



UTM
UNIVERSITI TEKNOLOGI MALAYSIA

REPORT: Interview of Local Entrepreneur

SUBJECT: UHMT 1012-Graduate Success Attributes

LECTURER: Dr. Nicole Leong Hong Yeng

SECTION: 45

GROUP E

GROUP MEMBERS:

Name	Matrics	Faculty	Program
Anatasya Humaira (LEADER)	A20EC0261	Engineering	Program Graphics and Multimedia Software
Jaydav Vasudevan	B20EC0020	Engineering	Software Engineering
Adam Wafii Bin Azuar	A20EC0003	Engineering	Data Engineering
Eddie Wong Chung Pheng	A20EC0031	Engineering	Data Engineering
Afif Hazmie Arsyad Bin Agus	A20EC017	Engineering	Data Engineering
Low Junyi	A20EC0071	Engineering	Data Engineering

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INTERVIEW OF LOCAL ENTREPRENEUR REPORT

Introduction

On 8th January 2021, our member Low Jun Yi interviewed our local entrepreneur through email. It was an exciting interview with Mr. Ying Sheng, who graduated from A-level from Tunku Abdul Rahman University College. During the interview session, he was very patient and answered every question in detail. We were also amazed by his entrepreneurial spirit as he was very young but already owned a business of his own. This report will reflect on his business, target groups, history, strategies, business challenges, and strengths and weaknesses.

About himself

He came from a business background family, and his father is a multinational company CEO and the founder of the company that has its main office in Indonesia. He always gets inspired by his father by planning his company's future and always following the trend. He was following in his footsteps by starting an online company as his company grew bigger since he started selling his goods online.

He was passionate about learning something new and doing something new. Previously, he started doing JW Jewelry first, but he needs to spend a lot of his fortune building this business as jewelry is not a cheap item. Moreover, He does have some competitors, and he might fail. At first, he puts a lot of hard work, but he cannot manage his business well. So, he wants something new with zero capital to start up, so here is Software 100% Work, which does not have any competitors.

We found out his availability was when he found out something new and exciting, and he will try to make one himself. He also will complete any task that he gives to himself and make sure it will be complete as soon as possible. When he faced any difficulties, he would not stop or be

upset but felt interested in it as difficulties let him grow and not stop as he knows his journey is still long enough.

Description of his business

Entrepreneur Ying Sheng is the founder of JW Jewelry Enterprise and CEO for Software 100% Work. Both of his businesses mainly work in Shopee and also Lazada. His main selling product is software or applications for computer use such as Microsoft Office, Illustrator, Photoshop, Netflix, SCRIBD, and some E-Books. He also offers external storage such as Google Drive with unlimited space and can be used for a lifetime after purchasing any product from him.



His target groups

For his target groups for this business, he wants to put more products to help more people. He wanted to help them by selling affordable things to all people while it only cost them a little for a subscription fee, but he can help many people by doing this way. As an example, we all know we usually use our external storage such as hard disk and pendrive to save something. Furthermore, if we lose our external hard disk, we will be in big trouble. While by using Google Drive, we do not need to scare any of the loss of any important file. He wants to expand his business to all fields for his plan until all people can use the product for almost free. As his aim is to help people save money, he wants to achieve it until his product is free of charge. Until this stage, everyone will not lose their extra money in all those expensive applications or subscriptions.

His job role

His job role was he can manage his team well, as his team cannot just rely on him only. He will also do the account for daily sales and add more new products to sell or plan future business direction. He will subscribe to many applications such as Photoshop, Illustrator, Netflix, Youtube Premium, and Google Drive Premium.

History of startup

In the early phase, he needs a team. Maybe only 3 to 5 people. Nevertheless, as long as his team works together, nothing is impossible. Henry Ford once said that 'Coming together is a beginning, staying together is a progress, and working together is a success'. However, make sure teammates are passionate about the idea and willing to sacrifice their time to the team. They went to survey how to make a new website from Youtube for about the whole week, their team worked hard and finally produced a perfect website. On the website, users will straight away order anything they like and have many details inside. We also study and check the subscription terms and conditions to sell and share with our users. By using this website, he continued to sell his jewelry to increase his team's income. After they had all the things prepared, they expanded their product as much as they could. A team is always the best thing; do not do anything alone. They also will make some promotion or event to attract more people to know them.

