

*Mentoring*

Inspire | Connect | Evolve

# IMPACT REPORT



**POLYTECHNIC'S ENTREPRENEURIAL  
AWARDS (PEA) 2015**

Prepared by:



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# EXECUTIVE SUMMARY

The challenges in vision 2020 were launched by Former Prime Minister; Tun Mahathir Mohamad in 1990 is increasing the rate of unemployed graduates as one of the issues that concerns us lately. The factors such as graduates' attributes, lecturers' competency and quality of education have further contributed to an increase in unemployment late nowadays. The need for sustainable job creation is becoming increasingly critical.

Supporting entrepreneurship in the Seberang Perai Polytechnic, Malaysia (PSP), with job creation being a Key Performance Index (KPI) for Polyrate, PolyPMO, Malaysia Polytechnic Entrepreneurship Center (MPEC) & PSP Entrepreneurship Unit target, is key focal point and what we set out to support in 2015. PSP Entrepreneurship Unit continuously strives to support the sustainable development of graduates through the mentoring and evolution of entrepreneurs and leaders. We are from academic line who aims to achieve this by providing mentoring that inspires, connects and guides entrepreneurs and leaders to overcome soft skill and business challenges.



# OUR STORY

## WHY ENTREPRENEURSHIP IN SEBERANG PERAI POLYTECHNIC, MALAYSIA IS SO IMPORTANT TO OUR JOURNEY

**Entrepreneurship is seen as the greatest potential game changer for the employed graduates.**

It is evident that the factors such as graduates' attributes, lecturers' competency and quality of education have further contributed to an increase in unemployment among graduates nowadays. However, despite the stark outlook, the entrepreneurial wave is gaining momentum and there is a growing hope and appetite.



➤ In 2015, 72% of graduates of Diploma of Business Management (DPM) in semester 5 & 6 had expressed a desire to start a business in the following year.

➤ 41 SME's are to be currently operating in the Youth Entrepreneurship Station (YES), Bazaar Malam @ PSP in PSP (offline business) and also online business.

To support these trends, the entrepreneurship ecosystem in PSP continues to grow from strength to strength, ensuring the incubation, development and support of sustainable entrepreneurship and small and medium enterprises (SME's).



# OUR STORY

## OUR JOURNEY

### WHY WE STARTED ON THIS JOURNEY

In 2013, Mohd Hafiz Bin Abdul Halim, a serial entrepreneur educator who had work in PSP over 11 years conducted the Mentoring Experience Programmes (Mentoring). After reflecting upon his own entrepreneurial educator journeys, and drawing inspiration from Malaysian successful entrepreneur Tan Sri Dato` Azman Hashim story, Hafiz realised that he had 213 graduates alongside him throughout his work who have been, and continue to be, key sources of inspiration, support and growth. Hafiz decided to make it his mission to provide an opportunity for every graduate to be supported by a mentor and for those who has experienced the true benefits and the joy of mentoring, they will go on to mentor others, thus evolving the mentoring community. ✨ See Appendix G- Supporting Document: Mentor`s Curriculum Vitae

### WHAT IS MENTORING & COACH?



Definition of mentoring is a personal developmental relationship by sharing transfer knowledge with someone who tells you what you need to know and not necessarily what you want to hear. Mentoring also provides a trusting relationship between a mentor and a graduate, where the graduate can see the bigger picture of themselves and their venture. This enables problems to be addressed, opportunities

to be explored, and actions to be planned. The mentor helps the graduate to solve their own problems, thus developing their decision-making and leadership capabilities. When coaching is provided, the relationship may be extended to improve the individual's performance on the job. This involves either enhancing the current skills or acquiring the new skills.

# OUR STORY

## OUR JOURNEY

### WHERE ARE WE TODAY?

With a Mentoring network of over 41 SMEs (until June 2015), our vision continues to focus on supporting the sustainable development of graduate through the mentoring and evolution of entrepreneurs and leaders. We achieve this by providing mentoring that inspires, connects and guides entrepreneurs and leaders to overcome soft skill and business challenges through:

» Interactive, experiential and ‘Kick start’ workshops with fully supported by empowered partners were managed by PSP Corporate Industrial Services and Employment Centre (CISEC).

» Implementation of Work Based Learning (WBL) as a unique environment learning to accelerated relationship building among the mentor, graduates and industries.



