# UNIVERSITY KUALA LUMPUR JANUARY 2023

SHOP WATCHES ECOMMERCE



# REPORT SUBMITTED TO FULIFIL THE PARTIAL REQUIREMENTS FOR THE DIPLOMA OF INFORMATION TECHNOLOGY UNIVERSITI KUALA LUMPUR

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# **ACKNOWLEDGEMENT**

We would like to express our special thanks of gratitude to my supervisor as well as our dean who gave me the golden opportunity to do this wonderful project, which also helped me in doing a lot of Research and I came to know about so many new things.

#### **CONTENTS**

DECL	ARATION	3
APPRO	OVAL PAGE	4
ACKN	OWLEDGEMENT	5
LIST O	PF TABLES	7
LIST O	F DIAGRAMS	8
LIST O	PF FIGURES	9
LIST O	PF SNIPPETS	10
ABST	RACT	11
CHAP	TER 1: INTRODUCTION	13
1.1	Background of study	13
1.2	Problem statement	13
1.2	Objectives	14
1.3	Scope of study	14
CHAP	TER 2: LITERATURE REVIEW	15
CHAP	TER 3: METHODOLOGY	18
3.1	Introduction	18
3.2	Requirement analysis phase	
	.1 System requirements	
3.4	Development Phase	32
3.5	Deployment phase	48
3.5	Testing phase	48
CHAP	TER 4: RESULT AND DISCUSSION	49
4.1	Introduction	49
4.2	Survey Results	49
CHAP	TER 5: CONCLUSION	56
ΔPPFN	NDIX V	60

# **LIST OF TABLES**

Table 1: Comparison Table	33
Table 2: Hardware Requirements	33
Table 3: Software Requirements	34

# LIST OF DIAGRAMS

Diagram 1: Ecommerce Use Case	32
Diagram 2: Class Diagram	35
Diagram 3: Ecommerce Swimlane	36
Diagram 4: Login Flowchart	37
Diagram 5: Register Flowchart	38
Diagram 6: Query Flowchart	39
Diagram 7: Cart Flowchart	40
Diagram 8: Ratings Flowchart	41

# **LIST OF FIGURES**

Figure 1: Home Page	21
Figure 2: Products Catalogue	22
Figure 3: Product Details Page	23
Figure 4: Cart Page	24
Figure 5: Checkout Page	24
Figure 6: Profile Page	25
Figure 7: Past Order Page	26
Figure 8: Login Page	27
Figure 9: Register Page	27
Figure 10: Admin Panel	28
Figure 11: Registered Users Page	29
Figure 12: Sales Summary Page	29
Figure 13: Brand Section	30
Figure 14: Product Section	30
Figure 15: Order Status page	31
Figure 16: Test Case (1)	53
Figure 17: Test Case (2)	54
Figure 18: Home Page	60

# **LIST OF SNIPPETS**

Snippet 1: Connection To Database	42
Snippet 2: Login Form	42
Snippet 3: Register Form	43
Snippet 4: Admin Authentication	43
Snippet 5: Admin Dashboard	44
Snippet 6: Cart System	44
Snippet 7: Configuration Directories	45
Snippet 8: Index Directories	45
Snippet 9: Uploads Directories	45
Snippet 10: Customer Directories	46
Snippet 11: Admin Directories	47

#### **ABSTRACT**

E- commerce allows businesses to reach millions of potential consumers and suppliers on online. It decreases the need for personnel and creates flexibility and convenience for the organization to develop relationships with potential buyers and sellers. It provides the consumer with a more personalized experience, eliminating the need for physical presence and with the aid of home delivery-commerce has been a part of the shopping experience globally

#### **ABSTRAK**

E-Dagang membolehkan perniagaan menjangkau lebih ramai bakal pengguna dan pembekal dalam talian. Ia mengurangkan keperluan untuk pekerja dan mewujudkan fleksibiliti dan kemudahan bagi organisasi untuk membangunkan hubungan dengan bakal pembeli dan penjual. Ia memberikan pengguna pengalaman yang lebih peribadi, mengurangkan keperluan untuk kehadiran fizikal dan dengan bantuan penghantaran ke destinasi yang telah menjadi sebahagian daripada pengalaman baru dalam aktiviti membeli-belah di seluruh dunia.

#### **CHAPTER 1: INTRODUCTION**

#### 1.1 Background of study

Shop watches ecommerce refers to the online buying and selling of watches through an electronic platform, typically a website or mobile application. This type of ecommerce allows customers to browse and purchase a wide range of watches from the comfort of their own homes, without having to physically visit a brick-and-mortar store (Jain, 2021). Shop watches ecommerce sites often feature a variety of watch brands, styles, and prices, and may also offer additional features such as product reviews, customer support, and secure payment options. In the ever-evolving realm of online retail, "The 5 O'Clock" emerges as a beacon of sophistication and style in the world of watch ecommerce. As the name suggests, our project is not just about telling time; it encapsulates a moment of refinement and elegance, inviting customers into a curated space where each timepiece transcends mere functionality. This report provides a comprehensive exploration of "The 5 O'Clock" project, delving into the intricacies of consumer behavior, preferences, and challenges within the shop watches ecommerce landscape.

#### 1.2 Problem statement

The existing physical watches store faces limitations in operating hours, location dependence, inventory selection, operating costs, and transaction processes. An online watches ecommerce solution is needed to overcome these inefficiencies and provide customers with 24/7 accessibility, global reach, extensive inventory, reduced costs, and seamless transactions. The goal is to enhance customer satisfaction by offering convenience, variety, and a user-friendly shopping experience.

#### 1.2 Objectives

- To develop a user-friendly ecommerce platform where users can browse and purchase watches, filter categories, as well as view a helpful information of the products.
- Help a shop watches business reach a wider audience and attract new customers who might not have otherwise been able to access their products.
- A cart feature to allow users to store variety watches into a temporary cart, remove or add the quantity for each product, reset cart which remove all products in cart.
- Shop watches business can streamline their operations and reduce the need for physical inventory storage and management, as well as reduce costs associated with retail spaces.

#### 1.3 Scope of study

The scope of study for a shop watches ecommerce project would include market analysis, competitor research, user experience design, product categorization, payment gateway integration, inventory management, and a secure online platform. Additionally, consider features like customer reviews, order tracking, and responsive customer support for a comprehensive study.

#### **CHAPTER 2: LITERATURE REVIEW**

#### 2. Introduction

#### 2.1. Purpose of the Literature Review

As the e-commerce landscape continues to evolve, this literature review delves into the multifaceted realm of online platforms specifically dedicated to the retail of watches. The study explores recent trends in global e-commerce, focusing on technological advancements and innovations that impact the watch retail sector. Consumer behavior in the context of purchasing watches online is examined, emphasizing factors such as brand perception, trust, and the influence of user-generated content.

