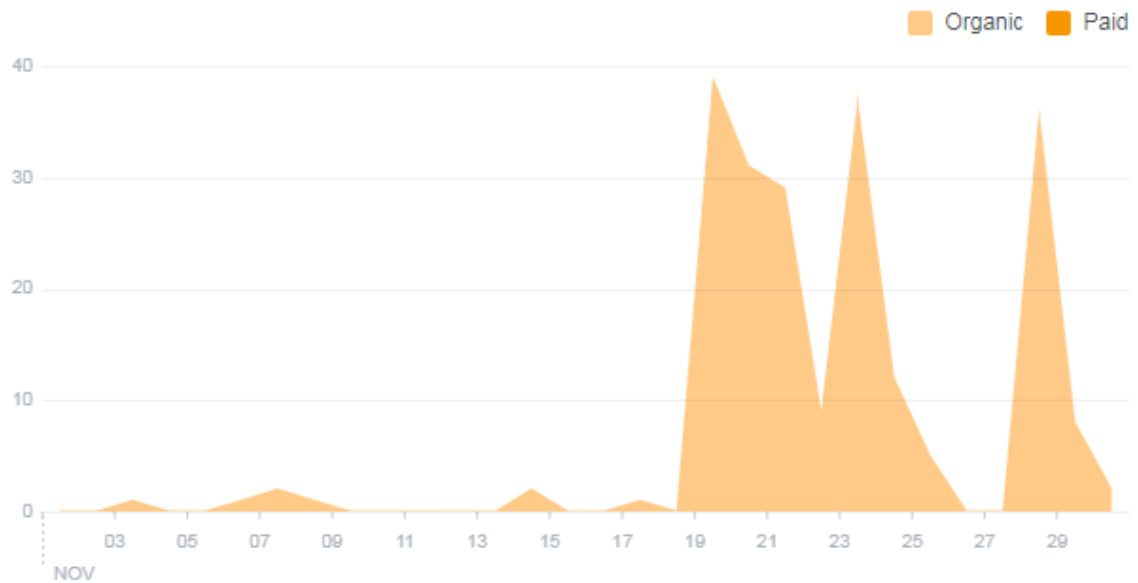
The total page likes and followers are similar in November. It recorded a total of 111 likes and followers.



Date	Total Pages Followers & Likes
1/11/2019	104
2/11/2019	104
3/11/2019	104
4/11/2019	104
5/11/2019	104
6/11/2019	106
7/11/2019	105
8/11/2019	105
9/11/2019	105
10/11/2019	106
11/11/2019	106
12/11/2019	107
13/11/2019	107
14/11/2019	108
15/11/2019	108
16/11/2019	110
17/11/2019	111
18/11/2019	111
19/11/2019	112
20/11/2019	112
21/11/2019	112
22/11/2019	112
23/11/2019	112
24/11/2019	112
25/11/2019	111
26/11/2019	111
27/11/2019	111
28/11/2019	111
29/11/2019	111
30/11/2019	111

Total Post Reach

In November, the total post reach recorded 218.

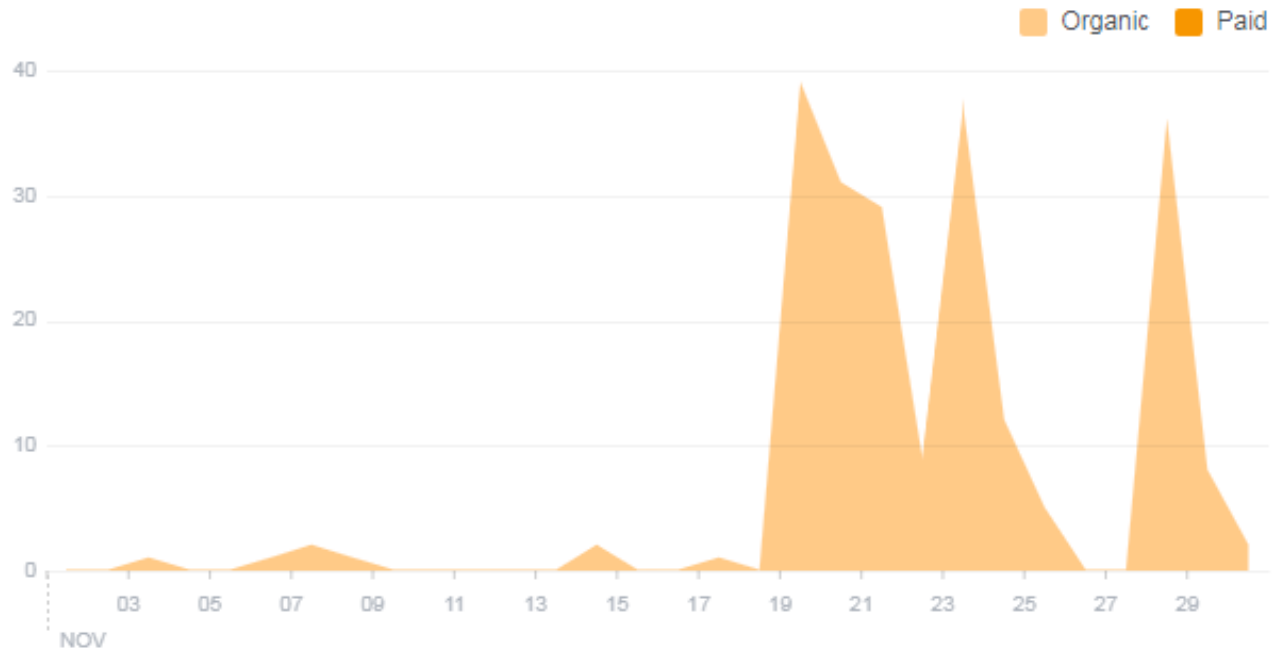


Date	Total Post Reach
1/11/2019	0
2/11/2019	0
3/11/2019	3
4/11/2019	0
5/11/2019	0
6/11/2019	1
7/11/2019	2
8/11/2019	1
9/11/2019	0
10/11/2019	0
11/11/2019	0
12/11/2019	0
13/11/2019	0
14/11/2019	2
15/11/2019	0

16/11/2019	0
17/11/2019	1
18/11/2019	0
19/11/2019	39
20/11/2019	31
21/11/2019	29
22/11/2019	9
23/11/2019	37
24/11/2019	12
25/11/2019	5
26/11/2019	0
27/11/2019	0
28/11/2019	36
29/11/2019	8
30/11/2019	2
TOTAL	218

Total Reach

In November, total reach accumulated 237.