We provide mentoring relationships that significantly increase the chances of sustainable growth and success, both on a personal and business level. To date, we serve over 213 graduates with trained mentors by PB504-Entrepreneurship Development, DPB5063-

Digital Entrepreneurship Development and PB201- Entrepreneurship courses and also student from various academic programmes that interested in entrepreneurship development. This is just the beginning of the story. ✨ *Appendix F-Supporting Document: Entrepreneur Success Story& Achievement of Online Busines.*

# OUR PROGRAMMES

## WHAT WE OFFER

**Mentoring Experience Programme (MEP)** are developed from the syllabus provided by the **Jabatan Pendidikan Politeknik (JPP)** through **PB504-Entrepreneurship Development, DPB5063-Digital Entrepreneurship Development** and **PB201-Entrepreneurship** courses, also from the programmes activities executed by **MPEC** and **PSP Entrepreneurship Unit**, which enables every participant to engage with and benefit from a **Mentoring Experience Programme**.

It is a unique, highly experiential mentoring syllabus, which offers the opportunity for a tailored mix of mentor training, deepening of self-awareness and leadership capability and mentor, accelerate the relationship building and the creation of personalised working agreements for mutual growth and development.

### **ENTREPRENEUR/SME MENTORING EXPERIENCE PROGRAMME (MEP)**

It is aimed at supporting the startup commercial and social entrepreneurs within small and medium sized enterprises and family businesses, the Entrepreneur/SME Mentoring Program is a 1 semester one-to-one and peer mentoring program, which begins with an intensive 2-day Kick start workshop. *See Appendix E- Supporting Documents: Project Proposal & Programme.*

MENTORING  
INSPIRE | CONNECT | EVOLVE

Website, FB, WhatsApp, Email Marketing & Instagram

IN HOUSE TRAINING

Managed by  
Diana Mergal Power Enterprise  
P00119236-K

DIGITAL ENTREPRENEURSHIP  
DEVELOPMENT WORKSHOP

27-30 JUNE 2015

AN OPPORTUNITY NOT TO BE MISSED

»» —————> SIGN UP TODAY <————— ««

DIYANA DPM5B - 074149735

**These activities were conducted during the peer coaching session.**

# OUR PROGRAMMES

## WHAT WE OFFER

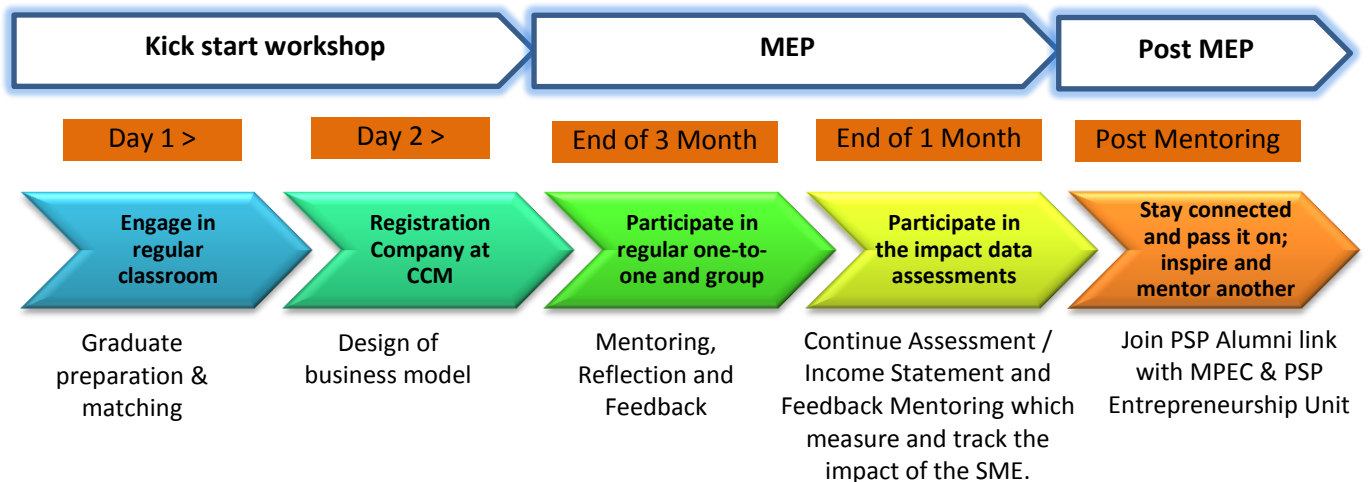
Following the Kick start workshop, graduate and mentor will:

⇒ Engage in the regular classroom, PB504-Entrepreneurship Development/ DPB 5063 Digital Entrepreneurship Development /PB201 Entrepreneurship courses learning or student from various academic programmes that interested in entrepreneurship development.

