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# On-Line Profits

A Manager's Guide to  
Electronic Commerce

On-Line Profits

Peter G. W. Keen and Craigg Ballance

# On Line Profits A Managers Guide To Electronic Commerce

**Anthony Tarantino**



## **On Line Profits A Managers Guide To Electronic Commerce:**

Electronic Commerce Ravi Kalakota, Andrew B. Whinston, 1997 This book is the ideal starting point for business managers involved with electronic commerce as well as technical professionals who want to keep abreast of the latest trends and issues in management practices affected by electronic commerce technology You will learn about firewalls transaction security electronic payment methods and the management issues facing Internet Service Providers Also fully covered are electronic commerce applications internal to the corporation supply chain management manufacturing and finance *Introducing Information Management* Matthew Hinton, 2006-08-11 This book provides a clear and concise overview of Information Management covering the key aspects of infrastructure design information assets and managing information Part 1 explores the diversity and changing nature of managing the information management function Part 2 investigates the role of information as an organizational resource Part 3 focuses on managing organizational data and information Part 4 examines the role of information management in organizational strategy and change Cases on Worldwide E-Commerce: Theory in Action Raisinghani, Mahesh S., 2001-07-01 Cases on Worldwide E Commerce Theory in Action provides detailed case studies of opportunities and challenges in worldwide e commerce as the Internet economy and globalization trends erase the traditional IT and geographical boundaries The cases based on real life experience in e commerce will demonstrate situations and challenges for a world in which IT is no longer restricted by corporate walls **From .com to .profit** Nick Earle, Peter G. W. Keen, 2002-02-28 Until now all it s taken to build a successful e business is the right technology An online storefront goes up and a company s market capitalization goes through the roof despite low sales and no profits But now the race to get online is over As the new economy rapidly becomes the only economy Internet companies must learn how to create sustainable value if they re going to survive This book provides the solid business basics companies need to move from the old era of com to the next era of profit Nick Earle the driving force behind Hewlett Packard s worldwide Internet strategy and Peter Keen a visionary in the world of business and technology have been anticipating online trends and communicating them to managers for over twenty years Here they team up to forecast the future of Internet commerce and to lay out the six key imperatives that will determine the difference between successful and unsuccessful e business in the coming decade Earle and Keen show managers how to perfect the logistics cement the relationships build the brands transform the capital and cost structures harmonize the sales channels and provide the services that are crucial to delivering both value and profits on the Web Using examples from HP and other top companies around the world the authors go beyond Internet hype to lay out strategic action in the key areas of technology finance and marketing In the process they provide all the useful information timely insights and practical advice managers need to build business plans for the new economy that really work **Cases on Electronic Commerce Technologies and Applications** Khosrow-Pour, D.B.A., Mehdi, 2006-04-30 Electronic commerce technologies and applications have changed the way information technology is used in business and society

allowing organizations worldwide to expand their market reach and their customer service Cases on Electronic Commerce Technologies and Applications presents a wide range of real life cases that describe the successful and unsuccessful adoption of e commerce e business e government mobile commerce and Web services technologies This collection provides significant insight on the successful implementation of these areas     Electronic Commerce: Opportunity and Challenges Rahman, Syed Mahbubhur,Raisinghani, Mahesh S.,1999-07-01 Some analysts predict that electronic commerce will grow to more than 300 billion in the next five years With electronic commerce growing in exponentially staying competitive through an effect e business strategy is a tough challenge Electronic commerce represents one of the most promising directions for generating competitive advantage at the micro level of the organization and for increasing productivity at the macro level of the economy Electronic Commerce Opportunity and Challenges looks at the critical fundamental elements that could impact a user s perception of business to business and business to consumer electronic commerce It presents a study of key components and concepts of e commerce evaluating the critical success factors for global e commerce the economics of e commerce and the practical issues involved with e commerce in various applications     *EBOOK: Management Information Systems - Global edition* James O'Brien,George Marakas,2011-04-16 The benchmark text for the syllabus organised by technology a week on databases a week on networks a week on systems development etc taught from a managerial perspective O'Brien s Management Information Systems defines technology and then explains how companies use the technology to improve performance Real world cases finalise the explanation     **Plunkett's E-Commerce & Internet Business Almanac** Jack W. Plunkett,2009-03 Market research guide to e commerce and internet business a tool for strategic planning competitive intelligence employment searches or financial research Contains trends statistical tables and an industry glossary Includes one page profiles of e commerce and internet business firms includes addresses phone numbers executive names     NetPolicy.com Leslie David Simon,2000-10-31 A panoramic view of the Internet s impact on U S and global institutions written from the perspective of the year 2000     Electronic Commerce ,1997     **On-line Profits** Peter G. W. Keen,Craig Ballance,1997 Illustrates terms and concepts associated with the technical commercial and organizational aspects of doing business on line     *CIO* ,1998-04-01     *E-Commerce* Parag Diwan,Sunil Sharma,2002-08 This book covers various standards in E commerce e g data communication and data translation There are extensive illustrations on various issues and E commerce models which provide a direction in the process of universal E commerce It is a complete guide to a business manager     **Museum Store: The Manager's Guide** Museum Store Association,2024-06-25 This practical guide is a must own resource for every museum store office The eight chapter volume includes a wealth of advice on best practices compiled by the MSA to help members become more successful in every aspect of their business Get guidance from experienced store manager pros to help you correctly evaluate your store s performance and get on track to boost every aspect of performance If you add just one educational resource to your library this year this book should be it

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**Electronic Business: Concepts, Methodologies, Tools, and Applications** Lee, In, 2008-12-31 Enhances libraries worldwide through top research compilations from over 250 international authors in the field of e business *Harvard Business Review*, 1998

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Mehdi Khosrowpour, **The Internet Encyclopedia** Hossein Bidgoli, 2004 Publisher Description

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