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These discussions will be helpful in highlighting issues and providing some solutions to practitioners who are operating in new environments This book will be invaluable to sales researchers as it summarises current knowledge about key sales and sales management topics and indicates possible future research directions

E-Commerce Strategy Sanjay Mohapatra,2012-10-02 E Commerce Strategy Text and Cases provides the fundamental literature required for graduate students and practitioners to understand electronic commerce Each chapter provides clearly designed learning objectives and review questions to highlight the major topics and goals This book covers many of the new innovations and technologies that have been established for e commerce site development Unlike similar books topics such as e channel adoption factors affecting e commerce adoption and strategy design are reviewed in greater depth Additionally the book examines areas not normally covered like open source online research and peer to peer systems E Commerce Strategy Text and Cases is divided into two parts Part 1 examines the evolution of e commerce analyzes different sectors such as B2B and m Commerce and explores the challenges they face Case studies of well known companies reinforce the concepts learned to demonstrate both successes and failures in the field Part 2 deals with developing strategies in e Commerce and looks at future trends including Web 2 0 Overall the useful guidelines provided should prove valuable to students and researchers in the field

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