

TECHNO INTERNATIONAL BATANAGAR

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Subject.....Ac. Commerce..... Semester.....2nd.....

Invigilator's Signature..... Date.....

E-commerce (06C-5802A)

Group - A

- i) a) For representing the business forms used in E-commerce
- ii) a) Secure Electronic Transaction
- iii) b) Physical layer
- iv) d) Smart Card
- v) d) All the above
- vi) d) All of the above
- vii) c) Customers, resellers, partners, suppliers and distributors

Group - B

- 2) An e-business is a business that conducts its online transactions online and is supported by technology. It can be anything from an internet. It communicates with customers in real-time and it has the potential to reach the large number of customers at once. Thus form of business is becoming more popular than ever, but there are still many factors that are relevant to its success and failure.

One of the most important factors is the availability of e-payment option. It has been found that a majority of comply. Another factor is the internet's ability to maintain large amounts of data at low cost, which allows for small and medium businesses to collect an array of information on their customer in order to provide them. This has been made possible by technological advancements that make it easier for businesses to create, upload and store digital content for exposure across the internet.

- 3)
- 1) B2B is a business model where business is done between companies. B2C is another business model where a company sells goods directly to the final consumer.
 - 2) In B2B, the customer is business entities while in B2C, the customer is a ~~cost~~ consumer.
 - 3) B2B focus on the relationship with the business entities, but B2C's primary focus is on the product.
 - 4) In B2B, the buying and selling cycle is very lengthy as compared to B2C.
 - 5) The volume of merchandise sold in B2B is large conversely, in B2C small quantities of merchandise are sold.

Reason for the Growth of BDR Market

i) Client server - SAP, Oracle and Microsoft are the top client server BDR. One of main benefit, all firm will be same store. All files will have automatically backup. If there is any bug we can restore the backup.

ii) In any BDR package, you will find the inventory control system. With inventory control system you can add and drop date.