

TAWFIK JELASSI
ALBRECHT ENDERS
FRANCISCO J. MARTÍNEZ-LÓPEZ

Third Edition

STRATEGIES FOR E-BUSINESS

Creating value through electronic and
mobile commerce

CONCEPTS AND CASES



Creating Value Through Electronic Commerce

N Colangelo



Creating Value Through Electronic Commerce:

Strategies for E-business Tawfik Jelassi, Albrecht Enders, 2005 Do you want a book that links e business to overall corporate strategy That has case studies that investigate the dot com phenomenon as well as the dot bomb disasters This important new textbook offers a framework for comprehensive e business strategy formulation based on rigorous and time proven concepts from the field of strategic management adapted to the specific context of e business Ideal for MBA students upper level undergraduates and practitioners Strategies for e Business provides the reader with tools for analysing 28 original case studies examining how companies have developed and implemented electronic and mobile commerce strategies The cases are contributed and researched by acknowledged experts and have been chosen to represent a range of industries including banking retailing media education manufacturing and advertising in Europe and beyond Strategies for e Business is packed with a treasury of timely and insightful international case studies the very best concepts from academics and powerful prescriptions for practising managers who wish to navigate the world of e business without the hype This highly readable book is clearly the culmination of years where Jelassi in particular has remained at the forefront of making e business particularly relevant to the practising manager gleaned deep insights from case research on how firms use e business to gain competitive advantage and his own leading academic research Professor Andrew Boynton Director of the Executive MBA IMD Lausanne This textbook is a great resource for everybody who is active in e business The comprehensive case studies outline the new pillars for success a solid business model and well founded strategy adapted to the unique characteristics of the digital world Philipp Justus Managing Director eBay Germany I have used several of the case studies that Jelassi has produced in my own teaching and find them to be invaluable This will become in my opinion one of the best textbooks on e commerce It combines case studies with a serious and respected intellectual perspective I would definitely adopt it books like this are rare Neil Pollock Lecturer in e Business Management School and Economics The University of Edinburgh The practical approach of this book inspires the reader to create value with e business It breaks down the barriers between conventional business and e business The carefully researched and well written case studies vividly demonstrate how to achieve sustainable advantage through new technologies Haider Rashid Chief Information Officer ABB Group Tawfik Jelassi is Professor of e Business and Information Technology at the School of International Management at Ecole Nationale des Ponts et Chaussees Paris France Albrecht Enders is an Associate with The Boston Consulting Group Cologne Germany

Electronic Commerce: Concepts, Methodologies, Tools, and Applications Becker, Annie, 2007-12-31 Compiles top research from the world's leading experts on many topics related to electronic commerce Covers topics including mobile commerce virtual enterprises business to business applications Web services and enterprise methodologies Digital Business and Electronic Commerce Bernd W. Wirtz, 2021-03-28 This textbook introduces readers to digital business from a management standpoint It provides an overview of the foundations of digital business with basics activities and success

factors and an analytical view on user behavior Dedicated chapters on mobile and social media present fundamental aspects discuss applications and address key success factors The Internet of Things IoT is subsequently introduced in the context of big data cloud computing and connecting technologies with a focus on industry 4 0 smart business services smart homes and digital consumer applications as well as artificial intelligence The book then turns to digital business models in the B2C business to consumer and B2B business to business sectors Building on the business model concepts the book addresses digital business strategy discussing the strategic digital business environment and digital business value activity systems dVASs as well as strategy development in the context of digital business Special chapters explore the implications of strategy for digital marketing and digital procurement Lastly the book discusses the fundamentals of digital business technologies and security and provides an outline of digital business implementation A comprehensive case study on Google Alphabet explaining Google s organizational history its integrated business model and its market environment rounds out the book