Date	Total Reach
1/11/2019	1
2/11/2019	1
3/11/2019	2
4/11/2019	1
5/11/2019	0
6/11/2019	2
7/11/2019	2
8/11/2019	2
9/11/2019	0
10/11/2019	0
11/11/2019	1
12/11/2019	0
13/11/2019	1
14/11/2019	3
15/11/2019	0

16/11/2019	1
17/11/2019	2
18/11/2019	2
19/11/2019	39
20/11/2019	31
21/11/2019	30
22/11/2019	9
23/11/2019	37
24/11/2019	14
25/11/2019	7
26/11/2019	0
27/11/2019	2
28/11/2019	36
29/11/2019	9
30/11/2019	2
TOTAL	237

Total Views

In November, it recorded 22 views.



Date	Total Views
1/11/2019	0
2/11/2019	0
3/11/2019	1
4/11/2019	0
5/11/2019	0
6/11/2019	2
7/11/2019	1
8/11/2019	1
9/11/2019	0
10/11/2019	1
11/11/2019	0
12/11/2019	0
13/11/2019	0
14/11/2019	0
15/11/2019	0
16/11/2019	3

17/11/2019	1
18/11/2019	2
19/11/2019	1
20/11/2019	1
21/11/2019	2
22/11/2019	1
23/11/2019	0
24/11/2019	1
25/11/2019	1
26/11/2019	0
27/11/2019	1
28/11/2019	1
29/11/2019	1
30/11/2019	0
TOTAL	22

Total People Who Viewed

In November, total people who viewed recorded 15 people only for the whole month.



Date	Total People Who Viewed
1/11/2019	0
2/11/2019	0
3/11/2019	1
4/11/2019	0
5/11/2019	0
6/11/2019	1
7/11/2019	1
8/11/2019	1
9/11/2019	0
10/11/2019	0
11/11/2019	0
12/11/2019	0
13/11/2019	0
14/11/2019	1
15/11/2019	0
16/11/2019	0
17/11/2019	0
18/11/2019	1
19/11/2019	2
20/11/2019	1
21/11/2019	1
22/11/2019	1
23/11/2019	0
24/11/2019	1
25/11/2019	1
26/11/2019	0
27/11/2019	1
28/11/2019	1
29/11/2019	0
30/11/2019	0
TOTAL	15

December's Insights

Total post: 7

Highest reach per post: 134

Highest engagement rate per post: 24%

Highest engagement per post: 33 post clicks

: 21 reactions, comments and shares

Published	Post	Type	Targeting	Reach	Engagement	
					Post Clicks	Reaction, Comments & Shares
12/12/2019 11:25 PM	Come come..... Let's have Choco Crispy Jar together.....^^	Video	Public	28	4	1
12/12/2019 7:40 PM	APA YANG ISTIMEWA? iaitu PRODUCT KITA 🤩 VERY RICH CHOCOLATE,VERY CRUNCHY CEREAL, VERY MATCH 😊 Let's enjoy this video ☺ You will be attractive to keep watching and want to have a try 😊 ↓↓PLACE ORDER BELOW↓↓ ➡➡➡➡ RI WEI👈👈👈👈 https://api.whatsapp.com/send?phone=%20followed6014675829 2 FREE DELIVERY FOR students KP,K9&K10! ! ! #UTM #SKUDAI #CHOCOCRSIPYJAR #CHOCOCRUNCHY	Video	Public	23	2	1
12/10/2019 11:58 PM	Do you have your chococrispy jar today? 😊😊 This is mine! WHAT ABOUT You? ↓↓PLACE ORDER BELOW↓↓ ➡➡➡➡RI WEI👈👈👈👈 https://api.whatsapp.com/send?p	Photo	Public	28	1	1

	<p>hone=%20followed6014675829</p> <p>2 FREE DELIVERY FOR</p> <p>students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCO CRUNCHY</p>					
<p>12/10/2019</p> <p>12:24 AM</p>	<p>Second live video from US 🇺🇸 I</p> <p>am sure that you will be</p> <p>interested on our products 🍪 we</p> <p>can customize yours based on</p> <p>request got 4 flavours,4 topping</p> <p>types, CHOCOCRISPY JAR</p> <p>♥️    THE REAL</p> <p>CRUCHY CHOCO CRISPY</p> <p>JAR 🌟🌟🌟 IS AVAILABLE</p> <p>NOW! ! ! ↓↓PLACE</p> <p>ORDER BELOW↓↓ ➡➡➡➡</p> <p>RI WEI    </p> <p>https://api.whatsapp.com/send?phone=%20followed6014675829</p> <p>2 FREE DELIVERY FOR</p> <p>students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCO CRUNCHY</p>	Video	Public	47	12	6
<p>12/09/2019</p> <p>6:22 PM</p>	<p>First Live Video From US 🇺🇸 We</p> <p>Craving Choco Team We were</p> <p>trying our best to recommend to</p> <p>all of you this TASTY CHOCO</p> <p>CRUNCHY ☺️ WANT TO</p> <p>HAVE CRISPY</p> <p>CHOCO CRUNCHY WHAT</p>	Video	Public	173	38	21