#### 2.2. Importance of Reviewing Existing Literature

Literature reviews provide insights into the current state of the watches e-commerce market. Understanding market trends, consumer behavior, and competitive landscapes helps in shaping effective strategies for the project. It also helps in identifying challenges and obstacles faced by e-commerce platforms specializing in watches. This knowledge is vital for anticipating potential issues and developing solutions to overcome them.

#### 2.3. Objectives

The objectives of the literature review are as follows:

1. Gain a comprehensive understanding of the current state of ecommerce, specifically focusing on the sale of watches.

- 2. Investigate existing studies on consumer behavior in the context of purchasing watches online.
- 3. Review literature to identify and analyze the features and functionalities commonly implemented in successful e-commerce platforms for watches.

#### 2.4. Introduction to the shop watches ecommerce

· History of shop watches ecommerce

The concept of e-commerce started gaining prominence in the mid to late 1990s. In these early days, businesses began exploring the potential of selling products online, including watches(Lee, Y.E., & Benbasat, 2004). However, the internet was not as widely adopted, and transactions were often limited by technological constraints. Some pioneering online retailers emerged in the late 1990s, offering watches for sale on their e-commerce platforms. These early ventures faced challenges related to consumer trust, limited payment options, and the nascent state of online security. The early 2000s saw a significant expansion of e-commerce platforms, with an increasing number of businesses, including watch retailers, establishing an online presence. E-commerce websites became more sophisticated, offering improved user experiences and secure payment options. The history of shop watches e-commerce reflects a continual adaptation to technological advancements, changing consumer preferences, and the dynamic landscape of online retail. As we move forward, it is likely that ecommerce for watches will continue to evolve with emerging technologies and consumer expectations.

#### 2.5. Essential shop watches ecommerce Features

• To create a successful shop watches e-commerce platform, consider incorporating the following essential features: Ensure an intuitive and easy-to-navigate interface that allows customers to browse watches experience. Create detailed product pages for each watch, including high-quality images, specifications, pricing, and customer reviews. Provide sufficient information to help customers make informed purchase decisions. Implement robust search functionality and filtering options. Allow users to search for watches based on brand, style, price range, and other relevant criteria.

#### 2.6. Current issue in using shop watches ecommerce

 Common issues in using a watches ecommerce platform may include slow website performance, navigation difficulties, payment processing issues, or inadequate product information. Regularly assess and address these concerns to enhance the user experience and improve customer satisfaction.

#### **CHAPTER 3: METHODOLOGY**

#### 3.1 Introduction

Embracing the Agile methodology for our shop watches ecommerce project means we're prioritizing flexibility, collaboration, and delivering value in incremental cycles. In this dynamic approach, we break down the project into manageable sprints, each focused on delivering tangible features. Regular feedback loops, transparent communication, and a commitment to responding to change define our journey. With Agile, we're not just building an ecommerce platform; we're creating an adaptive, customer-centric experience. Let's embark on this iterative process, ensuring that each step aligns with our goals and keeps us in sync with market demands. Get ready for a responsive, efficient, and customer-driven development adventure!

#### 3.2 Requirement analysis phase

During the requirement analysis phase for a watches e-commerce platform, various aspects need careful consideration to ensure the successful development and implementation of the system:

#### Planning:

In the planning phase of the Agile methodology for the Shop Watches project, the focus is on initiating a collaborative process with stakeholders. This involves defining the scope, objectives, and expected outcomes of the requirement analysis. Clear communication is essential to ensure alignment among team members and stakeholders regarding project goals.

#### Analysis:

This phase prioritizes the creation of user stories that comprehensively outline both functional and non-functional requirements. The goal is to establish a solid foundation for the subsequent development phases.

#### Design:

During this phase, our team collaboratively structures dynamic documentation. Additionally, a communication plan is established to facilitate continuous interaction among us. This ensures that the evolving design aligns with the overarching project goals and that any adjustments can be made in real-time.

#### Implementation:

In this phase, it involves translating the refined requirements into tangible solutions. Ongoing communication is crucial during this phase to address any questions or uncertainties promptly. This iterative process allows for flexibility and adaptability, promoting a responsive development approach.

#### Testing:

Aligned with Agile principles, the testing phase is integrated early and continuously throughout the development process. Test cases are derived from user stories, ensuring that the product meets the specified requirements. Feedback loops are an integral part of the testing process, allowing for quick adjustments and refinements based on test results and evolving project needs.

#### Maintenance:

The maintenance phase focuses on post-implementation support and continuous improvement. Mechanisms are established to address any issues identified during or after deployment. Continuous improvement is key to ensuring the long-term success and sustainability of our Shop Watches project.

#### 3.2.1 System requirements

#### **Non-functional requirement**

- 1. Should be able to handle a large number of users and maintain fast response times, even during peak traffic periods.
- 2. Should incorporate robust security measures to protect user data, including personal information and payment details.
- 3. Should have a user-friendly interface, with clear navigation, well-organized product listings, and an aesthetically pleasing design.

#### **Functional requirement**

- 1. Allow users to register for an account and authenticate their identity to access personalized data.
- 2. Enable users to add watches to a shopping cart, review/edit their selections, and proceed to a secure checkout process.
- 3. Preview wide range of watches along with relevant information such as images, descriptions, price, and availability.

#### 3.3.2 Interface Design

Embrace a minimalist design with clean lines and uncluttered layouts, placing the spotlight on the watches and simplifying the user journey. Implement dynamic product showcases with interactive elements, allowing users to virtually explore the watches from different angles.