International Conference on E-Commerce and Contemporary Economic Development ,2014-06-24 International Conference on E Commerce and Contemporary Economic Development ECED 2014 which will be held on June 7 8 2014 The ECED 2014 aims to bring together researchers educators and students from around the world in both industry and academia for sharing the state of art research results and applications for exploring new areas of research and development and for discussing emerging issues on E commerce and Contemporary Economic Development fields 2014 International Conference on E commerce and Contemporary Economic Development ECED2014 aims to bring together researchers engineers and students from around the world in both fields about E commerce and Contemporary Economic Development for information sharing and cooperation Researchers and practitioners are invited to submit their contributions to ECED2014 *HCI in Business, Government, and Organizations: eCommerce and Innovation* Fiona Fui-Hoon Nah,Chuan-Hoo Tan,2016-07-04 This volume constitutes the refereed proceedings of the Third International Conference on HCI in Business Government and Organizations HCIBGO 2016 held as part of the 18th International Conference on Human Computer Interaction HCII 2016 which took place in Toronto Canada in July 2016 HCII 2016 received a total of 4354 submissions of which 1287 papers were accepted for publication after a careful reviewing process The 53 papers presented in this volume are organized in topical sections named social media for business electronic mobile and ubiquitous commerce business analytics and visualization branding marketing and consumer behavior and digital innovation *Advances in Construction ICT and e-Business* Srinath Perera,Bingunath Ingirige,Kirti Ruikar,Esther Obonyo,2017-05-08 This internationally conducted study of the latest construction industry practices addresses a broad range of Information and Communication Technology applications Drawing on research conducted in the US and UK this book presents the state of the art of various ebusiness processes and examines BIM virtual environments and mobile technologies Innovation is a theme that runs throughout this book so in addition to the direct impact of these new technical achievements it also considers the management styles that helped them to emerge

Examples from industry are illustrated with case studies and presented alongside research from some of the best known academics in this field This book is essential reading for all advanced students and researchers interested in how ICT is changing construction management and the construction industry *E-commerce and Cultural Values* Theerasak Thanasankit,2003-01-01 There is substantial interest in research in developing countries especially in the use implementation and development of information technology and systems Many researchers have been moving toward an understanding of indigenous social and cultural structures and how they influence the use and development of information systems *E Commerce and Cultural Values* addresses these issues and brings together scholars to share their expertise on different aspects of the social side of e Commerce and information systems and how they impact the cultural values of a society *Emerging Markets and E-Commerce in Developing Economies* Rouibah, Kamel,Khalil, Omar E. M.,Hassanien, Aboul Ella,2008-10-31 This book provides researchers readers with a synthesis of current research on developing countries experience with e commerce Provided by publisher **Mobile Electronic Commerce** June Wei,2014-11-20 Mobile commerce transactions continue to soar driven largely by the ever increasing use of smartphones and tablets This book addresses the role of industry academia scientists engineers professionals and students in developing innovative new mobile commerce technologies It also discusses the impact of mobile commerce on society economics culture organizations government industry and our daily lives This book brings together experts from multiple disciplines in industry and academia to stimulate new thinking in the development of mobile commerce technology Development Centre Studies Electronic Commerce for Development OECD Development Centre,2002-11-06 This publication shows new information and communications technologies like mobile telephony and the Internet have been affecting low income communities and small entrepreneurs in emerging economies Digital Entrepreneurship and Co-Creating Value Through Digital Encounters Edghiem, Farag,Albakri, Mohammed,Wood, Robert,2023-05-15 Digital technologies have enabled certain opportunities for industries societies and companies to change for the better The service sector has essentially evolved through significant developments in recent decades such as the increasing adoption of artificial intelligence AI applications and automated technologies including service robots chatbots and virtual assistants Both digital transformation and digital entrepreneurship are multifaceted areas that relate to varied emerging technologies that have recently dominated the current service industry These technologies serve to enhance various sociotechnical areas including communication and collaboration as well as co creating business value and promoting service automation *Digital Entrepreneurship and Co Creating Value Through Digital Encounters* contributes to the services digital transformation and digital entrepreneurship domain by uncovering contemporary innovations used in the modern service industry It supports modern applications of Industry 4 0 digital transformation and entrepreneurship to facilitate value co creation for contemporary businesses Covering topics such as big data management industrial relations and tourist destination selection this premier reference source is an ideal resource for