Strategies of business

For the strategies for leading his team, he organizes some meetings about twice a week to organize our strategies, product status, any new product, and problems that we faced during our business. However, when our business grows more prominent, we hold meetings once a week for now. He will also update his teammates about their progress in business, and there is no free income. Another strategy is that he will utilize his teammate's skills to improve their business. For example, he has a teammate who studies marketing, so most of the product ideas are given by him. Moreover, he also has computer science teammates who help him a lot in the website part. Others usually manage the customers. Thirdly, he will make sure his teammates give him to progress to complete his request as soon as possible. His purpose is to expand his business and the product. As we all know, change is for the ready people, not the people doing nothing waiting for the apple or durian will drop.

Challenges faced by his business

There is no business without trouble, as one of the troubles is that they need much effort to check their product is suitable for their user. As if they give someone an application or product that cannot function, they will lose their trust of the customer, and credit in online shopping will be given a lousy rating, which will affect their further expansion. Moreover, every product has competitors. Usually, many competitors try to imitate their products. By doing so, others will lower the price of their product and cause the price fight. The price fight will cause both sides to lose many earning opportunities and time. He hates the price fight as no one can benefit from it.

Moreover, there is always someone who will get a 'free ride' to try to do nothing but get their fixed income from him in a team. He will always monitor and update his teammates, and if he finds any people slacking off, he will give a warning, but if he does this kind of behavior too often, he will kick him out of the team. Furthermore, of course, we will not face any financial difficulties for his business, and this is the best part of this business as we only use our finances to buy the subscription fee or give the monthly members fee. It is not a big deal, but in return, we earn a lot.

Strength and weakness

His strength is he never procrastinates as he will complete any task that he gives to himself and make sure it will be complete as soon as possible. Another strength is he never gives up so easily especially when facing any difficulties, he would not stop or be upset but felt interested in it as difficulties let him grow and not stop as he knows his journey is still long enough.

As for his weakness, He was not an ordinary guy like others as he will felt lazy during the afternoon. So, he usually works at night, which obviously will be more productive, and actually, this made it hard to manage his team. He appoints one sub-leader to monitor his teammates, which helped him a lot. Another weakness is that he does not have too much creativity. However, business needs creativity, so he will spend more effort to see and learn from his teammates as creativity can attract more customers in the future. He cannot reply to his customers in time about introducing his product or its details.

His greatest achievement

His most outstanding achievement is that he was proud to be one of the top bestsellers in Shopee, which provided him the title 'Preferred seller' and a much good rating that reached 4.9/5 averagely among 12000++ feedback. His total sales also reached about 20000, and he only started this business about only one year and defeated many of the competitors. As a return, he sponsored his products to the universities or society for a lucky draw or prize.

Failure experience

Nobody can be successful all the time, and we only consider failure when we stop trying. There are a few applications that he failed and face some loss as well. Some application rules are too strict, and he does not have any alternative way to come out with a solution. He also faces that some of the software and application do not have the target users. Thus he faces the loss too. It might be their publicity is too low, or maybe the competitors are pulling the customers away from their side.

His way to deal with pressure and critical situations.

When he feels stressed, he will choose to go to the gym to do some work out to relieve himself. Work out is the best choice as it can help him to focus and improve his health. Thus, he recommends us to do some work out as well. For the critical situation in business, he usually will open an SOS meeting to discuss the problem that they faced that needed to be solved as soon as possible. Alternatively, if anything they do not have any idea to solve, he will take advice from his parents or professional out there. He also has a teacher outside, which teaches him soft skills in business management and software development.

Way to deal when team members have a different opinion.

All of his team members are open-minded, including himself. They will discuss and accept any decision as long as it is the best decision among all the suggestions. If indeed anyone does not agree, they will be discussing to convince others. However, if his idea is pretty good and has more advantages, they will switch to his decision. Of course, everyone has the right to defend their suggestion, but he needs to use the best option for his team as the team leader. He has a case that one of his teammates, John, disagrees with the team's decision as he thinks that his own decision has more advantages. They all know that not everyone will continue with the team until the future. Even he may not continue working with this team one day. Thus, they appreciate every moment they have.