	<p>WE SHOWED IN LIVE?</p> <p>♥️Honey Star + Chocolate +</p> <p>Cereal Balls♥️ 1 for RM 8</p> <p>only You would not know</p> <p>how delicious is it... Until You</p> <p>Try it..... Just Place your order</p> <p>now and get one! ! ↓↓PLACE</p> <p>ORDER BELOW↓↓ ➡➡➡➡</p> <p>RI WEI☐☐☐☐</p> <p>https://api.whatsapp.com/send?phone=%20followed6014675829</p> <p>2 FREE DELIVERY FOR</p> <p>students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCOCRUNCHY</p>					
12/09/2019 4:14 PM	<p>First VIDEO...From We Craving</p> <p>Choco is loaded completely Do</p> <p>enjoy it ☺ Feedback is malay</p> <p>mix english la I think malaysian</p> <p>can uderstand it well ☺</p> <p>Chococrispy is Malaysia's</p> <p>Product too Be proud of</p> <p>Malaysia 🙏Support Malaysia's</p> <p>Products IF INTERESTED OUR</p> <p>PRODUCTS! ! DO NOT</p> <p>HESITATE TO CONTACT US</p> <p>NOW📢📢📢📢 ↓↓PLACE</p> <p>ORDER BELOW↓↓ ➡➡➡➡</p> <p>RI WEI☐☐☐☐</p> <p>https://api.whatsapp.com/send?phone=%20followed6014675829</p>	Video	Public	37	8	6

	<p>hone=%20followed6014675829</p> <p>2 FREE DELIVERY FOR students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCOCRUNCHY</p>					
<p>12/09/2019</p> <p>3:06 PM</p>	<p>Photo Below Show.....</p> <p>🍫 Chocolate flavoured</p> <p>Chococrispy Jar 🍫 All types of toppings available for</p> <p>Chococrispy Jar ya 🍷</p> <p>🍫 Kinder Bueno 🍫 Kitkat</p> <p>🍫 Oreo 🍫 Milo Nuggets All of them is very suitable for rice bubbles and melting chocolates inside ya 🍷 Mix them up before serve You will have wonderful experience when you taste it ☺ 🗣 Interested to taste</p> <p>CHOCO CRISPY? ↓↓PLACE ORDER NOW↓↓ ➡➡➡➡RI WEI👈👈👈👈</p> <p>https://api.whatsapp.com/send?phone=%20followed6014675829</p> <p>2 FREE DELIVERY FOR students KP,K9&K10! ! !</p> <p>#UTM #SKUDAI</p> <p>#CHOCOCRSIPYJAR</p> <p>#CHOCOCRUNCHY</p>	Photo	Public	37	1	3

Total Page Likes

The total page likes recorded 112 from 1 December until 13 December 2019.



Date	Total Page Likes
1/12/2019	111
2/12/2019	111
3/12/2019	111
4/12/2019	111
5/12/2019	111
6/12/2019	111
7/12/2019	111
8/12/2019	111
9/12/2019	111
10/12/2019	111
11/12/2019	111
12/12/2019	112
13/12/2019	112

Total Page Followers

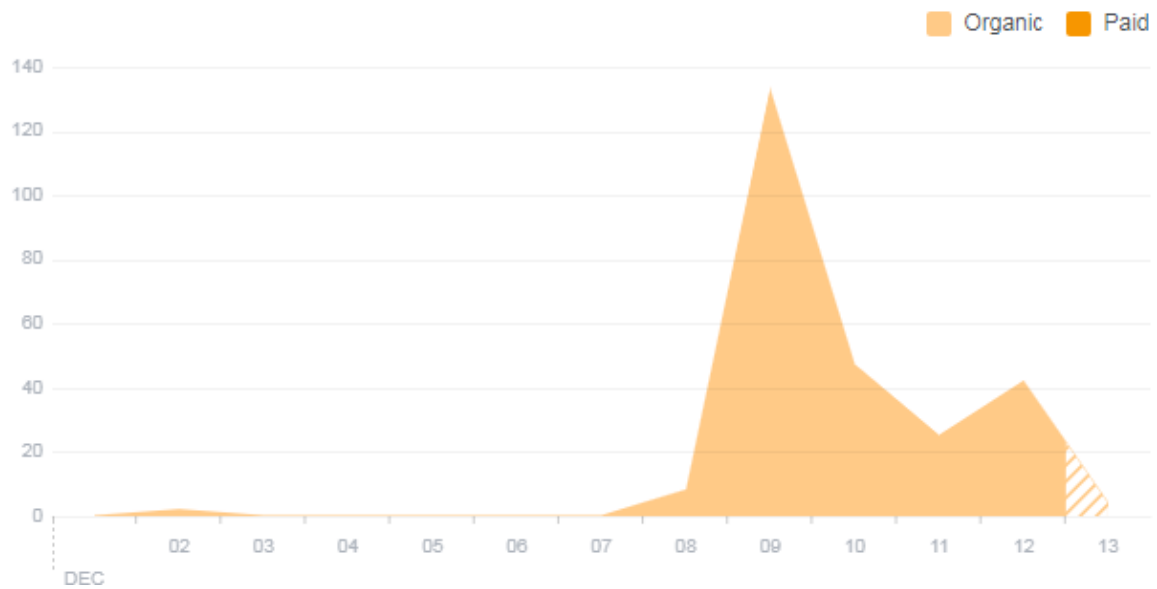
The total page likes recorded 113 from 1 December until 13 December 2019.



Date	Total Page Followers
1/12/2019	111
2/12/2019	111
3/12/2019	111
4/12/2019	111
5/12/2019	111
6/12/2019	111
7/12/2019	111
8/12/2019	111
9/12/2019	111
10/12/2019	111
11/12/2019	111
12/12/2019	112
13/12/2019	113

Total Post Reach

The total post reach recorded 261 from 1 December until 13 December 2019.