#### Store Page

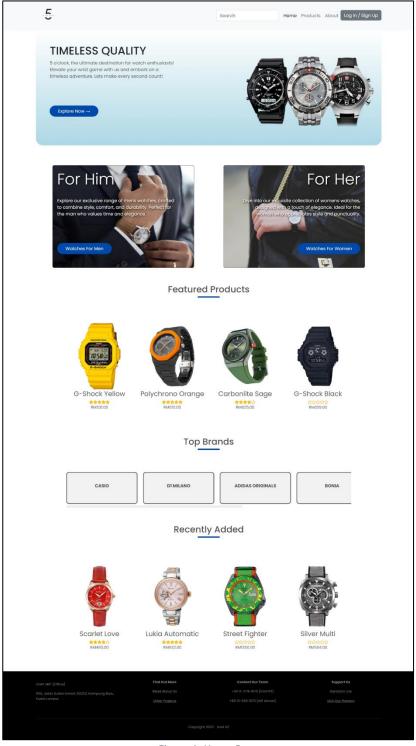


Figure 1: Home Page

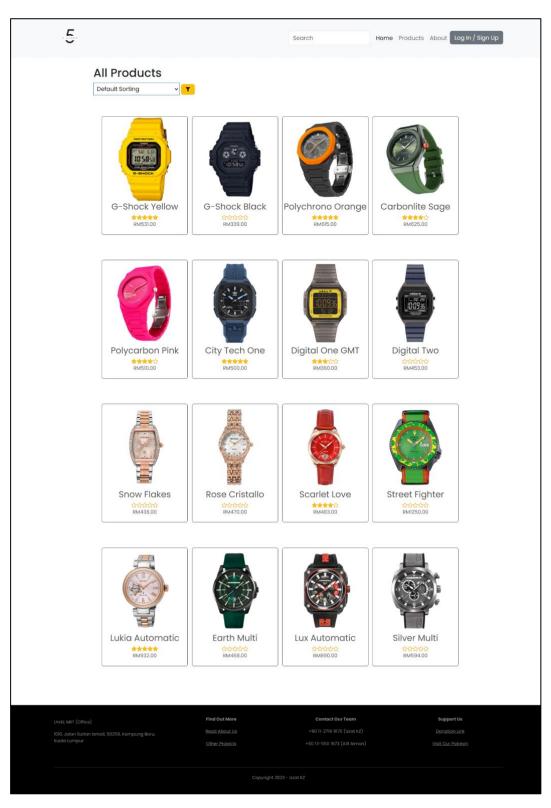


Figure 2: Products Catalogue

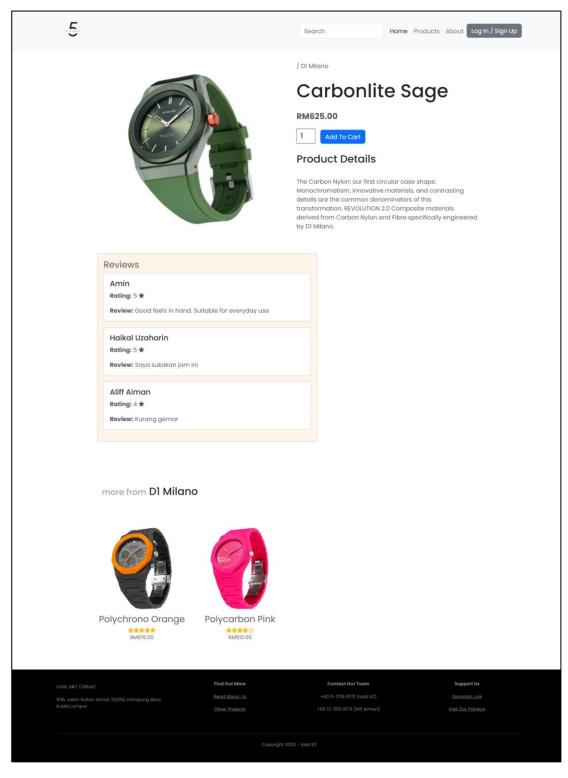


Figure 3: Product Details Page

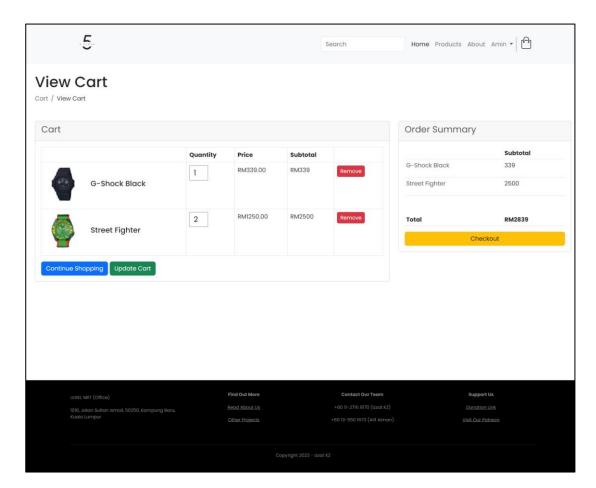


Figure 4: Cart Page

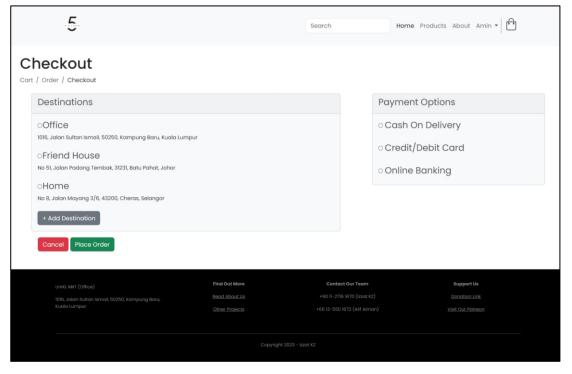


Figure 5: Checkout Page

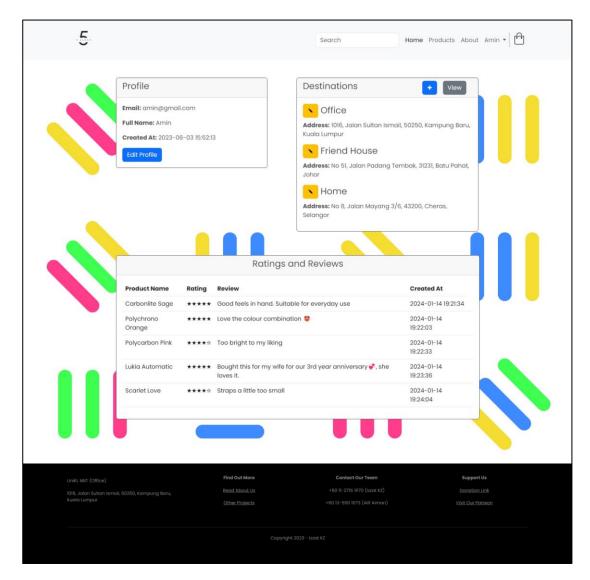


Figure 6: Profile Page

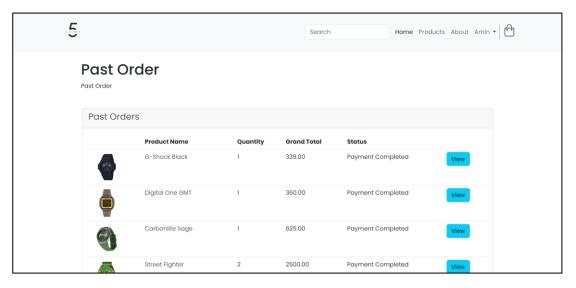


Figure 7: Past Order Page

# Index (Login/Register)

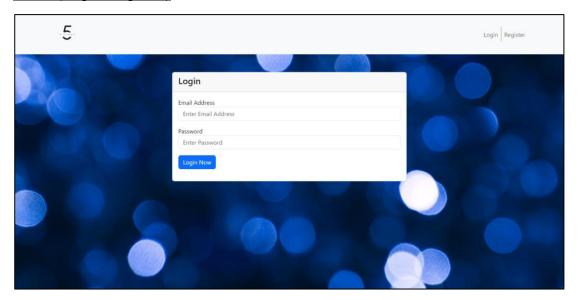


Figure 8: Login Page

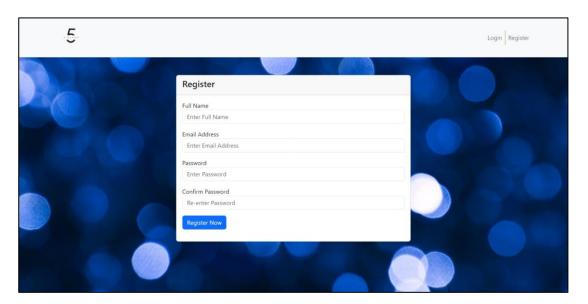


Figure 9: Register Page

#### **Admin Panel**

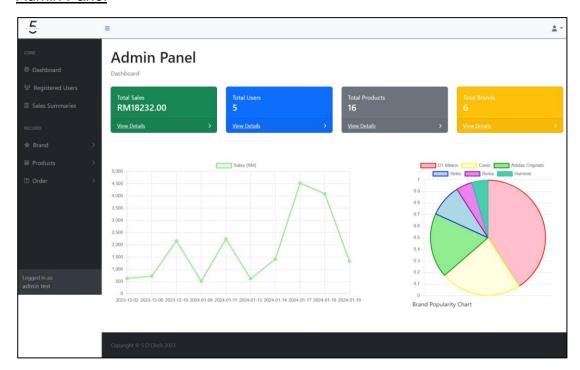


Figure 10: Admin Panel

This figure provides an insight into the powerful and user-friendly admin panel, featuring an organized dashboard that allows administrators to efficiently manage inventory, track sales, and analyze key performance metrics at a glance.

