eCommerce allows a business to engage a wider audience at the customers convenience. What this allows

is a a greater opportunity to increase sales and cut down on operating costs. Having a virtual store has less

costs for example and works in the business owners interest. With the growing number of mobile devices on

the market and the increase in mobile activity, a company or corporation actually must engage is some form

of eCommerce to survive in this changing consumer market.

1. Changing the way business is done using the internet.

second wave: supporting, buying, selling, hiring, planning specifically on an international scope. Third

third wave: mobile

2. Departments dedicated to negociating purchase transactions with supplies are known as supply

management/procurement.

3. Electronic Transmission of currency

4. VAN: independent firm that deals with transaction-forwarding services to buyers and sellers engaged in EDI

(EDI: Electronic Data Interchange)

5. Being the first to offer a unique service

6. Processes that make up a companies goal

7.product or service that is hard to distinguish from the same products or services provided by other sellers;

its features have become standardized and well known

8.How easily something can be packaged and shipped

9. Transaction costs are the total of all costs that a buyer and seller incur as they gather

infor- mation and negotiate a purchase-and-sale transaction

10. 2 or more companies join forces

11. The increase of a network to increase or decrease the effectiveness of using that medium

12. A value chain is a way of organizing the activities that each strategic business unit undertakes to design, produce, promote, market, deliver, and support the products or services it sells. In addition to these primary activities, Porter also includes supporting activities, such as human resource management and purchasing, in the value chain model.

13. A value chain is a way of organizing the activities that each strategic business unit undertakes to design, produce, promote, market, deliver, and support the products or services it sells. In addition to these primary activities, Porter also includes supporting activities, such as human resource management and purchasing, in the value chain model.

14. the analyst first looks into the business unit to identify its strengths and weaknesses. The analyst then reviews the environment in which the business unit operates and identifies opportunities presented by that environment and the threats posed by that environment. Figure 1-11 shows questions that an analyst would ask in conducting a SWOT analysis for any company or SBU.  
15. Software translation, also called machine translation,  
16. A freight forwarder is a company that arranges shipping and insur- ance for international transactions. A customs broker is a company that arranges the payment of tariffs and compliance with customs laws for international shipments. A number of companies combine these two functions and offer a full range of export management ser- vices. A bonded warehouse is a secure location where incoming international shipments can be held until customs requirements are satisfied or until payment arrangements are com- pleted