Date	Total Post Reach
1/12/2019	0
2/12/2019	2
3/12/2019	0
4/12/2019	0
5/12/2019	0
6/12/2019	0
7/12/2019	0
8/12/2019	8
9/12/2019	133
10/12/2019	47
11/12/2019	25
12/12/2019	42
13/12/2019	4
TOTAL	261

Total Reach

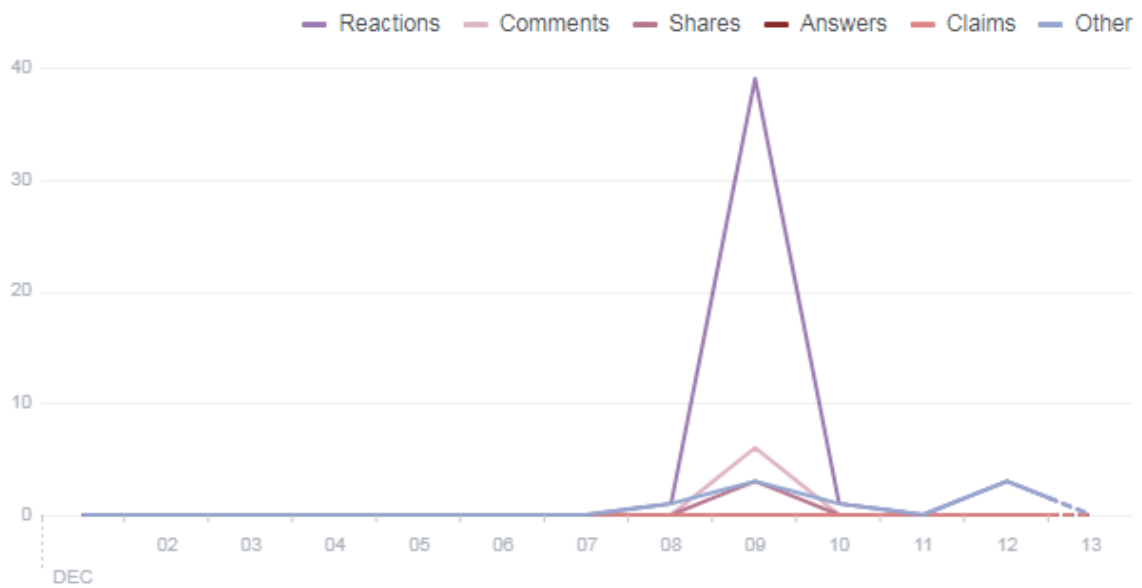
From 1 December until 13 December 2019, it recorded 267 total reach.



Date	Total Reach
1/12/2019	0
2/12/2019	3
3/12/2019	2
4/12/2019	0
5/12/2019	1
6/12/2019	2
7/12/2019	0
8/12/2019	8
9/12/2019	133
10/12/2019	47
11/12/2019	25
12/12/2019	42
13/12/2019	4
TOTAL	267


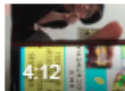



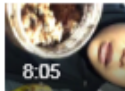















Reaction, Comment & Other

In December, it recorded 41 reactions, 6 comments, 3 shares and 6 others.



Date	Total Reactions	Total Comments	Total Shares	Total Others
1/12/2019	0	0	0	0
2/12/2019	0	0	0	0
3/12/2019	0	0	0	0
4/12/2019	0	0	0	0
5/12/2019	0	0	0	0
6/12/2019	0	0	0	0
7/12/2019	0	0	0	0
8/12/2019	1	0	0	0
9/12/2019	39	6	3	3
10/12/2019	1	0	0	0
11/12/2019	0	0	0	0
12/12/2019	0	0	0	3
TOTAL	41	6	3	6

Video Posting

Video	Published	Minutes... 	3s Video Views
 <p>First Live Video From US We Craving Choco Team We were trying our best to...</p>	 12/09/19 2:18 AM	79 	89 
 <p>Second live video from US I am sure that you will be interested on our products ...</p>	 12/09/19 8:17 AM	57 	38 
 <p>Third Live Videos</p>	 12/12/19 7:19 AM	10 	15 
 <p>First VIDEO...From We Craving Choco is loaded completely Do enjoy it @ Feedba...</p>	 12/09/19 12:13 AM	10 	27 
 <p>APA YANG ISTIMEWA? iaitu PRODUCT KITA VERY RICH CHOCOLATE,VER...</p>	 12/12/19 3:40 AM	3 	11 

Total Pages Followers

In December, the total page follower has increased 1 follower only compared to the result in November.



Date	Total Pages Followers
1/12/2019	111
2/12/2019	111
3/12/2019	111
4/12/2019	111
5/12/2019	111
6/12/2019	111
7/12/2019	111
8/12/2019	111
9/12/2019	111
10/12/2019	111
11/12/2019	112
12/12/2019	113

Total Views

14 total views recorded from 1 December until 13 December 2019.



Date	Total Views
1/12/2019	0
2/12/2019	0
3/12/2019	0
4/12/2019	2
5/12/2019	0
6/12/2019	0
7/12/2019	0
8/12/2019	0
9/12/2019	3
10/12/2019	9
11/12/2019	0
12/12/2019	0
13/12/2019	0
TOTAL	14

Total People Who Viewed

Total people who viewed recorded 5 people from 1 December until 13 December 2019.



