

NAME: Mmaduekwe Ebuka Paul

REG NO:2014/192976

DEPARTMENT: Physics and Astronomy

COURSE: BUSINESS DEVELOPMENT AND MANAGEMENT  
(CED  
342)

AN ASSIGNMENT ON E-BUSINESS AND MANAGING  
TRANSITION

## E-BUSINESS

Electronic business is a flexible process that enables everyone in any geographical area to partake actively in business around the world. The various aspects are e-business, e-commerce, and e-trading.

E-business involves any form of business transaction including abstract and real objects. E-commerce deals directly with exchange of goods and their payment facilitated by electronic transaction. E-trading deals with selling of financial instruments such as stock, bonds and treasuries.

TECHNIQUES OF NATIONAL ECONOMY: The driving force behind e-business is the network economy. As opposed to supply chain economy where products has a central position and consumer's choice and strongly determined by the product positioning, in network economy, the consumer's position is central. It is also called a push v pull strategy. In e-business, selling products through the internet is much more dependent on specific consumer demand.

## E-BUSINESS AND ITS IMPACT:

Commercial exchange of goods and services information and/or ideas between 2 or more parties enabled

Collapse of time and space between business partners

Transition to new world

Creating web enabled enterprise

Changes enabled by a technology push are converging and diverging channels

## BASICS OF E- BUSINESS

PARTIES: customers, suppliers, competitors, government

RESOURCES: investment funds, technology infrastructure, strategy and policies, organisation and personnel, rules and regulations

BUSINESS FUNCTIONS: delivery, providing information, acquisition and sales, promotion, procurement, product or service development, management, operations.

## SUCCESS FACTORS FOR E-BUSINESS IN THE DEVELOPING WORLD

it fulfills a need of a group of users.

The users have sufficient means to make use of service.

The necessary equipment and infrastructure is adequate in relation to the environment.

The target group has sufficient know-how.

## FIVE STAGES OF E-BUSINESS PROCESS CYCLE

Awareness- Ambition-Concept-Realization-Exploitation. E-

commerce can be divided into e-tailing or virtual store front

Gathering and use of demographic data through web contacts

Electronic data interchange

E-mail and fax

Business-to-business buying and selling

TeH security of business transactions

CHAPTER 10:

MANAGING TRANSITION:FROM START UP TO GROWTH

Transition in business is a process in which a business undergo an angle and passed from one stage or form to another form of business.

#### FORMS OF BUSINESS ORGANISATION

Proprietorship

Partnership

Corporation

Business growth can be achieved via: AMIE

Acquisition

Merge

International expansion

The life cycle of industry is depicted as S-shaped canter four stages of life cycle:EEMD

Experimentation

Exploitation

Maturity

Decline

A succession is a process in which leadership, and eventually ownership is transferred to a successor

#### ELEMENTS OF SUCCESSION PLAN

A statement of distribution of ownership

The identity of the new leader

How the leader are to be trained

## TRANSIT IN THE BUSINESS

A family business is a firm of any size in which the majority of direct and indirect decision making rights is in the possession of the natural person who had acquired the capital of the firm.

1. transfer of family member: factors to consider are

Role of the owner in the transition stage

Family dynamics

Income for working family members and share holders

Treatment of loyal employees

3 categories of factors that will play a role in the effective business transition are:

Preparation level of the business

Relationship among family and business members

2. Transfer to non family members

3. transit for growth

## DECISION MAKING IN TRANSITION SITUATION

Decision making is the process of making choice or reaching in conclusions. It begins with a problem and ends with a solution.

## MANAGING STRESS

Stress is a person's adaptive response to stimulates that places excessive psychological or physical demands on that person.

When stress emanates from a good sources such as political appointment it is called Eustress but negative stress is called

Distress

## STRATEGIES IN MANAGEING STRESS

Exercise

Relaxation

Time management

Role management

Support groups