

Chapter 11

ECCE E-Commerce Selling and Buying in Platform E-Market

Learning Objectives

Upon completion of this chapter, you will be able to:

1. Describe the B2B form.
2. Describe the major types of B2B models.
3. Describe the characteristics of the multi-side marketplace, two-sided business.
4. Describe the multi-side marketplace models.
5. Describe the characteristics of the two-side marketplace and its processes.
6. Explain how market process work in B2B.
7. Describe B2B aggregated and group purchasing models.
8. Describe other procurement models.
9. Explain how B2B administrative tasks can be automated.
10. Describe infrastructure and standards requirements for B2B.
11. Describe both B2B, B2C, and hybrid systems.

Contents

Classical Market B2B Structure

- 1.1 E-commerce, E-commerce, and Models of B2B (1)
- 1.2 How to Make Your Own Marketplace
- 1.3 Selling via Procurement
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- 1.5 How to Make Your Own Two-Sided Marketplace and Its Processes
- 1.6 Two-Side (2-Sided) Marketplace Business Models
- 1.7 Other E-Procurement Models
- 1.8 Automating B2B Trade
- 1.9 Infrastructure, Integration, and Platform Agents in ECCE E-Commerce

Managerial Issues

Real World Case: Amazon's Successful Multi-Sided Marketplace Strategy: Advantages

Exercises on Chapter 11: Selling and Buying in Platform E-Market

Section 1.1: Review Questions

1. Define B2B.

Business-to-Business e-commerce refers to transactions between businesses conducted electronically over the Internet, intranets, telecon or printer networks.

2. Discuss the following: two-sided business model, selling, direct business, cross indirect business, and indirect business model business models.

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