⇒ Participate in the regular one-to-one and group Mentoring Reflection and Feedback to ensure the relationship remains on track

⇒ Participate in the impact data assessments through Continues Assessment or Income Statement and Feedback Mentoring which measure and track the impact of the SME

⇒ Participate was graduation stay connected and pass it on; inspire and mentor another with join PSP Alumni is automatic link with MPEC and PSP Entrepreneurship Unit.



Mentoring Experience Programme Process have obtained accreditation from the MQA





# OUR PROGRAMMES

## WHAT WE OFFER

Gantt chart show the mentoring and coaching in June 2014 & December 2014 session through PB504-Entrepreneurship Development course.

No	ITP/WBL Process	Action															
		14-Dec				15-Jan				15-Feb				15-Mar			
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4
<b>Kick start workshop</b>																	
1	Introduction students to Industrial Training Programme(ITP) / Work Based Learning (WBL)																
2	Assign student with a course guide that consist of rationale, objective and content																
3	Define roles of mentor and student																
4	Introduce members , designation of work groups & establish ground rules																
5	Discussion <b>Chapter 1: Managing creativity and innovation</b>																
6	Starting a Business in PSP: Business registration(SSM)																
7	Generate ideas to start the business through Brainstorming session, Analysis in choosing the idea and Definition of idea																
8	Design of business model																
	a. Organizational Chart Of Company And Department & Scope Of Duties																
	b. Vision, Mission, Business Aim and Key Performances Index(KPI)																
	c. Preparation of Documents and Record Transactions (Business Files)																

No	ITP/WBL Process	Action															
		14-Dec				15-Jan				15-Feb				15-Mar			
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4

ITP/WBL via PB504

9	Business Plan : Administration & Marketing																		
	Summit Assignment 1																		
10	Discussion <b>Chapter 2: Buying &amp; selling</b>																		
	d. A short activity report in New Media (BlogSpot, Facebook, Twitter, YouTube)																		
	Business Plan : Operation																		
	Present and Summit Assignment 2																		
	Quiz 1																		
11	Discussion <b>Chapter 3: Entrepreneurial Management</b>																		
	Analysis of Business Risk , Financial Risk and Stock Management																		
	Business Plan : Financial																		
	Presentation and Summit Case Study 1																		
12	Discussion <b>Chapter 4: Business Plan</b>																		
	Presentation Business Plan																		
13	Discussion <b>Chapter 5: Financial Control</b>																		
	Notice of AGM																		
	Financial Statement Report																		
	Proposal of distribution of dividend, bonus and contribution of Zakat																		
	Particular of consequential/ Continues Quality Improvement																		

No	ITP/WBL Process	Action															
		14-Dec				15-Jan				15-Feb				15-Mar			
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4
	The minutes of meetings of the board of directors and shareholders																
	Presentation and Summit Assignment 3																
14	Discussion <b>Chapter 6: The issue of entrepreneurship</b>																
	Analysis a minimum three (3) paper research from The Journal of Small Business and Enterprise Development																
<b>Reflection and Feedback</b>																	
15	Mentor given feedback																
16	Conduct self & group feedback on group functioning																
17	Finalize Continues Assessment and mentoring experience feedback																

Legend:

Planning   
 Actual

# OUR PROGRAMMES

## WHAT WE OFFER

Gantt chart show the mentoring and coaching in June 2015 session through DPB5063-Digital Entrepreneurship Development course.

No	ITP/WBL Process	Action															
		15-June				15-July				15-August				15-Sept			
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4
<b>Kick start workshop</b>																	
1	Introduction students to Industrial Training Programme(ITP) / Work Based Learning (WBL)																
2	Assign student with a course guide that consist of rationale, objective and content																
3	Define roles of mentor and student																
4	Introduce members , designation of work groups & establish ground rules																
5	Discussion <b>Chapter 1: Introduction to Digital Entrepreneurship</b>																
6	Generate ideas to start the business through Brainstorming session, Analysis in choosing the idea and Definition of idea																
7	Starting a Business in PSP: Business Registration(SSM)																
8	Design of business model																
	a. Organizational Chart Of Company And Department & Scope Of Duties																
	b. Vision, Mission, Business Aim and Key Performances Index(KPI)																
	c. Preparation of Documents and Record Transactions (Business Files)																