Date	Total People Who Viewed
1/12/2019	0
2/12/2019	0
3/12/2019	0
4/12/2019	0
5/12/2019	0
6/12/2019	0
7/12/2019	0
8/12/2019	0
9/12/2019	4
10/12/2019	1
11/12/2019	0
12/12/2019	0
13/12/2019	0
TOTAL	5

3.0 – PERFORMANCE

Agent 1 (Ameera)

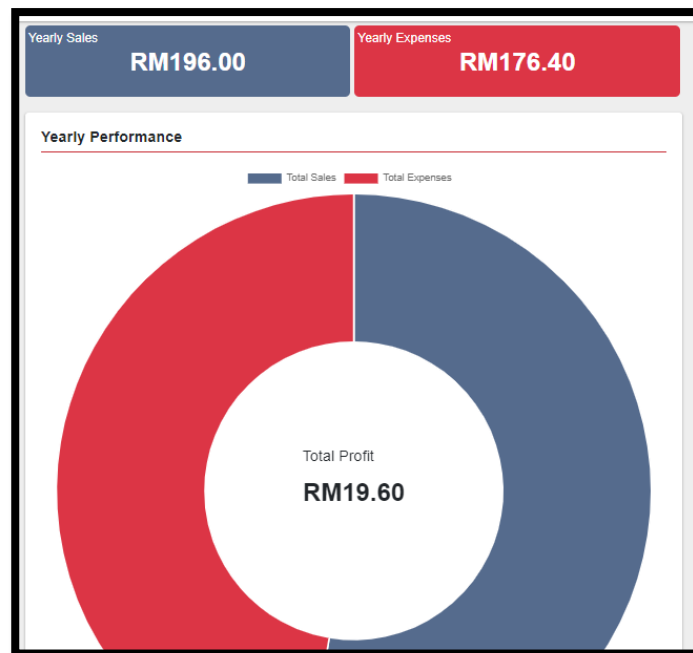


Figure 4: Total sales and total profit for agent 1.

Batch	Expenses (RM)	Sales (RM)	Profit (RM)
1	42	48	6
2	54.70	62	7.3
3	30.70	32	1.3
4	49	54	5
TOTAL	176.4	196	19.6

- In batch 1 of 20/10/2019, agent 1 withdrew capital RM 42.00 to buy Bubblerice mix cococrunch (2 units), Cococrunch Chocolate Bubblerice (3 units) and Milo Ball Chocolate (1 unit) from suppliers. Then on 22/10/2019 and 23/10/2019 some customers bought Bubblerice mix cococrunch (2 units), Cococrunch Chocolate Bubblerice (3 units) and Milo Ball Chocolate (1 unit). Total sales that agent 1 got from batch 1 is RM 48.

- In batch 2 of 13/11/2019, agent 1 withdrew capital RM 54.70 to buy Bubblerice mix cococrunch (2 units), Cookies Mix Bubblerice (2 units) and Chococrunchy jar - Kinder Bueno (1 unit), Milo nugget (1 unit) and Kitkat (1 unit) from suppliers . Then on 15/11/2019 and 18/11/2019 some customers bought Bubblerice mix cococrunch (2 units), Cookies Mix Bubblerice (2 units) and Chococrunchy jar - Kinder Bueno (1 unit), Milo nugget (1 unit) and Kitkat (1 unit). Total sales that agent 1 got from batch 2 is RM 62.
- In batch 3 of 22/11/2019, agent 1 withdrew capital RM 30.70 to buy Bubblerice mix cococrunch (1units) and Cococrunch Chocolate Bubblerice (3 units) from suppliers. Then on 23/11/2019 and 25/11/2019 some customers bought Bubblerice mix cococrunch (1 units) and Cococrunch Chocolate Bubblerice (3 units). Total sales that agent 1 got from batch 3 is RM 32.
- In batch 4 of 09/12/2019, agent 1 withdrew capital RM 49.00 to buy Bubblerice mix cococrunch (1 units), Cookies Mix Bubblerice (2 units) and Chococrunchy jar - Kinder Bueno (1 unit), Milo nugget (1 unit) and Kitkat (1 unit) from suppliers . Then on 29/11/2019 and 30/11/2019 some customers bought Bubblerice mix cococrunch (1 units), Cookies Mix Bubblerice (2 units) and Chococrunchy jar - Kinder Bueno (1 unit), Milo nugget (1 unit) and Kitkat (1 unit). Total sales that agent 1 got from batch 4 is RM 54.
- The total sales from batch 1 to batch 4 of agent 1 are RM 196.

Receipt

M/S _____ 日期 22/10/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Bubble mix cocorunch		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32862 總計 8.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Hajar 經手人 [Signature]

M/S _____ 日期 23/10/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Bubble mix cocorunch		8.00
2	3	Cocorunch Coklat		24.00
3	1	Milo Ball Coklat		8.00
4				
5				
6				
7				
8				
9				
10				

NO. 32863 總計 40.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Anita 經手人 [Signature]

M/S _____ 日期 15/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	Bubble mix cocorunch		16.00
2	2	Cocorunch		16.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32864 總計 32.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Rasta 經手人 [Signature]

M/S _____ 日期 18/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Kinder Bueno		6.00
2	1	Milo nugget		10.00
3	1	KitKat		10.00
4				
5				
6				
7				
8				
9				
10				

NO. 32865 總計 30.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 NABILA 經手人 [Signature]

M/S _____ 日期 23/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Bubble mix cocorunch		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32866 總計 8.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Mazlhan 經手人 [Signature]

M/S _____ 日期 25/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	Cocorunch coklat bubble		24.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32867 總計 24.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Rasti 經手人 [Signature]

M/S _____ 日期 29/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Bubble mix cocorunch		8.00
2	2	Cocorunch coklat bubble		16.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32868 總計 24.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Liyana 經手人 [Signature]

M/S _____ 日期 30/11/2019
Tarikh

No.	數量 KUANTITI	種類 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Milo nugget		10
2	1	Kinder Bueno		10
3	1	KitKat		10
4				
5				
6				
7				
8				
9				
10				

