



ST. LAWRENCE HIGH SCHOOL
A Jesuit Christian Minority Institution
STUDY MATERIAL
CLASS -XI



SUBJECT -BSTD CHAPTER 5 -Emerging modes of business Basic concept

Date - 21.11.20

1. E business refers to “Carrying on business activities through internet.”

2. Scope of e-business

(i) B2B Commerce

Transaction taking place between business units are known as B2B transaction.

These transactions may involve

(a) Creation of utility

(b) Collaborations

(c) Commercial negotiations

(d) Inviting tenders

(ii) B2C Commerce

The transaction taking place between business units and customers are known as B2C transaction.

B2C transaction may involve

(a) Selling and distribution

(b) After sale service

(c) Promotion and other marketing activities

(iii) C2C Commerce

The transaction taking place between customer and customers are known as C2C transaction

C2C transactions may involve

- (a) Selling used books, clothes etc
- (b) Selling antique items
- (c) Information about the quality and durability of products etc

(iv) Intra b-commerce

This refers to transactions between the parties or persons who are the part of one firm only.

Intra b-commerce transactions may involve

- (a) Interaction between any two departments of one firm
- (b) Placing orders and giving instructions of suppliers
- (c) Recruitment selection and training of employees.

3. Merits

- (i) Easy to form and lower investment is required
- (ii) Convenience
- (iii) Speed
- (iv) Global reach
- (v) Cost saving
- (vi) Movement towards a paperless society

4. Limitations

- (1) Low personal touch
- (ii) Delay in delivery
- (iii) Requirement of hardware
- (iv) Risk
- (v) Low ethics

Resources Required for Successful e-Business Implementation

The resources required for the e-Business are:

1. Computer system – The presence of computer system is the first requirement of e-Business. The computer can be linked with Internet by just pressing its keys.
2. Internet connection – Internet connection is very essential and now a days we can get this facility by sitting at home.
3. Preparing the web Page – web page has the greatest importance in the use of e-Business. It is also known as Home Page. Any product that is to be shown on Internet is displayed on web page.
4. Effective telecommunication system – e-business requires an effective telecommunication system in the form of telephone lines etc.

On Line Transactions

On line transaction means receiving information about goods, placing an order, Receiving delivery and making payment through medium of internet. Under this system, the sale purchase of every type of thing, information and service is possible.

Payment Mechanism

Payment for the purchases through online shopping may be done in following ways:

1. Cash on delivery (COD) – Cash payment can be made at the time of physical delivery of goods.
2. Net-banking transfer – The customer can make electronic transfer of funds(EFT) to account of online vendor over the internet.
3. Credit or Debit cards – The customer can make payment for online transaction through debit or credit card by giving the number and name of bank of card.

Security and Safety of e-Transactions

The following methods can be used to ensure security and safety of online transactions.

1. Confirming the details before the delivery of goods – The customer is required to furnish the details such as credit card no., card issuer and card validity online.
2. Anti VirusProgrammes – Installing and timely updating antivirus programmes provides protection to data files, folders and system from virus attacks.
3. Cyber crime cells – Govt. may setup special crime cells to look into the cases of hacking and take necessary action against the hackers.

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