No	ITP/WBL Process	Action															
		15-June				15-July				15-August				15-Sept			
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4

ITP/WBL via PB504

9	Discussion <b>Chapter 2: Social Media Mix</b>																		
	Produce the adjusted strategic social media business plan																		
	Calculate return on investment																		
	Determine B2C/B2B markets																		
	Quiz 1 (Chapter 1 & 2)																		
10	Discussion <b>Chapter 3: Cybersocial Tools</b>																		
	Analysis of Business Risk & Financial Risk																		
	Demonstrate Search Engine Optimization (SEO)																		
	Summit Practical Work 1(Chapter 3)																		
11	Discussion <b>Chapter 4: New Marketing Media For Entrepreneurs</b>																		
	Create online presence using various social media (like Facebook, Instagram and LinkedIn)																		
	Summit Practical Work 2(Chapter 4)																		
12	Discussion <b>Chapter 5: Financial Control</b>																		
	Social Media Mobile																		
	Create email marketing campaign																		
	Summit Practical Work 3(Chapter 5)																		
13	Discussion <b>Chapter 6: Building Website and Linkin Various 1-Marketing Tools</b>																		

No	ITP/WBL Process	Action																							
		15-June				15-July				15-August				15-Sept											
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4								
	Develop website using template & Link social media to the website																								
	Summit Practical Work 4(Chapter 6)																								
14	Discussion <b>Chapter 7: Measuring Results; Building on Success</b>																								
	Develop results from social media tools into data																								
	Make decisions based on numbers																								
	Financial Statement Report																								
	Summit Portfolio (Chapter 2,3,4,5,6 & 7)																								
	Presentation and Summit Final Project (Chapter 7)																								
Reflection and Feedback																									
15	Mentor given feedback																								
16	Conduct self & group feedback on group functioning																								
17	Finalize Continues Assessment and mentoring experience feedback																								

Legend:

Planning   
Actual 



# OUR IMPACT

## WHAT WE HAVE ACHIEVED IN 2014-2015

**Our Impact reports on all Entrepreneur/SME Mentoring programs that were completed and ongoing between July 2014 session until Jun 2015 session.**

The data has been captured from 1 semester and End of Program impact assessment forms, which were circulated to all graduates who participate in our programs.

⇒ Number of mentoring are **213** graduates.

⇒ Percentages of passing graduates in PB504-Entrepreneurship Development course is **99%**

⇒ Total revenue generated by the graduates was **RM 67,257.70**

⇒ Industry focuses of Monitoring before Jun 2015 is **Food and Beverage (F&B) (83.4%), Clothing & Muslim Product (11%) and Watch & Accessories (5.6%).**

⇒ Industry focuses of Monitoring after Jun 2015 are:

Industry focus of Monitoring	Percentage
Beauty & Healthy	14%
Bags	7%
Books	3%
Car accessory	1%
Event management	1%
Fashion	16%
Food and Beverage	27%
Hijab	11%
Muslim Product	3%
Phone accessory	1%
Shoes	1%
T Shirt Printing	1%
Watches	1%
Women Accessory	11%
	100%

### e-POS by DLS

Using Information of A to Double Z Enterprise business data to the e-POS Terminals monitored by Puan Norlia Zakaria as Director of Center of Technology (COT) in Logistic.



⇒ Graduates of Diploma in Logistic Management and Supply Chain(DLS) programme acquire knowledge in logistic management course through the A to Double Z Enterprise business data and implementation of business data using the **Electronic Point of Sales (e-POS)Terminals**.



APACC site visiting @ Ali`s Kiosk



⇒ Asia Pacific Accreditation and Certification Commission (APACC) site visiting at Ali`s Kiosk (A to Double Z Enterprise)@YES on 24 March 2015. PSP have obtained accreditation from the APACC and receive the **Gold Award** on **15 Mei 2015**. See Appendix A- Supporting Document: Impact A Continues Assessment, Appendix B- Impact B: Income Statement, Appendix C- Impact C: Mentoring Experience Programme Feedback and Appendix D- SME Profile & Business Online.





## WHAT WE HAVE ACHIEVED IN 2014-2015

Table 1 shows total revenue generated by the graduates was RM 23,701.20. Empowered partners help the graduates' deeply learning process and it is estimated that there are significant positive relationships between the effectiveness of Work Based Learning (WBL) and graduates' performance.