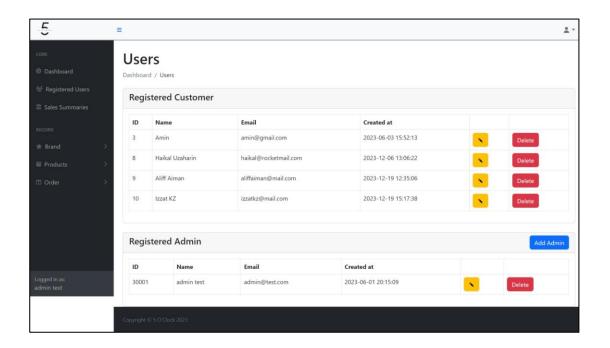


Figure 11: Registered Users Page

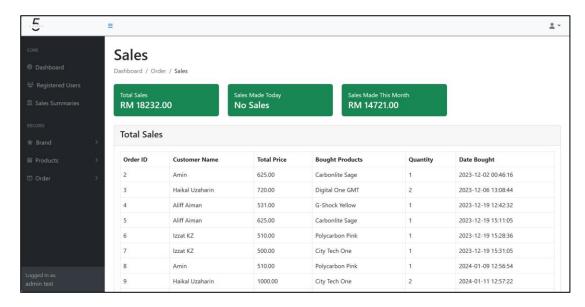


Figure 12: Sales Summary Page

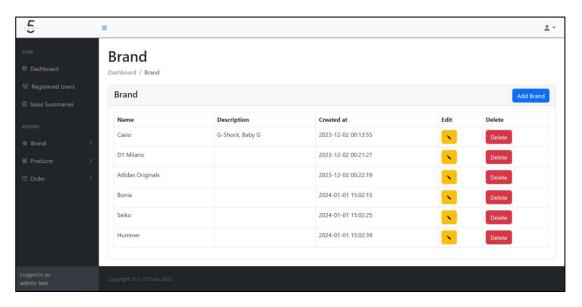


Figure 13: Brand Section

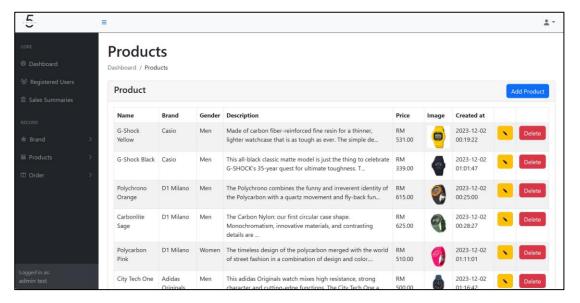


Figure 14: Product Section

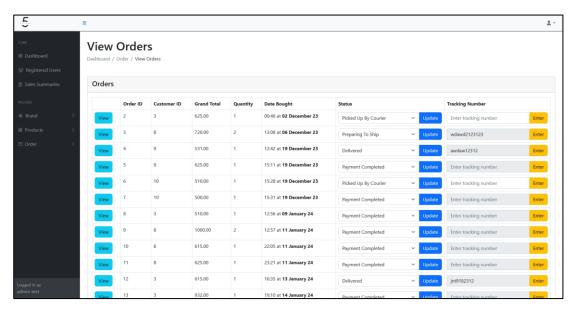
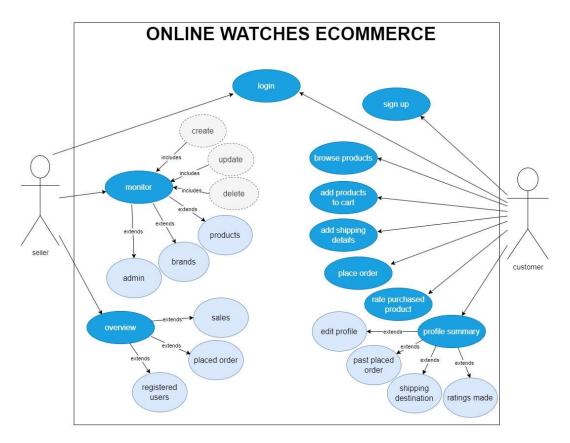


Figure 15: Order Status page

#### 3.4 Development Phase

#### **Use Case**

Diagram 1: Ecommerce Use Case



This figure illustrates the use case diagram for the watches ecommerce system, providing a visual representation of how different actors, including customers and seller, interact with the platform. The diagram showcases essential functionalities such as product browsing, order management, and user account activities, offering a comprehensive overview of the system's operations.

