

SUMMARY OF E-BUSINESS

Electronic business (E-business) is taking over from the supply chain economy where product took the central place and determined market and market places. In E-business the consumer takes the central place.

There are various aspects of this network economy such as E-business, E-commerce and E-trading. While E-business involves any form of business transaction, e-commerce deals directly with the exchange of goods and their payment facilitated by electronic transaction, E-trading deals with the selling of financial instruments such as stock, bonds and treasuries.

Traditionally the core business of an enterprise sets the rules and requirements for information systems to fulfill. However today technology positions itself in a far more prominent place. Technology no longer just follows business requirements but also creates possibilities. This is made even more important by the global economic downturn which has made competition for new markets fiercer than ever.

In conclusion, a careful balance between business needs and technology possibilities is required to be successful in e-business and this encompasses studying the peculiarities of every market. The communication infrastructure that is often considered a basic commodity in the western world is not the same elsewhere on the globe. Therefore, the type of services provided by E-businesses in developing countries need to take these factors into account and provide alternative sales mechanisms.

SUMMARY OF MANAGING TRANSITION: FROM START- UP TO GROWTH.

Transition in business may be defined as a process in which a business undergoes a change and passes from one form or stage to another. At a point in the life of many new ventures, transit must occur either for the reason of retirement or death of the owner, or expansion of the business. For this reason, the entrepreneur must start planning in advance.

A business can be transferred to family members, non-family members and also through transit for growth while business growth can be achieved through acquisition, merger and internal expansion.

One concern people have when they consider forming a new venture is whether they will be able to sustain the drive and energy required not only to overcome the inertia of forming something new but also to manage the new enterprise and make it grow. Consequently, new habits may have to be substituted for old habits in order to help the entrepreneur prepare for future success.

In conclusion, as a business grows, leaving management decision making in the hands of only the entrepreneur can be dangerous to the success of the venture. It will require the entrepreneur to involve key employees in decision making and to give a listening ear to their own contributions, suggestions and opinions.