NO	SME	REVENUE (RM)	
		Owned-STUDENT	Owned-COMMUNITY
1.	A to Double Z Enterprise*		16,446.80***
2.	Emieqa Enterprise**	151.00	
3.	Feed Me enterprise**	80.00	
4.	Eqilyana Enterprise**	38.80	
5.	MPJ Sunshines Enterprise**	273.00	
6.	FAA Sweet Honey Enterprise**	119.50	
7.	Dians Magical Power Enterprise^	751.10	
8.	NDN Diamond Enterprise**	50.00	
9.	Sparkling Generation Enterprise**	50.00	
10.	Aida Cafe Bertam**		230.00
11.	D'Azzalea Enterprise**	360.00	
12.	Hamzul Enterprise**		147.40
13.	Jasmin Textiles**		1224.00
14.	Kembara Bumi Enterprise**		938.60
15.	Lolly KPS Enterprise**	688.00	
16.	MFH Takoyaki Enterprise**		970.00
17.	Rusma Indah Enterprise**		614.00
18.	Ummi Guzel Enterprise**		569.00
Total		2,561.40	21,139.80
<b>Total Revenue</b>		<b>RM 23,701.20</b>	

Table 1: The List of SMEs and Revenue.

\*Revenue data from August 2013 until March 2015

\*\*Revenue data from January 2014 Until March 2015

\*\*\* A to Double Z Enterprise business operation by:

DPM 5A Jun 2013 session	RM 3,418.00
DPM 5B Jun 2013 session	RM 172.50
DPM 2B December 2013 & Jun 2014 session	RM 11,369.50
DPM 5A Dis 2014 session	RM 1,486.80

^ Revenue data from August 2014 until June 2015



**WHAT WE HAVE ACHIEVED IN Digital Entrepreneurship Development Workshop**

Table 2 shows total revenue generated by the graduates was RM 43,556.50 from June 2015 until September 2015. Digital Entrepreneurship Development Workshop was held on 27 until 30 June 2015 help the graduates’ deeply learning process and it is estimated that there are significant positive relationships between the effectiveness of Work Based Learning (WBL) and graduates’ performance.

NO	SME	REVENUE (RM)	
		Owned-STUDENT	Owned-COMMUNITY
1.	Variety For All Enterprise PG0370520-T	1,575.00	
2.	Azwina Enterprise PG0370524-U	1,796.00	
3.	Ann Brand Enterprise PG0370358-K	508,00	
4.	Byafdzul Enterprise PG0370350-D	5,506.50	
5.	Zahrin Legacy Enterprise PG0370519-W	1,150.00	
6.	Mohamad Farid Bin Azwan PG0370498-T	1,042.60	
7.	Syashasyahirah Enterprise PG0370508-V	1,483.60	
8.	Dians Magical Power Enterprise PG0349235-K	1,278.50	
9.	NDN Diamond Enterprise 002392530-X	1,272.00	
10.	Feed Me enterprise PG0360311-M	1,952.50	
11.	Sparkling Generation Enterprise PG0357395-X	1,510.50	
12.	FAA Sweet Honey Enterprise PG0357639-W	1,114.00	
13.	Kari Sembilang Corner PG0352602-T		1,038.00

NO	SME	REVENUE (RM)	
		Owned-STUDENT	Owned-COMMUNITY
14.	A to Double Z 002098079-V		3,459.30
15.	A&A Padu Enterprise 002260275-V		1,182.00
17.	MABS Gear Enterprise PG0370434-M	2,020.00	
18.	Triple MAA Global Enterprise PG0352602-T	2,355.00	
19.	DK Tasty Corner PG0370630-M	-	
20.	My Syaa Collection PG0370548-T	963.00	
21.	Asziemi World Enterprise PG0282443-K		1,096.00
22.	Miz Aggun Enterprise PG0370564-H	385.00	
23.	Nurul Afatin Enterprise PC0012962-U		935.00
24.	Damika Utagma Enterprise KC0029992-T	1,669.00	
25.	Miyras Beauty PG0370497-H	1,934.00	
26.	De Lover Seniorita Syifa Enterprise PG0372424-A	3,600.00	
27.	Rairah Enterprise PG0370417-M	81.00	
28.	Asli Kampung Enterprise PG0370680-T	0	
29.	Fhikah Enterprise PG0370420-M	1,508.00	
30.	Nurliyana Binti Mohd Anuar PG0370970-H	1,650.00	
Total		RM 35,846.20	RM 7,710.30
<b>Total Revenue</b>			<b>RM 43,556.50</b>

Table 2: The List of SMEs and Revenue.