entrepreneurs business owners and managers government officials policymakers students and educators of higher education librarians researchers and academicians Digital Business and E-commerce Management Dave Chaffey,David Edmundson-Bird,Tanya Hemphill,2019 Written in an engaging and informative style Digital Business and E Commerce Management will give you the knowledge and skills to be able to handle the speed of change faced by organisations in the digital world In this seventh edition of the book Chaffey Hemphill and Edmundson Bird bring together the most recent academic and practitioner thinking covering all aspects of digital business including strategy digital comms and transformation **Handbook of Research on Techno-Entrepreneurship, Second Edition** François Thérin,2014-01-31 With chapters focusing on China India Southeast Asia and South America the Handbook explores views on the new hot spots in techno entrepreneurship development Electronic Commerce Efraim Turban,David King,Jae Kyu Lee,Ting-Peng Liang,Deborrah C. Turban,2015-01-29 Throughout the book theoretical foundations necessary for understanding Electronic Commerce EC are presented ranging from consumer behavior to the economic theory of competition Furthermore this book presents the most current topics relating to EC as described by a diversified team of experts in a variety of fields including a senior vice president of an e commerce related company The authors provide website resources numerous exercises and extensive references to supplement the theoretical presentations At the end of each chapter a list of online resources with links to the websites is also provided Additionally extensive vivid examples from large corporations small businesses from different industries and services governments and nonprofit agencies from all over the world make concepts come alive in Electronic Commerce These examples which were collected by both academicians and practitioners show the reader the capabilities of EC its cost and justification and the innovative ways corporations are using EC in their operations In this edition previous editions published by Pearson Prentice Hall the authors bring forth the latest trends in e commerce including social businesses social networking social collaboration innovations and mobility **eBusiness in Healthcare** Ursula Hübner,Marc A. Elmhurst,2007-10-23 eProcurement in Healthcare is a book that aggregates 5 years of experience of three successive R and D projects ELCH GetTogether GROPIs covering technical and organizational issues of eProcurement The projects which were funded partly by the government and partly by industry and hospitals looked at the characteristics of procurement processes and at standard technologies Two of the projects included case studies ELCH GROPIs the third project focused on the development of standard business objects for eProcurement in healthcare GetTogether Together they form a rich source of information worth communicating to a large audience of experts and newcomers alike Results from the projects are supplemented by the contributions of international experts and their particular views on eProcurement which gives the book a global perspective and hence allows its readers to learn from a variety of different approaches Each chapter of the book is structured in a way that satisfies the needs of executives as well as academics A management summary tables and graphics together with key statements of experts allow the quick reader to capture the main message of each chapter

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Table of Contents Creating Value Through Electronic Commerce

1. Understanding the eBook Creating Value Through Electronic Commerce
 - The Rise of Digital Reading Creating Value Through Electronic Commerce
 - Advantages of eBooks Over Traditional Books
2. Identifying Creating Value Through Electronic Commerce
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Creating Value Through Electronic Commerce
 - User-Friendly Interface
4. Exploring eBook Recommendations from Creating Value Through Electronic Commerce
 - Personalized Recommendations
 - Creating Value Through Electronic Commerce User Reviews and Ratings
 - Creating Value Through Electronic Commerce and Bestseller Lists
5. Accessing Creating Value Through Electronic Commerce Free and Paid eBooks
 - Creating Value Through Electronic Commerce Public Domain eBooks
 - Creating Value Through Electronic Commerce eBook Subscription Services

- Creating Value Through Electronic Commerce Budget-Friendly Options
- 6. Navigating Creating Value Through Electronic Commerce eBook Formats
 - ePub, PDF, MOBI, and More
 - Creating Value Through Electronic Commerce Compatibility with Devices
 - Creating Value Through Electronic Commerce Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Creating Value Through Electronic Commerce
 - Highlighting and Note-Taking Creating Value Through Electronic Commerce
 - Interactive Elements Creating Value Through Electronic Commerce
- 8. Staying Engaged with Creating Value Through Electronic Commerce
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Creating Value Through Electronic Commerce
- 9. Balancing eBooks and Physical Books Creating Value Through Electronic Commerce
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Creating Value Through Electronic Commerce
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Creating Value Through Electronic Commerce
 - Setting Reading Goals Creating Value Through Electronic Commerce
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Creating Value Through Electronic Commerce
 - Fact-Checking eBook Content of Creating Value Through Electronic Commerce
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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