# Comparison Table

a comparisons in features between an old management of physical store and the ecommerce site system

Table 1: Comparison Table

OLD MANAGEMENT	FEATURES	ECOMMERCE SYSTEM
Limited operating hours	Operating System	24/7 availability
Physical presence required	Location Dependence	Access from anywhere
Limited store space	Inventory Selection	Wide product range
Higher (rent, staff)	Operating Costs	Lower (hosting, freeware)
In-person payment	Transaction Process	Online payment gateway

#### **Hardware Requirements**

a minimum hardware requirements to run and to program the online watches ecommerce site

Table 2: Hardware Requirements

Components	Minimum Specification
Processor	Intel core i5 or AMD Ryzen 5
Operating System	Windows 7
Memory(RAM)	4GB
Storage Space	128GB
Other Features	Integrated graphics with screen resolution of 1280 x 800 pixels is recommended to view and work comfortably
Browser	- Google Chrome - Vivaldi - Opera - Microsoft Edge

# Software Requirements

a software requirements to program and manage the project of the ecommerce site

Table 3: Software Requirements

Components	Description
Development Tool	Visual Studio Code
Documentation Tool	Microsoft Office Word
Diagram Drawing Tools	Draw.io
Database	Xampp     Phpmyadmin
Programming Language	Php Css Html JavaScript (front end)
Management Tools	Trello     Microsoft Office Timeline     Microsoft Office Excel

#### Class Diagram

This figure shows the class diagram for the watches ecommerce system, providing a visual representation of how the relationships are among data tables in the ecommerce database. The class diagram summarizes how much a field can hold, like one customer can have many orders, and one product can have one rating.

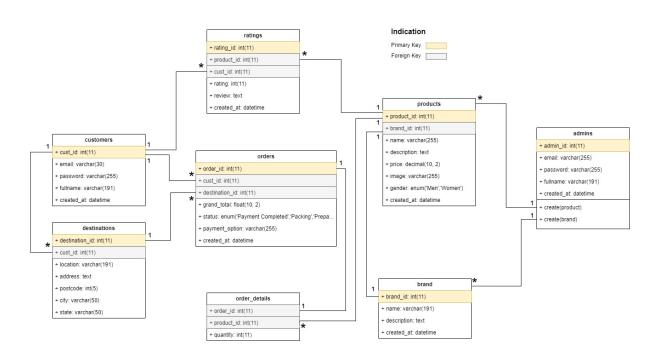


Diagram 2: Class Diagram

# <u>Swimlane</u>

Shown below is the ecommerce flow from customer view, system view, and admin view

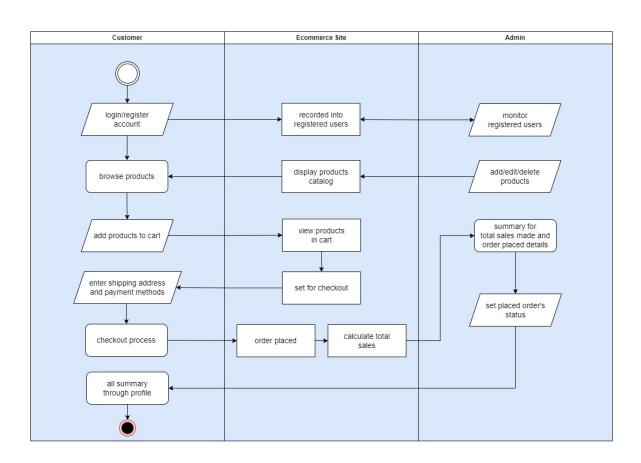


Diagram 3: Ecommerce Swimlane

#### **Flowchart**

These two diagrams shows the flowchart of the watches ecommerce process, offering a step-by-step depiction of the customer journey from product selection to checkout. It outlines key stages such as product browsing, adding items to the cart, payment processing, and order fulfillment. The flowchart illustrates the seamless progression through the ecommerce system, emphasizing efficiency and user-friendly navigation for a satisfying shopping experience.

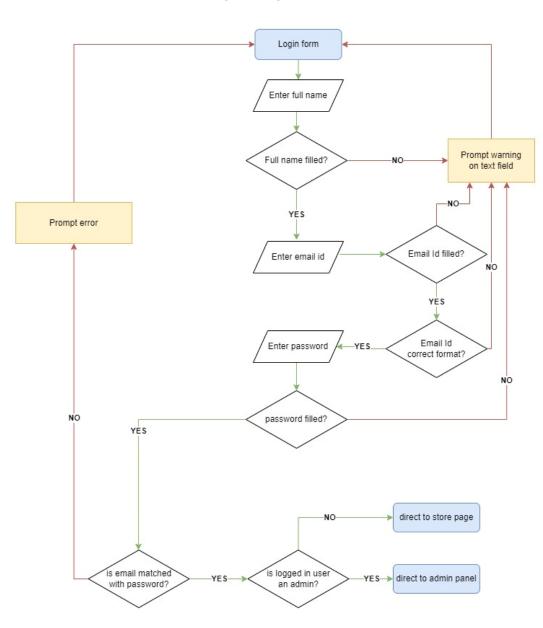


Diagram 4: Login Flowchart

Register form Enter full name Prompt warning on text field Full name filled? Prompt error password not same with confirm password YES Email Id filled? Enter email id YES Email Id correct format? Enter password Enter confirm NO password filled? password confirm password filled? NOconfirm password same with direct to login page password?

Diagram 5: Register Flowchart

Diagram below is the product query flow, this process happened when customer searched for a desired product in the search bar. The query process also happened when customer sorted the products in the product catalogue, as in sorting numerically, alphabetically, price range, and based on gender.

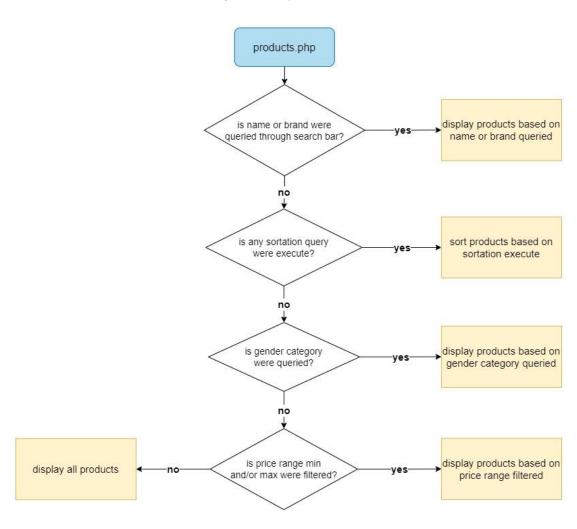


Diagram 6: Query Flowchart

A flowchart below is the flow for cart system. Cart system occurs when customer want to add a desired product into a cart, adjust the product quantity, and remove the unwanted item. Customer can also add more product into cart.

products.php (product catalogue) skip/direct back to cart (cart.php) user choose desired product direct to product detail page (product-details.php) yes user set quantity and add product to cart add product information into cart and direct to cart.php back to shopping? no update quantity? yes ↓ update product quantity in no cart and total user proceed to checkout products.php (product catalogue)

Diagram 7: Cart Flowchart

Diagram below is the product rating flow, occurs when customer want to leave a rating and review on their recently bought products. Customer may leave the rating if they bought the product and not rated or reviewed the product. In addition, if the user not logged in yet, user cannot leave a rating on the product.