# OUR PARTNER

## NOMINATED LOCAL AND EMPOWERED PARTNERS

To all of our Partners and Sponsors, thank you for your support and commitment in being part of the change and contributing to Mentoring Experience Programme (MEP) growth and journey.



## Corporate Industrial Services and Employment Centre (CISEC)





**OUR PARTNER**

**NOMINATED LOCAL AND EMPOWERED PARTNERS**

**Strategic Partners**



OUR PARTNER

NOMINATED LOCAL AND EMPOWERED PARTNERS

PSP's Partners



Sage Software Sdn Bhd



SME Corporation Malaysia



Qubit Technology



Saniza & Associates



Al Ghufuran Sdn. Bhd

# OUR PARTNER

## NOMINATED LOCAL AND EMPOWERED PARTNERS



**Al Haddad Marketing Sdn. Bhd.**



**MAA Takaful Berhad**



**Logik Express Sdn. Bhd.**



**Great Vision**

## OUR PARTNER

### NOMINATED LOCAL AND EMPOWERED PARTNERS



**Firstlink Sdn Bhd**



**Hisham and Co**

**TES Consultancy Sdn Bhd**

**The AK Academy**

**Azimat Advance Ventures**

**Persatuan Usahawan Kelulut Negeri Kedah**

**Nexzeal Sdn Bhd**

**Fariz Gaskin Technologies**

**Rania Marketing Sdn Bhd**

**Judd Properties (M) Sdn Bhd**

**Suruhanjaya Syarikat Malaysia (SSM)**

**Giatmara Pulau Pinang**

**HR Heritage SPA Sdn Bhd**

**Kolej Komuniti Seberang Jaya**





**IMPACT A: CONTINUES ASSESSMENT**

68 Session-December 2014

68 Session-June 2014

# APPENDIX B

## IMPACT B: INCOME STATEMENT

68 Data from July 2014 until April 2015.

NO	SME
1.	A to Double Z
2.	Emieqa Enterprise
3.	Feed Me enterprise
4.	Eqilyana Enterprise
5.	MPJ Sunshines Enterprise
6.	FAA Sweet Honey Enterprise
7.	Dians Magical Power Enterprise
8.	NDN Diamond Enterprise
9.	Sparkling Generation Enterprise
10.	Aida Cafe Bertam
11.	D'Azzalea Enterprise
12.	Hamzul Enterprise
13.	Jasmin Textiles
14.	Kembara Bumi Enterprise
15.	Lolly KPS Enterprise
16.	MFH Takoyaki Enterprise
17.	Rusma Indah Enterprise
18.	Ummi Guzel Enterprise

# APPENDIX B

## IMPACT B: INCOME STATEMENT

68 Data from June 2015.

NO	SME
1.	Variety For All Enterprise
2.	Azwina Enterprise
3.	Ann Brand Enterprise
4.	Byafdzul Enterprise
5.	Zahrin Legacy Enterprise
6.	Mohamad Farid Bin Azwan
7.	Syashasyahirah Enterprise
8.	Dians Magical Power Enterprise
9.	NDN Diamond Enterprise
10.	Feed Me enterprise
11.	Sparkling Generation Enterprise
12.	FAA Sweet Honey Enterprise
13.	Kari Sembilang Corner
14.	A to Double Z
15.	A&A Padu Enterprise
16.	MABS Gear Enterprise
17.	Triple MAA Global Enterprise
18.	DK Tasty Corner
19.	My Syaa Collection
20.	Asziemi World Enterprise
21.	Miz Aggun Enterprise
22.	Nurul Afatin Enterprise
23.	Damika Utagha Enterprise
24.	Miyras Beauty
25.	De Lover Seniorita Syifa Enterprise
26.	Rairah Enterprise
27.	Asli Kampung Enterprise
28.	Fhikah Enterprise
29.	Nurliyana Binti Mohd Anuar



# APPENDIX C

## IMPACT C: MENTORING EXPERIENCE PROGRAMME FEEDBACK

- 6/ Data from July 2014 until Jun 2015.
- 6/ MEP Feedback Form.