NO. 32869 總計 30.00
Jumlah

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Wan 經手人 [Signature]

Agent 2 (Ryhana)

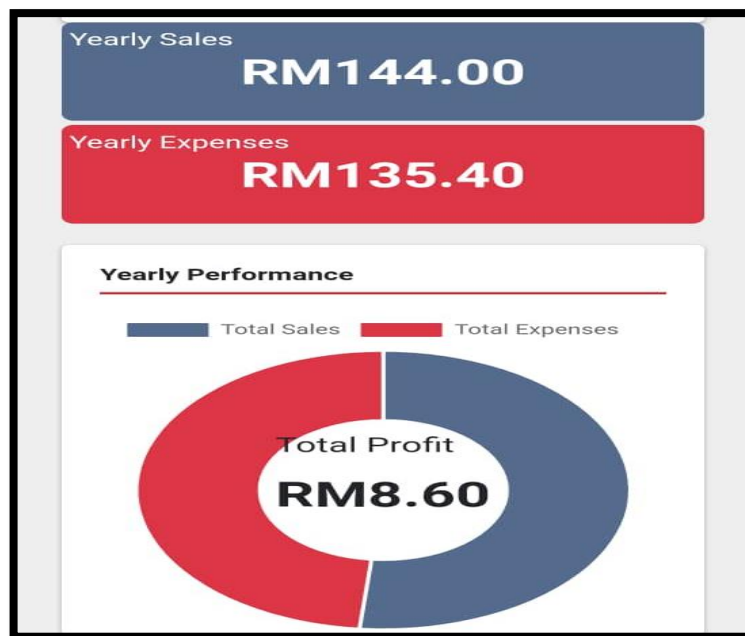


Figure 5: Total sales and total profit for agent 2.

Batch	Expenses (RM)	Sales (RM)	Profit (RM)
1	42	48	6
2	48.70	56	7.30
3	16.70	16	-0.70
4	28	24	-4
TOTAL	135.40	144	8.60

- In batch 1 of 20/10/2019, agent 2 withdrew capital RM 42.00 to buy Cookies mix bubblerice (3 units) and Cococrunch Chocolate Bubblerice (3 units) from suppliers. Then on 22/10/2019, 24/10/2019 and 25/10/2019 some customers bought Cookies mix bubblerice (3 units) and Cococrunch Chocolate Bubblerice (3 units). Total sales that agent 2 got from batch 1 is RM 48.
- In batch 2 of 13/11/2019, agent 2 withdrew capital RM 48.70 to buy Cookies mix bubblerice (1 unit) and Chococrunchy jar - Kinder Bueno (2 unit) , Milo nugget (1 unit) and Kitkat (2 unit) from suppliers. Then on 13/11/2019, 21/11/2019 and 22/11/2019 some customers bought Cookies mix bubblerice (1 unit) and

Chococrunchy jar - Kinder Bueno (2 unit), Milo nugget (1 unit) and Kitkat (2 unit).
Total sales that agent 2 got from batch 2 is RM 56.

- In batch 3 of 22/11/2019, agent 2 withdrew capital RM 16.70 to buy Bubblerice mix cococrunch (1unit) and Cookies mix bubblerice (1 unit) from suppliers. Then on 22/11/2019 some customers bought Bubblerice mix cococrunch (1unit) and Cookies mix bubblerice (1 unit). Total sales that agent 2 got from batch 3 is RM 16.
- In batch 4 of 29/11/2019, agent 2 withdrew capital RM 28.00 to buy Bubblerice mix cococrunch (2 units) and Cookies mix bubblerice (1 unit) from suppliers. Then on 29/11/2019 some customers bought Bubblerice mix cococrunch (2 units) and Cookies mix bubblerice (1 unit). Total sales that agent 2 got from batch 4 is RM 24.
- The total sales from batch 1 to batch 4 of agent 2 are RM 144.

Receipt

M/S Ara 日期 22/10/2019

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	cookies mix bubble rice		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32855 統計 **8.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 24/10/19

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	cookies mix Bubble rice		16.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32856 統計 **16.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 25/10/19

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	coco crunch coklat		24.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32857 統計 **24.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 3/11/2019

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	cookies mix bubble rice		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32858 統計 **8.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 21/11/19

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	kinder Bueno		20.00
2	1	Kit Kat		10.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32859 統計 **30.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 22/11/19

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Kit Kat		10.00
2	1	milu ball		8.00
3	1	Bubble rice mix coco crunch		8.00
4	1	cookies mix bubble rice		8.00
5				
6				
7				
8				
9				
10				

NO. 32860 統計 **34.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

M/S 日期 29/11/19

No.	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	Bubble rice mix coco crunch		16.00
2	1	cookies mix bubble rice		8.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32861 統計 **24.00**
實物出門，恕不退換。
 Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 經手人

Agent 3 (Nazihah)

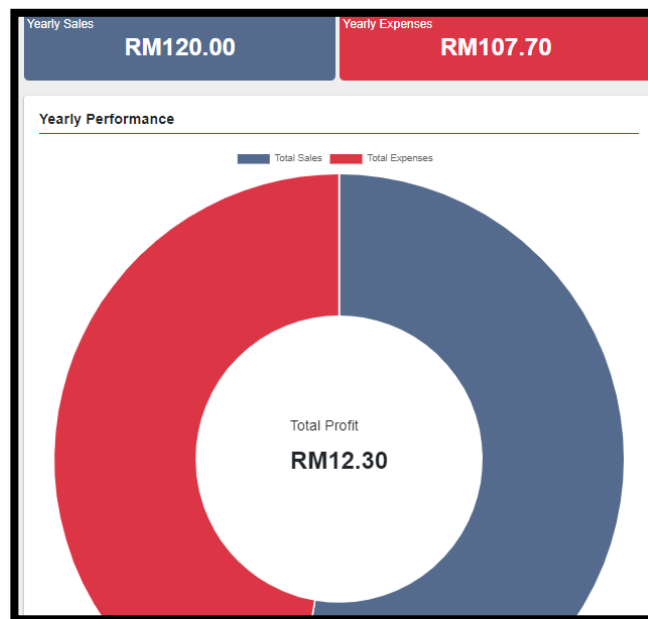


Figure 6: Total sales and total profit for agent 3.