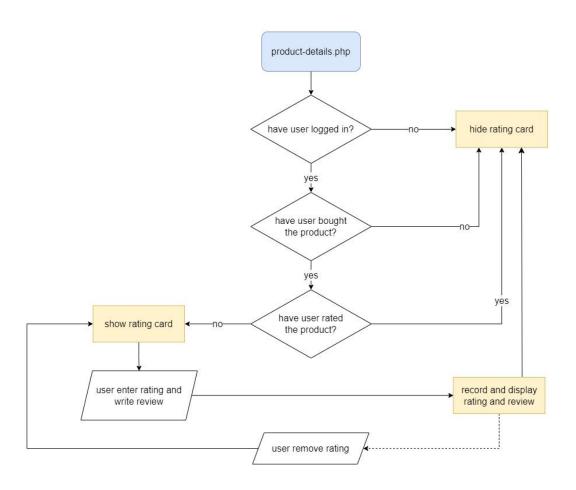


Diagram 8: Ratings Flowchart

# **Coding Snippet**

## Dbcon.php

A code snippet for a connection to database named "fyp"

Snippet 1: Connection To Database

# Login.php

- For user or admin to log in to the ecommerce site

Snippet 2: Login Form

## Register.php

- For a user to register as a new customer

```
solous('includes/header.php');

isclude('includes/header.php');

div class="row justify-centent-center")

div class="ro
```

Snippet 3: Register Form

# Authentication.php

Located inside of admin file in order to check if the logged in user is an admin

Snippet 4: Admin Authentication

### Dashboard.php

 Dashboard is in admin panel, the code's snippet below shows a coding for one of the dashboard cards which is Sales Made card.

```
📨 dashboard.php > 🔗 div.container-fluid.px-4 > 🔗 div.row > 😭 div.col-xl-3.col-md-6 > 😭 div.card.bg-warning.text-white.mb-4 > 😭 div.card-fo
         <div class="row">
             <?php include('message.php'); ?>
                     <div class="card-body">Total Sales
                         <?php
17
18
19
20
21
22
23
24
25
26
27
28
29
30
                          $total_sales_query = "SELECT SUM(grand_total) AS total_sales
                                             FROM orders";
                          $total_sales_query_run = mysqli_query($con, $total_sales_query);
                          $total_sales = mysqli_fetch_assoc($total_sales_query_run)['total_sales'];
                          if ($total_sales) {
                             echo '<h4 class="mb-0">RM' . $total_sales . '</h4>';
                      <div class="card-footer d-flex align-items-center justify-content-between">
                         <a class="small text-white stretched-link" href="sales.php">View Details</a>
                          <div class="small text-white"><i class="fas fa-angle-right"></i></div>
```

Snippet 5: Admin Dashboard

# Cart.php

- Code snippet of cart system in the ecommerce site

```
customer > 🍩 cart.php > ...
      <?php
      session_start();
      include('../config/dbcon.php');
     include('includes/header.php');
     $cart = isset($_SESSION['cart']) ? $_SESSION['cart'] : array();
      $total = 0:
      foreach ($cart as $product_id => $product) {
          $query = "SELECT price FROM products WHERE product_id = $product_id";
          $query_run = mysqli_query($con, $query);
          $row = mysqli_fetch_assoc($query_run);
          $subtotal = $row['price'] * $product['quantity'];
          $total += $subtotal;
          $cart[$product_id]['subtotal'] = $subtotal;
      $_SESSION['cart'] = $cart;
      <div class="container-fluid px-4">
          <h1 class="mt-4">View Cart</h1>

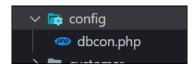
    class="breadcrumb mb-5">

              View Cart
```

Snippet 6: Cart System

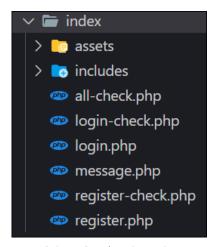
# **Directories**

1) configuration: for database connection



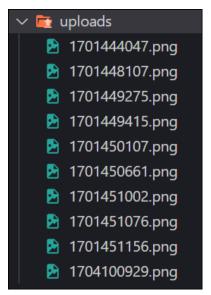
Snippet 7: Configuration Directories

2) index: for login page and register page



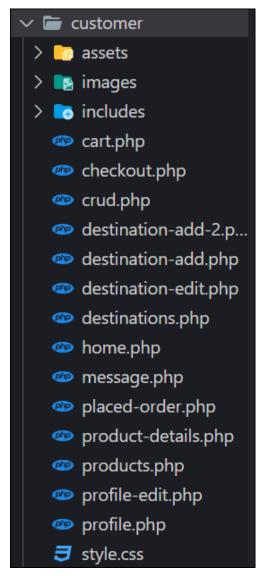
Snippet 8: Index Directories

3) uploads: all uploaded images (such as product image) will be stored in here



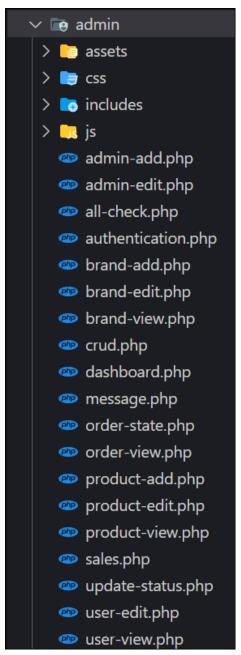
Snippet 9: Uploads Directories

4) customer: store pages, cart system, and profile pages



Snippet 10: Customer Directories

5) admin: consists of dashboard for summary, a mechanisms to add, delete, and edit data like registered users



Snippet 11: Admin Directories

# 3.5 Deployment phase

The deployment phase of a shop watches e-commerce project involves transferring the developed system to a live environment. Tasks include server setup, database configuration, software installation, and testing to ensure smooth functionality. This phase ensures the platform is accessible to users for real transactions.