His motivation

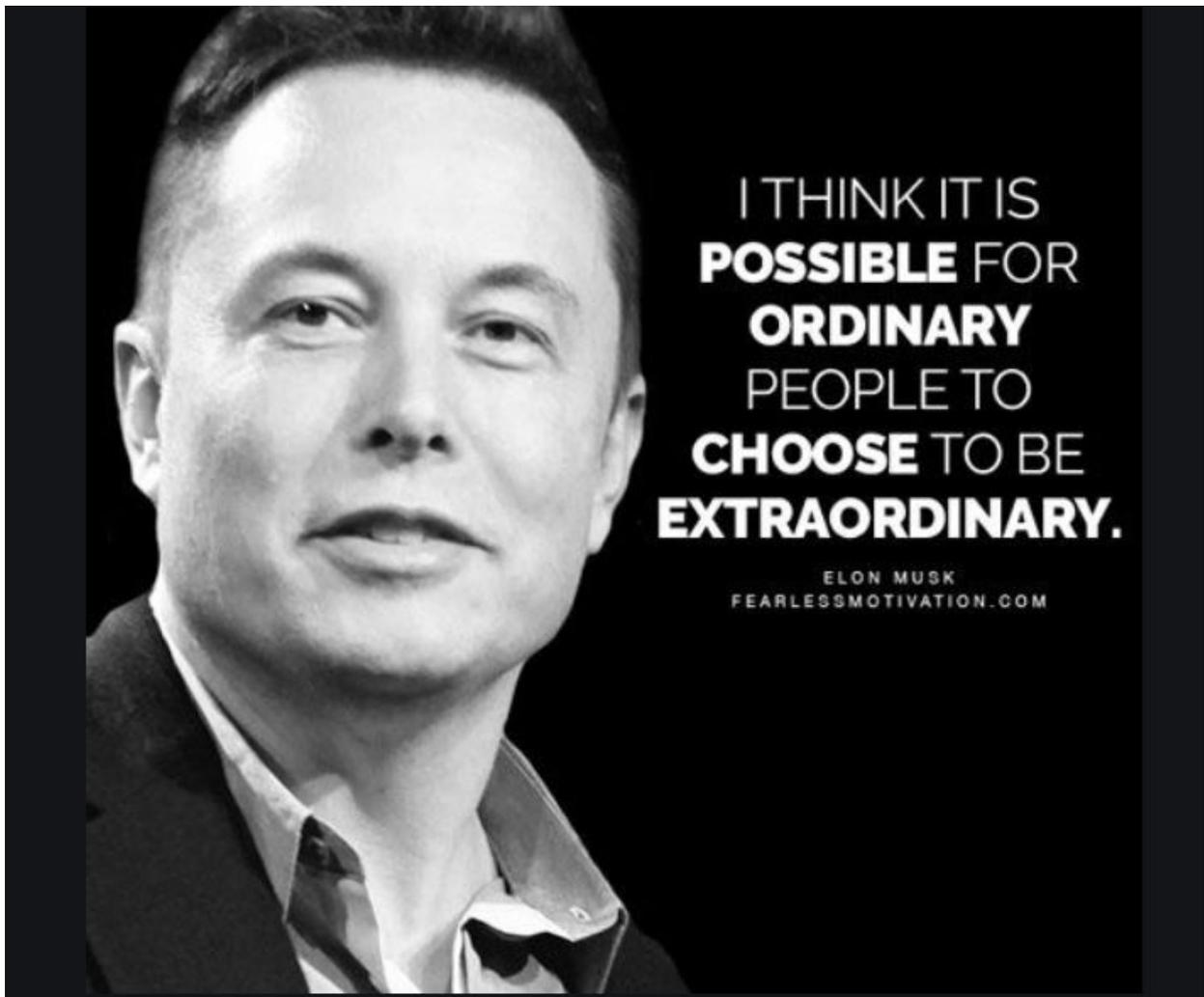
The things that motivate him the most are his business result, especially when he saw the growth, the sales, and the expansion. Besides, when he sees his team working hard, planning hard to improve our business, he will be motivated. He will set a to-do list and always remember it to prioritize his work. He will always remember anything that he needs to do by preparing the note and reminder in the smartphone. This will reduce unwanted events such as scrolling Instagram and Facebook and doing his work more efficiently. Motivation is significant, and the leader should always motivate the team. Angry and scolding is not a motivation instead. Motivation works from heart and spirit.

Future plan

Currently, Malaysia does not develop the country into a high IT tech field, but in 3-5 years, he believes software and application will be a basic need for all Malaysian. Thus, he grows his business now, and he will be the only one to be trusted in IT. In the future, his customers will only increase as well as the product. So he should do more things before it too late. For now, it is the best opportunity to plant his IT business, and he will grow more significant and more prominent in the future. Everyone cannot run from development, cannot escape from advancement. Instead, they need to make changes. This is the time. That is why he started a business early, as he will not regret doing all this stuff.