Batch	Expenses (RM)	Sales (RM)	Profit (RM)
1	42	48	6
2	65.70	72	6.30
TOTAL	107.70	120	12.30

- In batch 1 of 20/10/2019, agent 3 withdrawing capital RM 42.00 to buy Cookies mix bubblerice (3 units), Honey star milk chocolate (1 unit) and Milo ball chocolate (2 units) from suppliers. Then on 24/10/2019, 26/10/2019 and 30/10/2019 some customers bought Cookies mix bubblerice (3 units), Honey star milk chocolate (1 unit) and Milo ball chocolate (2 units). Total sales that agent 3 got from batch 1 is RM 48.00.
- In batch 2 of 13/11/2019, agent 3 withdrawing capital RM 65.70 to buy Cookies mix bubblerice (4 units), Milo ball chocolate (3 units) and Bubblerice mix cococrunch (2 units) from suppliers. Then on 15/11/2019, 17/11/2019 and 16/11/2019 some

customers bought Cookies mix bubblerice (4 units), Milo ball chocolate (3 units) and Bubblerice mix cococrunch (2 units). Total sales that agent 3 got from batch 2 is RM 72.

- The total sales of batch 1 and batch 2 for agent 3 are RM 120.00

Receipt

M/S _____

日期 24/10/2019

M/S _____

日期 26/10/19

M/S _____

日期 30/10/19

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Honey Star Milk chocolate		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32870 總計 8.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	cookies mix bubble rice		8.00
2	1	cookies mix bubble rice		8.00
3	1	cookies mix bubble rice		8.00
4				
5				
6				
7				
8				
9				
10				

NO. 32871 總計 24.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	Milo ball chocolate		8.00
2	1	Milo ball chocolate		8.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32872 總計 16.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

M/S _____

日期 15/11/2019

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	cookies mix bubble rice		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32873 總計 24.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

M/S _____

日期 16/11/2019

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	Milo ball chocolate		8.00
2				
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32875 總計 24.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

M/S _____

日期 17/11/2019

No.	數量 KUANTITI	貨名 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	Bubble rice Mix Cocacornch		8.00
2	1	cookies mix chocolate		8.00
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32874 總計 24.00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人: _____ 經手人: _____

Agent 4 (Mah)

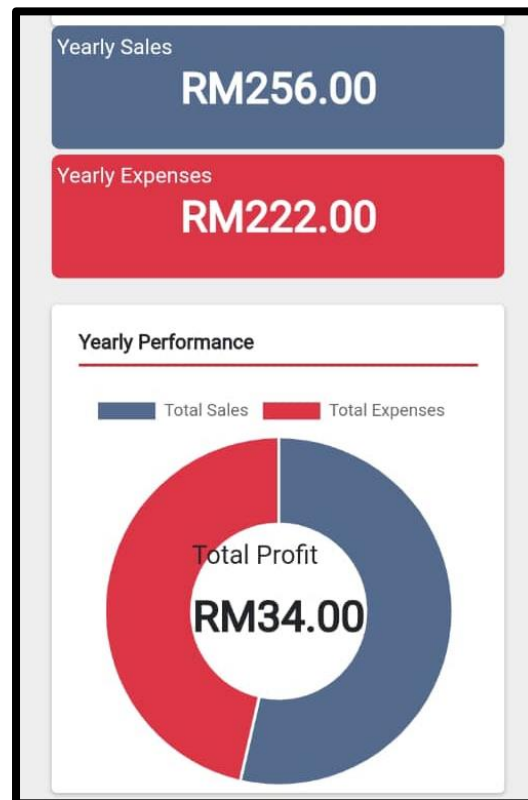


Figure 7: Total sales and total profit for agent 4.

Batch	Expenses (RM)	Sales (RM)	Profit (RM)
1	32	40	8
2	190	216	26
TOTAL	222	256	34

- In batch 1 of 20/10/2019, agent 4 withdrew capital with total of RM 32 to buy 4 units of Choco Crispy Jar with different flavors from the supplier. Then, on 21/10/2019 and 2/11/2019 some customers bought Butterscotch (1 unit), Milk Chocolate (1 unit) and Milk Chocolate Chocho Crispy Jar (1 unit). Total sales that agent 4 received from batch 1 is RM 40.
- In batch 2 of 3/11/2019, agent 4 withdrew capital amount RM 190 to buy honey star chocolate (1 unit), bubble rice mix cococrunch (1 unit); milk chocolate choco crispy jar (10 units), strawberry (1 unit) and white chocolate choco crispy jar (10 units) from suppliers. On 5/11/2019, 6/11/2019, 17/11/2019, 23/11/2019,

29/11/2019 and 30/11/219 these customers bought 21 chococrispy jar and 2 crispy choco crunchy. Total sales that agent 4 received from batch 2 is RM 216.

- The total sales of batch 1 and 2 for agent 4 are RM 256.