# APPENDIX D

## SUPPORTING DOCUMENT: SME PROFILE & ONLINE BUSINESS

NO	SME	OWNED	REGISTRATION NO.
1.	A to Double Z	Siti Hawa Binti Hj Abdul Halim	-
2.	Emieqa Enterprise	Nur Syafiqqa Binti Ishak	10DPM12F2036
3.	Feed Me enterprise	Muhamad Faiz Bin Zulkeflee	10DPM12F2031
4.	Eqilyana Enterprise	Alya Atirah Binti Muhamad Kamal	10DPM12F2079
5.	MPJ Sunshines Enterprise	Jiveneswary A/P Paramasivan	10DPM12F2001
6.	FAA Sweet Honey Enterprise	Nur Faizah Binti Othman	10DPM12F2004
		Athirah Binti Md Akhir	10DPM12F2029
7.	Dians Magical Power Enterprise	Nur Diyana Binti Arba`ai	10DPM13F1136
8.	NDN Diamond Enterprise	Nur Dalila Bt Mohd Nawawi	10DPM12F2037
9.	Sparkling Generation Enterprise	Azureen Fazlida Binti Abdul Karim	10DPM12F2002
10.	Aida Cafe Bertam	Noor Hasidah Binti Idris	-
		Abd Karim Bin Tajudin	-
11.	D'Azzalea Enterprise	Nur Hidayah Binti Abdul Salim	10DPM12F2042
12.	Hamzul Enterprise		-
13.	Jasmin Textiles		-
14.	Kembara Bumi Enterprise		-
15.	Lolly KPS Enterprise	Pavitra A/P Munian	10DPM12F2070
16.	MFH Takoyaki Enterprise		-
17.	Rusma Indah Enterprise	Rusma Binti Abu Bakar	-
18.	Ummi Guzel Enterprise		-



# APPENDIX D

## SUPPORTING DOCUMENT: SME PROFILE & ONLINE BUSINESS

6 Data Online Business from June 2015.

NO	SME	OWNED	REGISTRATION NO.
1.	Variety For All Enterprise	Nur Syafiqah Binti Sukarmin Nur Amalina Binti Mohd. Fuad	10DPM13F1040 10DPM13F1145
2.	Azwina Enterprise	Nurazwashaera Binti Ahmad Shawirna Aifa Binti Ahmad Taufik Nur Najihah Binti Khairuldin	10DPM13F1067 10DPM13F1100 10DPM13F1148
3.	Ann Brand Enterprise	Nurfatihah Binti Abdullah Nur' Diyana Binti Abdul Aziz	10DPM13F1058 10DPM13F1004
4.	Byafdzul Enterprise	Auni Fathiah Binti Zuhairi	10DPM13F1073
5.	Zahrin Legacy Enterprise	Zaharatul Ain Binti Abd Halim Siti Solihah Binti Puad @ Awang Muhamad Nizar Bin Mohd Yusoff	10DPM13F1076 10DPM13F1049 10DPM13F1121
6.	Mohamad Farid Bin Azwan	Mohamad Farid Bin Azwan	10DPM13F1097
7.	Syashasyahirah Enterprise	Nur Syahirah Binti Mohd Romzi	10DPM13F1064
8.	Dians Magical Power Enterprise	Nur Diyana Binti Arba`ai	10DPM13F1136
9.	NDN Diamond Enterprise	Nur Dalila Bt Mohd Nawawi	10DPM12F2037
10.	Feed Me enterprise	Muhamad Faiz Bin Zulkeflee	10DPM12F2031
11.	Sparkling Generation Enterprise	Azureen Fazlida Binti Abdul Karim	10DPM12F2002
12.	FAA Sweet Honey Enterprise	Nur Faizah Binti Othman Athirah Binti Md Akhir	10DPM12F2004 10DPM12F2029
13.	Kari Sembilang Corner	Mohd Idros Bin Salleh	-
14.	A to Double Z	Siti Hawa Binti Hj Abdul Halim	-
15.	A&A Padu Enterprise	Osman Bin Kadir	-
16.	MABS Gear Enterprise	Muhammad Ammar Bin Shahril	10DPM13F1117
17.	MAA Global Enterprise Triple	Mohd Adib Bin Azman Abdul Muiz Bin Munadi Adriana Afiqah Binti Azlan Zaidy	10DPM13F1060 10DPM13F1078 10DPM13F1114
18.	DK Tasty Corner	Devaparimala A/P Ratinnam Kasturi A/P S Neelamagan	10DPM13F1141 10DPM13F1111
19.	My Syaa Collection	Fatin Natasya Binti Hamzah Siti Hajar Maisarah Binti Zulkifli	10DPM13F1099 10DPM13F1081
20.	Asziemi World Enterprise	Mohd Fauzi Bin Mohd Sirat	-
21.	Miz Aggun Enterprise	Nurul Izani Binti Mohd Sakri	10DPM13F1120
22.	Nurul Afatin Enterprise	Nurul Afatin Binti Rusli	-