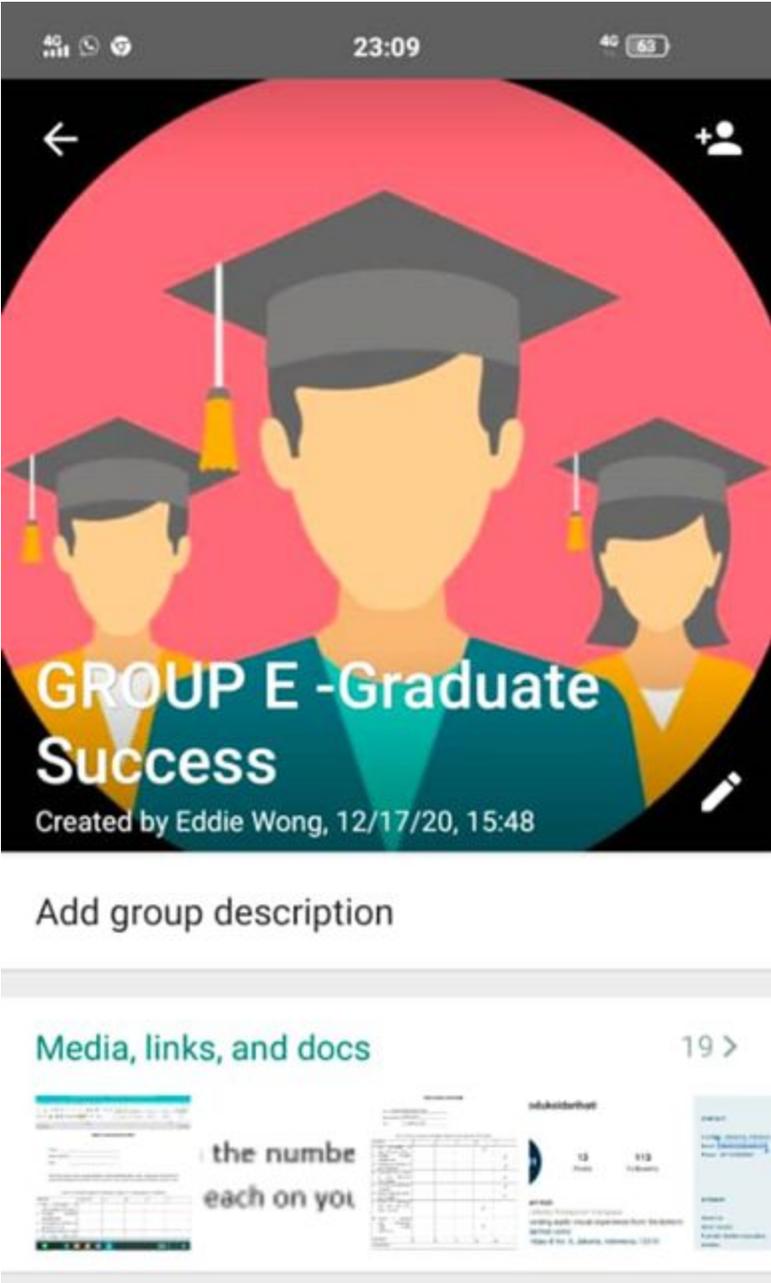
Conclusion

After we interviewed the young entrepreneurs, we thought that maybe we would become an entrepreneur someday. It made us realize that we need to have the passion for starting the journey and ready to take the challenge to the outside world just like Elon Musk, who surpassed Jeff Bezos and became the top 1 wealthiest people in the world by inventing and innovating his hybrid car, sky exploring and renewable sources. We also must have a positive attitude and accept responsibility. Most importantly, all of us only live once, and all of us have a chance to make a difference in this world.



Appendix of discussion via Whatsapp (ScreenShot)

