

Ch 9: E-commerce

Section 1. E-commerce companies

E-logistics and 4PL	Regional enablers
 andalin  help  crewdible	 Anchanto  AAD  Synagie  aCommerce  Fung OMNI SERVICES  SELLinALL
 janio  Gritase  trukita	 N-SQUARED eCommerce  SCI ECOMMERCE  Shopmatic  LUXASIA  Jet Commerce  INTREPID GROUP
In-house logistics	Local enablers
 ShopeeXPRESS  J&J EXPRESS  blibli.com  LAZADA LEL EXPRESS	 commerce  SIRCLO  iSeller  tokotalk  KLIKDAILY
 wahyoo  tokobox  JARVIS STORE  gudangada  PowerCommerce	Tech 3PL
 JNE  POS INDONESIA  FedEx  Lion Parcel	 gosend  SAP Express Courier  ninja xpress  paxel  PopBox
 J&T EXPRESS  SICEPAT EKSPRES  DHL  TIKI	 LALAMOVE  GrabExpress  anteraja  RaRa Delivery  MrSpeedy

Learning objectives

- Describe online shopping in comparative to the conventional shopping.
- Speak about the advantages and disadvantages of online shopping.
- Using quantifiers: *much, many, a lot of, a little, etc.* correctly in a sentence.



Act. 1: Speaking

- What products or services do you usually **buy online**?
- What products or services do you **not buy online**?



Act. 2: Listening

- Recording 5.29

Recording of the interview with David Aston, who works for a company that sells home cleaning products.

- | | | |
|---|--|-------|
| 1 | David's company sells mainly online. | T / F |
| 2 | 70% of their business is online. | T / F |
| 3 | People buy their cleaning products when they buy their food. | T / F |
| 4 | People buy their cleaning products in supermarkets. | T / F |
| 5 | Online sales are growing. | T / F |



Act. 3: Vocabulary

Talking about quantity	
We use many and a few with countable plural nouns.	<i>We need a few users to test this.</i> <i>They don't have many customers.</i>
We use much and a little with uncountable nouns.	<i>We have a little money for online shopping each week.</i> <i>I don't have much knowledge on that subject.</i>
We use a lot of and some with countable and uncountable nouns.	<i>A lot of businesses need E-commerce upgrades.</i> <i>Some money has been kept aside for this.</i>

• Exercises

1. **A lot of** / **Much** shops have online presence. They sell many / much products online.
2. **Some** / **A little** companies offer customer service and advice on their E-commerce websites.
3. I don't have **much** / **many** knowledge of computers, but I can still shop online.
4. Companies spend **a lot of** / **many** money on E-commerce security.
5. Even when companies only have **a little** / **a few** money for online marketing, they should spend it.



Act. 4.1: Online business

Complete the table with the suitable business types in the box

	B2C business-to-consumer B2B business-to-business		C2C consumer-to-consumer M-commerce	
Types of Business	1 _____	2 _____	3 _____	4 _____
Explanation	Companies exchange information and make wholesale transactions.	Companies sell products or services to customers over the Internet.	People sell or exchange second-hand, used items and collectibles.	Customers purchase products and services via mobile devices.
Examples	coffee supplier to Nestlé	Amazon	eBay	news, sport results



Act. 4.2: Advantages & dis- of online shopping

Speak about the **advantages** and **disadvantages** of shopping online. Use the following table as a guideline.

	advantages	disadvantages
security		
speed		
choice		
convenience		
price		