<b>NO</b>	<b>SME</b>	<b>OWNED</b>	<b>REGISTRATION NO.</b>
23.	Damika Utagha Enterprise	Norhaida Binti Ishak	10DPM13F1126
24.	Miyras Beauty	Sabrina Binti Shukor Morris	10DPM13F1108
25.	De Lover Senorita syifa Enterprise	Nuraqilah Binti Ramli	10DPM13F1090
26.	Rairah Enterprise	Nur Raihan Binti Abd Rahim	10DPM13F1069
		Erni Nadzirah Binti Mohd Nasir	10DPM13F1051
27.	Asli Kampung Enterprise	Nur Syafiqah Binti Saad	10DPM13F1036
28.	Fhikah Enterprise	Nor Fatehah Binti Zaini	10DPM13F1072
		Nurul Athikah Binti Muhammad Azahar	
29.	Nurliyana Binti Mohd Anuar	Nurliyana Binti Mohd Anuar	10DPM13F1033

# APPENDIX E

## SUPPORTING DOCUMENTS: PROJECT PROPOSAL & PROGRAMME

- 66 Memo JP: Lantikan Sebagai Koordinator Kursus Keusahawanan
- 66 Pasar Malam Politeknik Seberang Perai Perai Sesi Jun 2015
- 66 Program Pembangunan Keusahawanan Politeknik Malaysia Seberang Perai
- 66 Pasar Malam Politeknik Seberang Perai Perai Sesi Disember 2014
- 66 Makmal Keusahawanan Politeknik Seberang
- 66 Food Delicacy Sdn Bhd: Lawatan Sambil Belajar & Francaisor Ali Mart

# APPENDIX F

## SUPPORTING DOCUMENT: ENTREPRENEUR SUCCESS STORY & ACHIEVEMENT OF ONLINE BUSINESS

68 Achievement of Online Business from June 2015.



**NUR DIYANA BINTI ARBA`AI**

**OWNER**  
DIANS MAGICAL POWER ENTERPRISE PG0349235-K

**EMAIL**  
diansmagicalpower2014@gmail.com

**CONTACT**  
017-4142735

**JOB CREATION**  
Created 2 new jobs

**BUSINESS GROWTH, SUSTAINABILITY AND SUCCESS**  
Increased the company's revenue

**LEADERSHIP**  
Developed confidence in her business decision-making abilities and capabilities

**MY JOURNEY**

- Incubation Programme  
Disa 2013 & Jun 2014 session
- 'Kick start'  
17 August 2014
- Dians Magical Power Enterprise  
19 August 2014
- MEP  
till now
- POST MEP  
in future



*My Story*

*My Mentor My Inspiration*

SUSTAINABLE + SUCCESS

Develop my owned business is one area challenging for me. There should be a mentor, my family and friends to support and encouragement when carrying out business activities. In the second semester, I got my inspiration to start the business from my Academic Advisory. I started business since joining the A to Double Z in December 2013 session. At beginning, I was appointed as Human Resources Officer. I searching my job scope as Human Resources Officer practically under supervision my mentor, Mr. Hafiz. By his continuous support can inject entrepreneurial spirit in me to open my first businesses. After eight months of joining the company A to Double Z, I have set up my own company and registered with the SSM on August 19, 2014 the Company named is Dians Magical Power Enterprise. I am running this business for the guidance of my mentor, Mr. Hafiz who has worked as lecturers of Commerce Department, PSP. I had a mentor who can guide me to run my business activities. I'm join Mentoring Experience Programme and activities executed by MPEC and PSP Entrepreneurship Unit. Mentor has made me more confident to venture into business and develop my company. My aspires to thank my mentor and who always provided support and encouragement during the difficult and happy until today. I hope business is to own the product stands out, grow my business and become a successful company in future.



**SUPPORTING DOCUMENT: MENTOR'S CURRICULUM VITAE**

68 Mohd Hafiz bin Abdul Halim