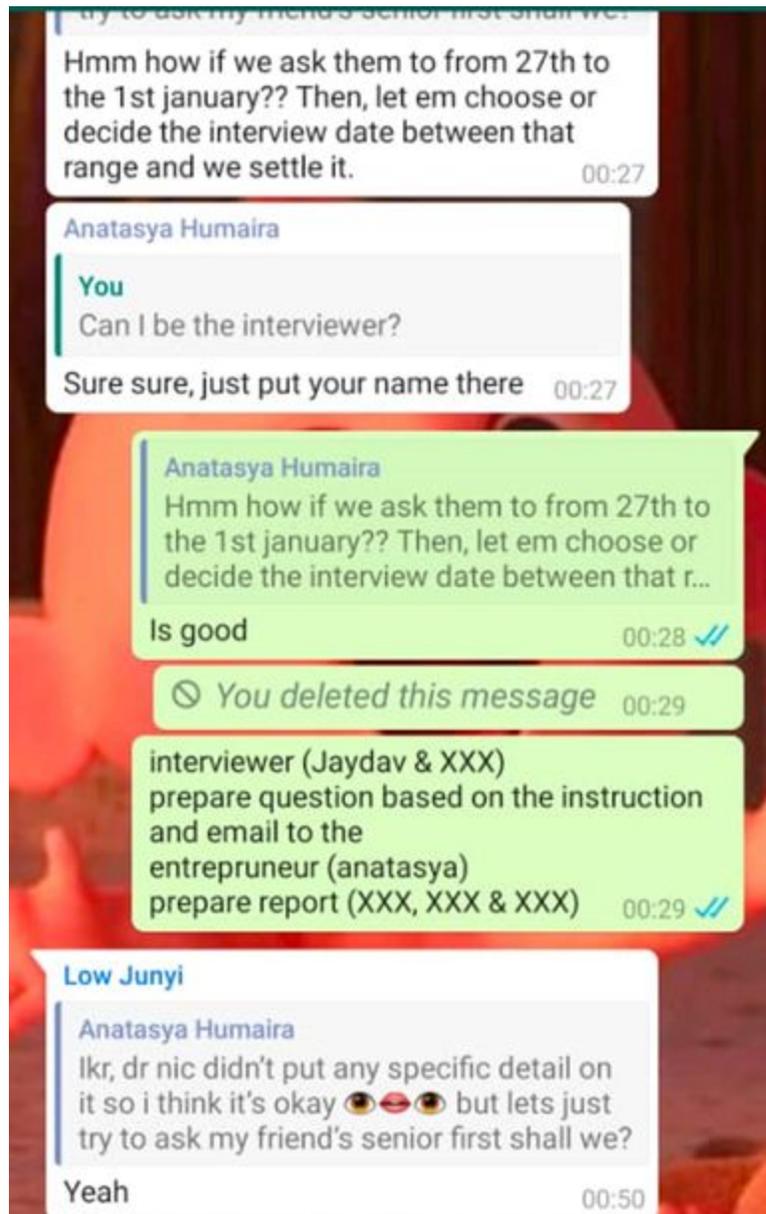
Whatsapp Group



Meeting 1



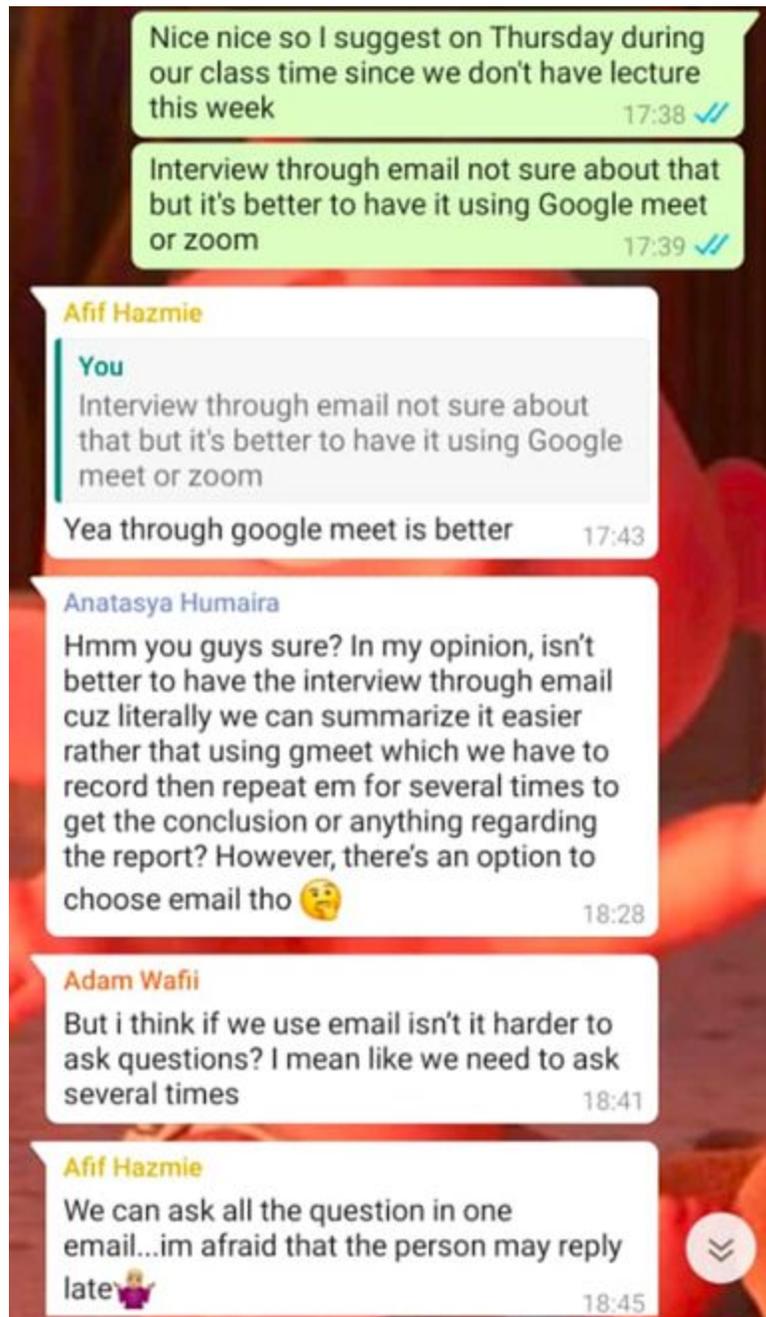
Meeting 2



Meeting 3



Meeting 4



Meeting 5



Appendix of Minute Meetings

LEADERSHIP AND TEAMWORK SKILLS

Group Meeting Template

Please attach this form with project report and write full meeting agenda for each meeting.

Group Meeting 1

No.	Group Members	Time Arrival with Signature	Time Finish with Signature	Group Meeting Agenda			Other Remarks e.g potential problems/difficulties/limitations	
				Date: 24/12/2020		Who took the notes? Name: All		Who is leading the discussion? Name: Anatasya Humaira
				Time: Start Time - 2.30pm End Time - 5.00pm		Who is talking/giving ideas?		What action needs to be taken? What do we need to bring?
1.	Anatasya Humaira	2.30 <i>Ag</i>	5.00 <i>Ag</i>	1.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	
2.	Jaydav Vasudevan	2.30 <i>Jaydav</i>	5.00 <i>Jaydav</i>	2.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	
3.	Adam Wafii Bin Azuar	2.30 <i>Ad</i>	5.00 <i>Ad</i>	3.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	
4.	Eddie Wong Chung Pheng	2.30 <i>Eddie</i>	5.00 <i>Eddie</i>	4.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	
5.	Afif Hazmie Arsyad Bin Agus	2.30 <i>Had</i>	5.00 <i>Had</i>	5.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	
6.	Low Junyi	2.30 <i>Jo</i>	5.00 <i>Jo</i>	6.	Project Instruction and Entrepreneur to Interview	Contributed	Google on to find Entrepreneur	

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Group meeting 2

No.	Group Members	Time Arrival with Signature	Time Finish with Signature	Group Meeting Agenda			Other Remarks e.g potential problems/difficulties/limitations	
				Date: 25/12/2020		Who took the notes? Name: All		Who is leading the discussion? Name: Eddie Wong
				Time: Start Time - 12.00am End Time - 1.00am		Who is talking/giving ideas?		What action needs to be taken? What do we need to bring?
