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Alice LaPlante,Rich Seidner

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Web Commerce Kate Maddox,1998-09-14 In Web Commerce Kate Maddox clearly identifies the many different Web commerce solutions available today and helps those of you in management positions decide which system best fits the needs of your company This indispensable guide also helps you develop surefire strategies for making your site a success whether your company is a Fortune 500 or a start up travel agency Comprehensive discussions are included on all major categories of software and systems for transacting Web commerce such as outsourcing commerce on malls or hosting services electronic catalog and merchant server software high end commerce solutions payment options and security solutions There are in depth explanations provided for the various features pricing and setup requirements as well as the pros and cons of each type of system The important and pressing topic of Web commerce security is also explored in detail Beyond selecting the right kinds of hardware software payment options and security solutions for your Web commerce system the book also considers issues that go beyond system setup Depending upon what kind of industry you re in or what kind of customers you have unique strategies are necessary to make the most of your Web commerce systems Maddox addresses industry specific questions like If you re a car manufacturer what are some of the problems you ll face trying to sell expensive items over the Web If you re a business to business seller how do you avoid disrupting the sales channel She then presents strategies for dealing with these unique problems effectively The book goes on to describe how to best reach your target audience and how to personalize and promote your Web site effectively Finally Maddox takes a look at the future of Web commerce A comprehensive look at the Web commerce solutions available today and how to choose the right one for your company Today managers in every type of business are looking to branch out onto the Web to promote and ultimately sell their products to a much wider audience In Web Commerce Kate Maddox provides managers with all the information they need to know from software and hardware options to strategizing effectively for a particular business to security issues to the future of Web commerce Web Commerce is the managers road map to business in the next century Kate Maddox gives us a detailed account of how the best companies are selling their products and services on the Internet Web Commerce is a must read for managers looking to take their companies into the next century Jim McCann President 1 800 FLOWERS Author Stop and Sell the Roses Anyone looking to conduct business on the Internet needs to read Web Commerce If you re looking to do business on the Net now this book has it all Chuck Martin President Net Future Institute Author The Digital Estate   Doing E-Business David Taylor,Alyse D. Terhune,2002-03-14 Strategies for becoming a fully functional E business This book provides executives managers and entrepreneurs with practical ideas and techniques that will help them improve the way they implement and manage E commerce and E business The authors have been E business strategy consultants for over a decade and this book is based on their experiences working with hundreds of Fortune 500 companies and dot com startups The book is filled with examples of how companies across industries have used the Internet to sell in business to business E

marketplaces as well as direct to consumers and the problems they have encountered in the process The book also covers many topics that other E business books miss including the impact of the Net s underground economy and how to involve customers emotionally with a Web based business David Taylor and Alyse Terhune Stamford CT founded eMarket Holdings LLC an E business strategy consulting firm in 1999 They have been e commerce and e business consultants for over a decade primarily at Gartner Group Inc **Playing for Profit** Alice LaPlante,Rich Seidner,1999-04-26 Summary Playing for Profit examines how digital interactivity will affect the future of the technology and entertainment businesses demanding new rules different players and bigger profits It takes an insightful look into the strategies and methods that are driving the digital entertainment and interactive gaming industries dissecting the thinking behind such issues as product innovation market domination risk taking attracting and nurturing visionary employees and unparalleled customer service This book outlines how the entire entertainment industry will be redefined and how the current business models found in radio recorded music television and computer games will be affected Playing for Profit offers valuable lessons for managers in entertainment and technology companies and will dazzle the enthusiasts who follow the successes and failures of this remarkable industry

Managing Telework Jack M. Nilles,1998-09-14 In Managing Telework Jack Nilles illustrates that telework is undeniably the corporate wave of the future on a global level As Nilles explains the key to a successful virtual workforce is making the best use of those opportunities through proper planning and the development of an appropriate management style Management philosophy style and technique constitute the foundation of this indispensable resource Managing Telework provides crucial information on every part of the telecommuting process E-government 2001 Mark A. Abramson,Grady Means,2001 E Government 2001 provides in depth case studies of the state of e government today The book chronicles the early days of e government and presents a collective snapshot in time as to where governments at the federal state and local levels are today as they continue their march toward e government Case studies include analysis of the use of auction models by government privacy strategies for e government e commerce applications in government the use of the Internet to deliver government services and a study of how state employment agencies are using technology to provide improved service From these case studies Mark A Abramson and Grady E Means develop six initial lessons which government leaders should know before undertaking major e government initiatives The lessons should prove valuable to all executives who aspire to transform their organizations from traditional bureaucracies to e enabled organizations *Customer Relationship Management Essentials* Harendra Phadke,2025-02-20 Customer Relationship Management Essentials explores the evolution of CRM strategies and technologies taking a holistic approach to provide concepts tools and strategies We introduce key concepts and metrics necessary to understand and implement CRM strategies describe a successful CRM implementation process and discuss techniques for making strategic marketing decisions using customer lifetime value Given the ongoing digital transformation CRM has become a crucial strategy encompassing various tactics essential in today s economy Our

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an economic and legal approach to resolving them   <u>B to B.</u> ,2000-07   <u>Business 2.0</u> ,1999

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