# 3.5 Testing phase

In the testing phase of our system, various tests are conducted to ensure system reliability. This includes unit testing for individual components, integration testing to check interactions between modules, performance testing to assess system responsiveness, security testing to identify vulnerabilities, and user acceptance testing for overall usability. Rigorous testing helps ensure a robust and bug-free e-commerce platform.

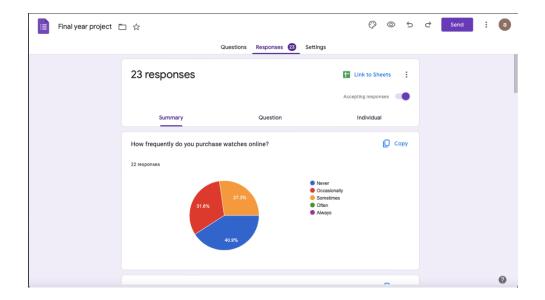
#### **CHAPTER 4: RESULT AND DISCUSSION**

#### 4.1 Introduction

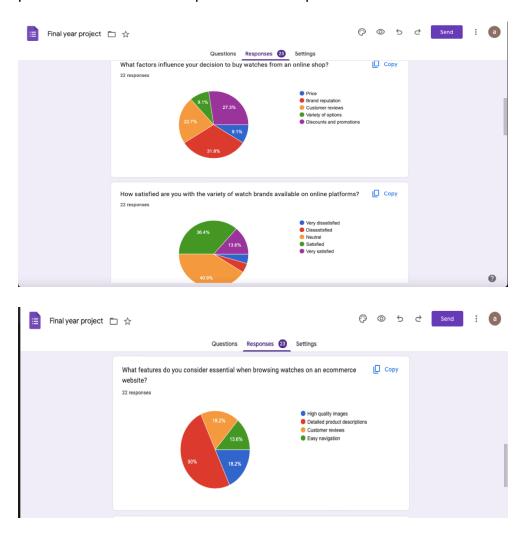
The culmination of our shop watches ecommerce project unveils a comprehensive tapestry of consumer behaviors, preferences, and challenges within this dynamic digital marketplace. In this section, we delve into the survey results to extract meaningful insights that provide a nuanced understanding of the factors shaping consumer decisions. From exploring the influences guiding online watch purchases to evaluating satisfaction levels with product variety, this discussion aims to paint a vivid picture of the intricacies within the shop watches ecommerce sector.

## 4.2 Survey Results

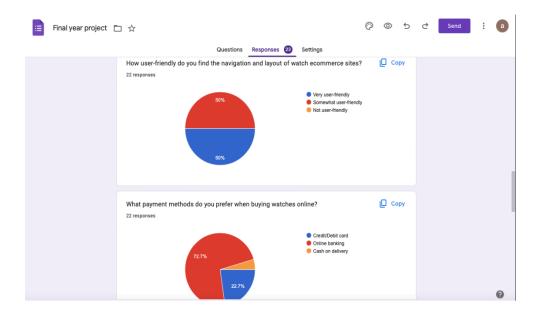
Our survey aimed to unravel the intricacies of consumer behavior in the shop watches ecommerce sector. The results provide valuable insights into key aspects that influence purchasing decisions and overall satisfaction.



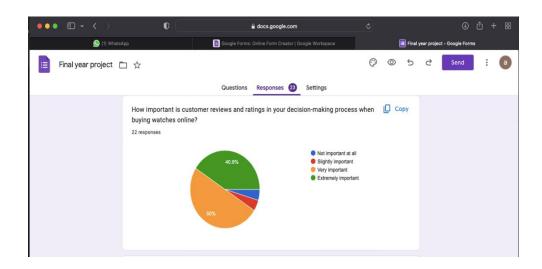
Assessing consumer satisfaction with the variety of watch brands available on online platforms is integral to understanding market dynamics. Our survey indicates diverse sentiments, revealing insights into the strengths and potential areas for improvement in the shop watches ecommerce sector. Analyzing satisfaction levels contributes to a comprehensive understanding of consumer preferences and the competitive landscape.

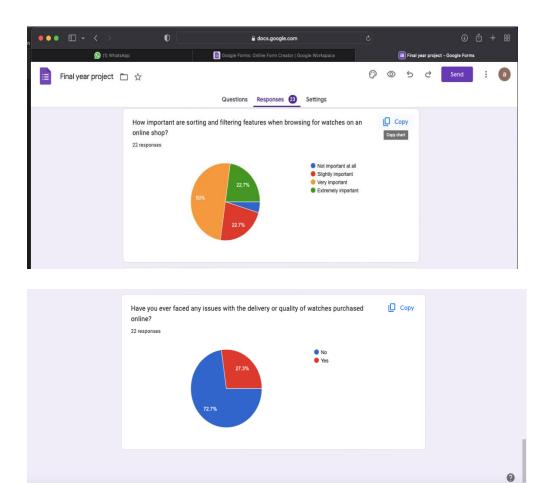


This shows a clear trend in consumer decision-making, with a majority of respondents placing significant importance on brand reputation and customer reviews when making online watch purchases. It also shows a diverse landscape in satisfaction levels regarding the variety of watch brands available online, underscoring the need for platforms to continually refine and expand their product offerings to cater to varying consumer preferences.



Exploring the factors influencing consumers' decisions in purchasing watches from online shops is vital for understanding market dynamics. Our survey reveals a spectrum of influences, ranging from product variety and pricing to trustworthiness and user reviews. Analyzing these factors provides valuable insights into the key drivers shaping consumer behavior in the shop watches ecommerce sector.





Our survey revealed fascinating insights into the factors influencing consumers' decisions to purchase watches online. From brand reputation and pricing to the significance of customer reviews, we explore the intricate web of influences that guide consumers through their decision-making journey. The survey brought to light various challenges faced by consumers in the shop watches ecommerce experience. Whether concerning authenticity, delivery times, or website usability, understanding these challenges provides a roadmap for businesses to enhance their operations and address pain points, turning challenges into opportunities.

# 4.2.1 Unit Testing

Below is the test case result with six acceptance criterias to test out a few features in the shop watches ecommerce to assure the functionality. All the criterias has been tested out and passed the test.