1.	Anatasya Humaira	12.00 <i>Ag</i>	1.00 <i>Ag</i>	1.	Found the Entrepreneur and Division of work	Contributed	Email the Entrepreneur and prepare questions	
2.	Jaydav Vasudevan	12.00 <i>Jaydav</i>	1.00 <i>Jaydav</i>	2.	Found the Entrepreneur and Division of work	Contributed	Prepare as Interviewer	
3.	Adam Wafii Bin Azuar	12.00 <i>Ad</i>	1.00 <i>Ad</i>	3.	Found the Entrepreneur and Division of work	Contributed	Prepare Report	
4.	Eddie Wong Chung Pheng	12.00 <i>Eddie</i>	1.00 <i>Eddie</i>	4.	Found the Entrepreneur and Division of work	Contributed	Prepare Report	
5.	Afif Hazmie Arsyad Bin Agus	12.00 <i>Had</i>	1.00 <i>Had</i>	5.	Found the Entrepreneur and Division of work	Contributed	Prepare Report	
6.	Low Junyi	12.00 <i>Jo</i>	1.00 <i>Jo</i>	6.	Found the Entrepreneur and Division of work	Contributed	Prepare as Interviewer	

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Group meeting 3

No.	Group Members	Time Arrival with Signature	Time Finish with Signature	Group Meeting Agenda				Other Remarks e.g potential problems/ difficulties/limitations
				Date: 29/12/2020		Who took the notes? Name: All	Who is leading the discussion? Name: Low Junyi	
				Time: Start Time - 10.00pm End Time - 11.00pm		No.	Agenda Items What are the things discussed at the meeting?	
1.	Anatasya Humaira	10.00 <i>AH</i>	11.00 <i>AH</i>	1.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	Difficult on finding alternative Entrepreneur and limited time as well
2.	Jaydav Vasudevan	10.00 <i>Jaydav Jaydav</i>	11.00 <i>Jaydav Jaydav</i>	2.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	
3.	Adam Wafii Bin Azuar	10.00 <i>AW</i>	11.00 <i>AW</i>	3.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	
4.	Eddie Wong Chung Pheng	10.00 <i>Eddie</i>	11.00 <i>Eddie</i>	4.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	
5.	Afif Hazmie Arsyad Bin Agus	10.00 <i>HA</i>	11.00 <i>HA</i>	5.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	
6.	Low Junyi	10.00 <i>LJ</i>	11.00 <i>LJ</i>	6.	Response email from Entrepreneur and Alternative way discussed	Contributed	Find alternative Entrepreneur	

