1. What is currently the most popular electronic auction house?
   1. eBay
2. What are the differences between consumer auction houses and B2B (business to business) auction houses?
   1. Consumer AH- Consumers are allowed to trade with one another
   2. B2B-Only businesses can trade with one another
3. Define Liquidation Brokers.
   1. Individuals who assist with locating excess merchandise; these individuals are both a buyer and a seller which allows them to earn commission from sale transactions
4. Explain how a seller-bid auction works.
   1. A seller posts a product or item online that they want to sell, then the largest bigger gets the item after the auction deadline passes
5. What would be the advantage to the consumer of using a group purchasing site?
   1. Discounts
6. Define "virtual community."
   1. Term to describe online communities
7. Who owns Geocities? What price did they pay? Do you think it was worth it?
   1. Yahoo! Inc, they paid $5 Billion for it, I do not think it was worth it
8. How does a web portal generate income?
   1. Through advertising
9. List examples of web portals.
   1. Google
   2. Yahoo
   3. YouTube
10. Define portal.
    1. A “doorway” to internet browsing
11. Define ISP.
    1. Internet Service Provider; provides Internet for individuals
12. Define ASP.
    1. Application Service Provider; provides individuals access over the Internet to application programs and related services that would normally be on one’s own PC.
13. What is a CSP?
    1. Commerce Service Providers; offers technical services to e-businesses engaged in e-Commerce
14. Why would you use a SAN?
    1. Storage Area Network; high speed network of storage devices that connects those devices to servers; they keep everything in once place
15. What is the most used connection device for consumers today to the Internet?
    1. Modems
16. What kinds of software are now sold due to Internet store fronts?
    1. ASO’s, CSP’s and ISP’s
17. Differentiate between a static catalog and a dynamic catalog.
    1. Static catalogs are purely in HTML while dynamic are more complex and use other languages
18. Why does a business need to use encryption software?
    1. To prevent crackers from infiltrating
19. What is the purpose of a firewall?
    1. To protect the computer from unknown users and malicious software
20. Which are the two most used antivirus softwares available?
    1. Norton and (McAfee or Kaspersky)
21. What features should be available in a "storefront" software?
    1. Functions that give users all the tools needed to make an e-commerce site, this includes sales transactions and inventory
22. How much does this type of software cost?
    1. $10-30 a month
23. Define outsourcing.
    1. When a company hires another company to handle tasks related to the creation and maintenance of a web site
24. What types of items might a business outsource?
    1. Materials, services, and personnel
25. Define e-services? Why are these VERY important?
    1. e-services is short for electronic services and is usually referring to the provision of services through the internet
26. List several items that show the negative impact of e-commerce.
    1. Failure of some “dot.coms”
    2. Loss of Jobs or needed retraining
    3. Losses for investors