Test Case 1: Try	Status (fail/pass) : PASS				
Acceptance Criteria  User can view the store page without the need to log in.	Test Scenario  1. Browse the store page.  2. Add item into cart.	Test Data N/A	Actual Outcome  Can browse all the products and got between pages, could not access the add to cart function	Expected Outcome  Cart, rating, and profile feature couldn't be accessed	Comments/ Improvements
Test Case 2: Try	Status (fail/pass) : PASS				
Acceptance Criteria	Test Scenario	Test Data	Actual Outcome	Expected Outcome	Comments/ Improvements
User can fill out registration form to create a new account	Go to index register page.      Fill out the form and submit	Name: Abdul Jamal Email: abd@gmail.com Password: 123abd	No problem occurs and account is created successfully	Account is created successfully	
Test Case 3: Try	Status (fail/pass) : PASS				
Acceptance Criteria	Test Scenario	Test Data	Actual Outcome	Expected Outcome	Comments/ Improvements
User can enter email and password and log in	1. Go to index log in page  2. Enter email and password and log in	Email: abd@gmail.com Password: 123abd	User has logged in successfully with no problem	User is successfully logged in	

Figure 16: Test Case (1)

Test Case 4: Try 1	The Cart System				Status (fail/pass) : PASS
Acceptance	Test	Test	Actual	Expected	Comments/
Criteria	Scenario	Data	Outcome	Outcome	Improvements
User can add, remove, and adjust product quantity in cart	Add desired product into cart from catalogue     Remove product from cart.     Adjust quantity of product.	1. Adding G-Shock Yellow into cart  2. Adjust quantity from 1 to 3 in cart.  3. Remove G-Shock Yellow	Desired product is added to cart, adjusted quantity and removed from cart.	Products can successfully be added, removed, and adjusted quantity in cart.	
Test Case 5: Try 1	Status (fail/pass) : PASS				
Acceptance	Test	Test	Actual	Expected	Comments/
Criteria	Scenario	Data	Outcome	Outcome	Improvements
User can add new and/or choose among shipping destinations, and choose the payment type	1. Add new address and fill out the form.  2. Choose between addresses.  3. Choose payment type.  To Rate & Review Bo	Address: No 3, Jalan Wangi  Postcode: 43200  City: Kajang  State: Selangor	Shipping address is added among destinations choices. Payment type is chosen successfully.	New shipping address added successfully among the destinations choices. Payment type successfully chosen.	Status (fail/pass)
				-	: PASS
Acceptance Criteria	Test Scenario	Test Data	Actual Outcome	Expected Outcome	Comments/ Improvements
User can rate and leave review on bought products	1. Go to products that have been bought.  2. Leave a ratings and review.  3. Try with emoji and symbols.	Rating: 5 stars Review: "I love this watch for real!!"	Rating and review left successfully on bought product with no problem.	Bought product is rated and reviewed successfully with emoji and symbols.	прочения

Figure 17: Test Case (2)

# 4.3 Discussion

This survey contributes valuable data to the understanding of consumer behavior in the shop watches ecommerce sector. By delving into these insights, businesses can refine their strategies, address challenges, and ultimately enhance the overall customer experience in this thriving online market.

#### **CHAPTER 5: CONCLUSION**

#### 5.1 Conclusion

In conclusion, our shop watches ecommerce project boasts a contemporary and user-friendly interface that seamlessly merges sophistication with functionality. The clean layout, sleek typography, and subtle color scheme create a modern aesthetic, while the high-quality images and intuitive navigation enhance the overall user experience. The mobile responsiveness ensures accessibility, making it convenient for users to explore and purchase watches across various devices. With a focus on both style and usability, our ecommerce platform is well-positioned to captivate and engage customers in the world of timeless timepieces. As we bid farewell to the initial phase of "The 5 O'Clock," the hope is to see this project evolve into a beacon of innovation and customer-centricity. Moving forward, the commitment lies in continuous refinement, embracing emerging trends, enhancing the digital experience, and expanding our curated collections.

#### 5.2 Future Recommendation

- Implement advanced personalization algorithms to provide tailored recommendations based on customers' preferences, purchase history, and browsing behavior. This can enhance user engagement and increase the likelihood of conversions.
- Invest in optimizing the mobile interface to meet the growing trend of mobile shopping for watches. Ensure a seamless and user-friendly experience across various devices, with a particular focus on mobile responsiveness.
- Continuously expand the variety of watch brands and styles offered on the platform. Consider forming partnerships with emerging or niche watch brands to diversify the product catalog and attract a broader range of customers.
- Enhance customer support channels, introducing live chat, and ensuring timely responses to customer inquiries. Proactive communication regarding order status, promotions, and product updates can contribute to a positive customer experience.
- Strengthen your social media presence to engage with customers and create a sense of community around your brand. Utilize platforms like Instagram, Facebook, and Twitter to showcase new arrivals, customer reviews, and behind-the-scenes content.

## 5.3 Summary

This comprehensive report on shop watches ecommerce begins with an engaging introduction, setting the stage for a detailed exploration of consumer behavior within the dynamic online watch retail market. The literature review meticulously examines existing research and industry trends, establishing a robust foundation for the subsequent investigation. The methodology section outlines a rigorous approach to survey design and data collection, ensuring the reliability of the project's findings. The core of the report, the results and discussion section, uncovers valuable insights into consumer decision-making, satisfaction with product variety, challenges faced, mobile shopping trends, and demographic variations. This nuanced analysis serves as a bridge to the conclusion, where key project insights are synthesized. The report not only contributes rich data to the understanding of shop watches ecommerce but also offers actionable recommendations for businesses to optimize strategies and navigate the evolving landscape successfully.

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# **APPENDIX A**

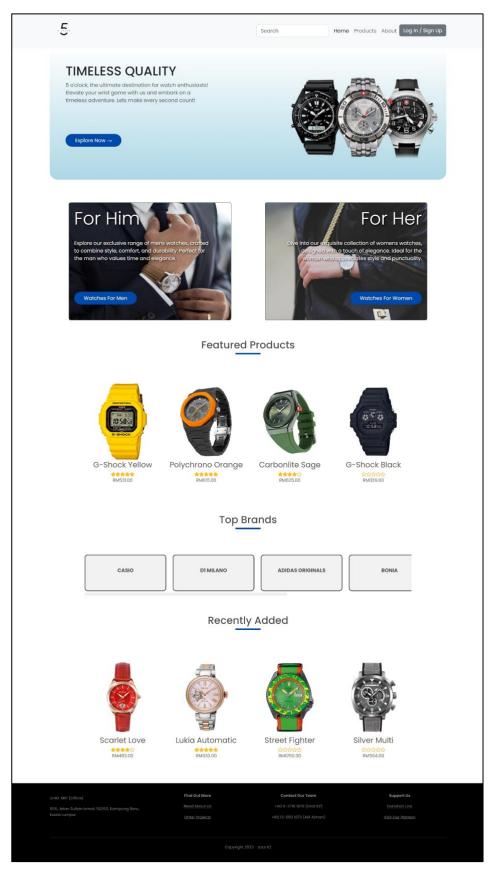


Figure 18: Home Page