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Group meeting 4

No.	Group Members	Time Arrival with Signature	Time Finish with Signature	Group Meeting Agenda				Other Remarks e.g potential problems/ difficulties/limitations
				Date: 4/01/2020		Who took the notes? Name: All	Who is leading the discussion? Name: Jaydav Vasudevan	
				Time: Start Time - 5.30pm End Time - 7.00pm		No.	Agenda Items What are the things discussed at the meeting?	
1.	Anatasya Humaira	5.30 <i>AH</i>	7.00 <i>AH</i>	1.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	
2.	Jaydav Vasudevan	5.30 <i>Jaydav Jaydav</i>	7.00 <i>Jaydav Jaydav</i>	2.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	
3.	Adam Wafii Bin Azuar	5.30 <i>AW</i>	7.00 <i>AW</i>	3.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	
4.	Eddie Wong Chung Pheng	5.30 <i>Eddie</i>	7.00 <i>Eddie</i>	4.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	
5.	Afif Hazmie Arsyad Bin Agus	5.30 <i>HA</i>	7.00 <i>HA</i>	5.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	
6.	Low Junyi	5.30 <i>LJ</i>	7.00 <i>LJ</i>	6.	Discussion on which platform and date of interview to be conducted	Contributed	Prepare and propose a date for the interview	

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Group meeting 5

No.	Group Members	Time Arrival with Signature	Time Finish with Signature	Group Meeting Agenda			Other Remarks e.g potential problems/ difficulties/limitations	
				Date: 9/01/2020		Who took the notes? Name: All		Who is leading the discussion? Name: Adam & Afif
				Time: Start Time - 1.00pm End Time - 3.00pm		No.		Agenda Items What are the things discussed at the meeting?
1.	Anatasya Humaira	1.00 <i>AG</i>	3.00 <i>AG</i>	1.	Division of work	Contributed	Prepare slide	
2.	Jaydav Vasudevan	1.00 <i>Jaydav</i>	3.00 <i>Jaydav</i>	2.	Division of work	Contributed	Prepare report	
3.	Adam Wafii Bin Azuar	1.00 <i>AW</i>	3.00 <i>AW</i>	3.	Division of work	Contributed	Prepare Report	
4.	Eddie Wong Chung Pheng	1.00 <i>Eddie</i>	3.00 <i>Eddie</i>	4.	Division of work	Contributed	Prepare report	
5.	Afif Hazmie Arsyad Bin Agus	1.00 <i>HA</i>	3.00 <i>HA</i>	5.	Division of work	Contributed	Prepare slide	
6.	Low Junyi	1.00 <i>Low Junyi</i>	3.00 <i>Low Junyi</i>	6.	Division of work	Contributed	Prepare slide	

Appendix of Peer Evaluation Form

Name : ADAM WAFIL BIN AZUAR

Matric No : A20EC0003

Date : 12 January 2021

Values: 1= Strongly Disagree 2= Disagree 3= Agree 4=Strongly Agree 5= Distiction

Attribute	Myself	Afif Hazmie Arsyad Bin Agus	Anatasya Humaira	Eddie Wong Chung Pheng	Low Junyi	Jaydav a/l Vasudevan
1. Was dependable in attending group meeting	5	5	5	5	5	5
2. Willingly accepted assigned tasks	5	5	5	5	5	5
3. Contributed positively to group discussion	5	5	5	5	5	5
4. Completed work on time or made alternative arrangements	5	5	5	5	5	5
5. Did work accurately and completely	5	5	5	5	5	5
6. Worked well with others group members	4	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	4	5	5	5	5	5
8. Creates a positive team environment; builds trusting relationships	4	5	5	5	5	5
Total Marks	37	40	40	40	40	40
Average/20%						19.75%