Receipt

M/S R. Wai 日期 21/10/19

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	CHOCO CRISPY JAR	10	10 00
2		(CHOCOLATE)		
3				
4				
5				
6				
7				
8				
9				
10				

NO. **32843** 總計 **10 00**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 AKRAM 經手人 Mei
Diterima Oleh: Disahkan Oleh:

M/S 日期 2/11/2019

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	CHOCO CRISPY JAR	10	10 00
2		(WHITE)		
3				
4				
5				
6				
7				
8				
9				
10				

NO. **32844** 總計 **10 00**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 JESSY 經手人 Mei
Diterima Oleh: Disahkan Oleh:

M/S 日期 2/11/2019

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	CHOCO CRISPY JAR	10	10 00
2		(BUTTERSCOTCH)		
3				
4				
5				
6				
7				
8				
9				
10				

NO. **32845** 總計 **10 00**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 YAP 經手人 Mei
Diterima Oleh: Disahkan Oleh:

M/S 日期 5/11/2019

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	CHOCO CRISPY JAR	10	20
2		(1 CHOCO & 1		
3		WHITE (CHOCO)		
4				
5				
6				
7				
8				
9				
10				

NO. **32846** 總計 **20**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 HUEN SHINE 經手人 Mei
Diterima Oleh: Disahkan Oleh:

M/S 日期 5/11/2019

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	CHOCO CRISPY JAR	10	30 00
2		(1 CHOCO & 2 WHITE		
3		CHOCO)		
4				
5				
6				
7				
8				
9				
10				

NO. **32847** 總計 **30 00**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 MEI 經手人 Mei
Diterima Oleh: Disahkan Oleh:

M/S 日期 5/11/2019

No.	數量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	CHOCO CRISPY JAR	10	20 00
2		(WHITE CHOCO &		
3		CHOCO)		
4				
5				
6				
7				
8				
9				
10				

NO. **32848** 總計 **20 00**

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 HUI XIAN 經手人 Mei
Diterima Oleh: Disahkan Oleh:

Receipt

M/S _____ 日期 5/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	CHOCOLIPY JAR	10	30
2		(1 CHOCO & 2		
3		WHITE CHOCO)		
4				
5				
6				
7				
8				
9				
10				

NO. 32848 總計 30 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 SOD LANG 經手人 [Signature]

M/S _____ 日期 6/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	CHOCO CRAMP JAR	10	10 00
2		(WHITE CHOCO)		
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32850 總計 10 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 MAH 經手人 [Signature]

M/S _____ 日期 17/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	2	CHOCORUNZARY	8	16
2		(HONEYSTONE & ORIO +		
3		RISQUEBOLE)		
4				
5				
6				
7				
8				
9				
10				

NO. 32851 總計 16 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 YAP 經手人 [Signature]

M/S _____ 日期 23/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	1	CHOCORIPY JAR	10	10 00
2		(CHOCO)		
3				
4				
5				
6				
7				
8				
9				
10				

NO. 32852 總計 10 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 Bita 經手人 [Signature]

M/S _____ 日期 29/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	6	CHOCORIPY JAR	10	60 00
2		- CHOCO → 3		
3		- WHITE CHOCO → 3		
4				
5				
6				
7				
8				
9				
10				

NO. 32853 總計 60 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 MEI 經手人 [Signature]

M/S _____ 日期 30/11/2019

No	数量 KUANTITI	摘要 JENIS BARANG - BARANG	價目 HARGA	款額 JUMLAH
1	3	CHOCORIPY JAR	10	30 00
2		(CHOCO - 1		
3		WHITE CHOCO - 2)		
4				
5				
6				
7				
8				
9				
10				

NO. 32854 總計 30 00

貨物出門，恕不退換。
Barang yang sudah dijual tidak boleh dikembalikan.

收貨人 RIKIE 經手人 [Signature]

The summary of total sales of We Craving Choco Enterprise

Agent	Total Sales (RM)	Total Profit (RM)
1	196	19.60
2	144	8.60
3	120	12.30
4	256	34
TOTAL	716	74.50

The table above shows the total sales of We Craving Choco Enterprise is RM 716 and the total profit is RM 74.50. We do not achieve the targeted sales due to there are existing competitors in UTM too.

Chococrunchy

There are five types for Chococrunchy. As agent, we take the agent price as RM 7 for 1 jar from the suppliers. We resell it to customers in RM 8. From there, we can earn RM 1 profit, per 1 jar.



Chococrispy

There are four flavours and four toppings for Chococrispy Jar. As agent, we take the agent price as RM 8 for 1 jar from the suppliers. We resell it to customers in RM 10. From there, we can earn RM 2 profit, per 1 jar.



4.0 - CONCLUSION

In conclusion, this business process has provided us with a wealth of experience and knowledge of the business world. We learnt how to attract customers, how to communicate with customers and suppliers, how to serve the customers, how to promote the product in order to increase sales and how to make the business run smoothly.

The business is being run at University Technology Malaysia (UTM) in Skudai, Johor. The target customers for our business are adults, teenagers, students and dessert lovers. Dessert lovers are our main target customers because they love to eat sweet things. These chocolate products, we aim on adults, teenagers, and students who like to skip their breakfast. These products can act as alternative breakfast for them. It is nutritious, can provide energy and can act as happy booster too.

This Choco Crispy Jar and Crispy Choco Crunchy business, we decide not to continue because there are many competitors around the business area of operation at UTM. The competitors who sell this kind of product are too numerous. It will be resulting in product dumping but lack of customers.

In addition, the other competitors are actively selling their products around colleges and faculty areas. While our business is not as active as the other competitors it is because we faced very limited time to operate business. We need to focus on our studies such as attending classes, doing projects and having to attend a lot of discussions so we cannot be active as the other competitors.

Digital marketing that we choose to do is Facebook. We create a Facebook page to promote our products by photo and video postings. This is aimed to attract the attention of our potential customers. It seems like not that effective as what we think before. It proved digital marketing is not an easy task to make a business become more successful.

The total profit that we gained is RM 34. It may not be as great as the other competitors. The total profit that we gained, we will contribute to the community. We will donate to old folks' home for service learning project. Throughout this business process, we have learnt some entrepreneurial skills that can be used in future.