Name : AFIF HAZMIE ARSYAD BIN AGUS

Matrix Card No : A20EC0176

Date : 12 Januari 2021

Values: 1= Stongly Disagree 2=Disagree 3=Agree 4= strongly agree 5= Distiction

Attribute	Your self	1. Anatasya Humaira	2. Adam Wafii Bin Azuar	3. Eddie Wong Chung Pheng	4. Low Junyi	5. Jaydav a/l vasudevan
1. Was dependable in attending group meeting.	5	5	5	5	5	5
2. Willingly accepted assigned tasks.	5	5	5	5	5	5
3. Contributed positively to group discussion.	4	5	5	5	5	5
4. Completed work on time or made alternative arrangements	5	5	5	5	5	5
5. Did work accurately and completely	5	5	5	5	5	5
6. Worked well with others group members	5	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	5	5	5	5	5	5
8. Creates a positive team environment; builds trusting relationships	4	5	4	4	4	4
Total Mark	38	40	39	39	39	40
Average/20 %						19.6%

Name: Anatasya Humaira

Matrix Card No: A20EC0261

Date : 12/1/2021

Values: 1= Strongly Disagree 2=Disagree 3=Agree 4= strongly agree 5= Distiction

Attribute	Your Self	1. Eddie Wong Chung Pheng	2. Afif Hazmie Arsyad Bin Agus	3. Adam Wafii Bin Azuar	4. Jaydav a/l vasudevan	5. Low Junyi
1. Was dependable in attending group meeting.	5	5	5	5	5	5
2. Willingly accepted assigned tasks.	5	5	5	5	5	5
3. Contributed positively to group discussion.	5	5	5	5	5	5
4. Completed work on time or made alternative arrangements	5	5	4	5	5	5
5. Did worke accurately and completely	4	5	5	5	5	5
6. Worked well with others group members	5	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	5	5	5	4	5	5
8. Creates a positive team environment; builds trusting relationships	5	5	5	5	5	5
Total Mark	39	40	39	39	40	40
Average/20 %						19.75%

Name : LOW JUNYI

Matric No : A20EC0071

Date : 12 January 2021

Values: 1= Strongly Disagree 2= Disagree 3= Agree 4=Strongly Agree 5= Distiction

Attribute	Myself	Afif Hazmie Arsyad Bin Agus	Anatasya Humaira	Eddie Wong Chung Pheng	Adam Waffi Bin Azuar	Jaydav a/l Vasudevan
1. Was dependable in attending group meeting	5	5	5	5	5	5
2. Willingly accepted assigned tasks	5	5	5	5	5	5
3. Contributed positively to group discussion	5	5	5	5	5	5
4. Completed work on time or made alternative arrangements	4	5	5	5	5	5
5. Did work accurately and completely	5	5	5	5	5	5
6. Worked well with others group members	5	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	5	5	5	5	5	5
8. Creates a positive team environment; builds trusting relationships	5	5	5	5	5	5
Total Marks	39	40	40	40	40	40
Average/20%						19.92%

Name : JAYDAV VASUDEVAN

Matric No : B20EC0020

Date : 12 January 2021

Values: 1= Strongly Disagree 2= Disagree 3= Agree 4=Strongly Agree 5= Distiction

Attribute	Myself	Afif Hazmie Arsyad Bin Agus	Anatasya Humaira	Eddie Wong Chung Pheng	Adam Waffi Bin Azuar	Low Junyi
1. Was dependable in attending group meeting	5	5	5	5	5	5
2. Willingly accepted assigned tasks	5	5	5	5	5	5
3. Contributed positively to group discussion	5	4	5	5	4	5
4. Completed work on time or made alternative arrangements	5	5	5	5	5	5
5. Did work accurately and completely	5	5	5	5	5	5
6. Worked well with others group members	5	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	5	5	5	5	4	5
8. Creates a positive team environment; builds trusting relationships	5	5	5	5	5	5
Total Marks	40	39	40	40	38	40
Average/20%						19.75%

Name : Eddie Wong Chung Pheng

Matric No : A20EC0031

Date : 12 January 2021

Values: 1= Strongly Disagree 2= Disagree 3= Agree 4=Strongly Agree 5= Distiction

Attribute	Myself	Afif Hazmie Arsyad Bin Agus	Anatasya Humaira	Low Jun Yi	Adam Waffi Bin Azuar	Jaydav a/l Vasudevan
1. Was dependable in attending group meeting	5	5	5	5	5	5
2. Willingly accepted assigned tasks	5	5	5	5	5	5
3. Contributed positively to group discussion	5	5	5	5	5	4
4. Completed work on time or made alternative arrangements	4	5	5	5	4	5
5. Did work accurately and completely	5	5	5	5	5	5
6. Worked well with others group members	5	5	5	5	5	5
7. Shares time, knowledge and credit with other team members	5	5	4	4	5	5
8. Creates a positive team environment; builds trusting relationships	4	5	5	5	5	5
Total Marks	38	40	39	39	39	39
Average/20%						19.5%