

**Summary of E-
business and
Managing Transition
from Startups to
Growth**

BY

**ASADU, CHUKWUEMEKA
PRECIOUS**

Reg.No.: 2012/181814

**COMPUTER SCIENCE DEPARTMENT
UNIVERSITY OF NIGERIA, NSUKKA**

E- BUSINESS

Electronic business is a flexible process that enables everyone in any geographical area to partake actively in business around the world both in abstract and real object forms.

E-commerce deals directly with the exchange of goods and their payment facilitated by electronic transaction e.g retail shopping, airline booking, and banking Etc. The driving force behind e-business is the Networking economy.

E - Trading deals with the selling of financial instruments such as stock, bonds and treasuries electronically. (B2B, B2C).

E - Business and its impact

1. The commercial exchange of goods, services, information enabled by an electronic medium
2. A collapse of time and space between partners
3. The transition to the 'new world' network economy
4. Creating the web enabled enterprise

Changes Enabled by a Technology Push

1. Converging channels
2. Diverging channels

Basics of E - Business

1. The parties (actors) you are dealing with e.g customers, suppliers, Government, Competitors.
2. The resources at your disposal e.g investment funds, infrastructure, personnel, strategy etc

3. The business functions to be performed e.g Delivery, Promotions, Procurement, Management, Operations etc

Critical Success Factor (CSFs) for E-business in the Developing World

1. It fulfils a need of a group of users.
2. The users have sufficient means to make use of the service.
3. The necessary infrastructure is adequate in relation to the physical environment.
4. The target group has sufficient know-how to make use of the service.

E- Business process cycle

1. Awareness(vision).
2. Ambition(Scope).
3. Concept(road map).
4. Realization(on the road).

EDI involves data exchange among parties that know each other well and make arrangements for one - to - one connection , usually dial - up.

Important Implication of Increased e - Trading

- ☐☐Reduced cost of transactions
- ☐☐Greater liquidity
- ☐☐Greater competition
- ☐☐Increased Transparency

□□Tighter Spreads

MANAGING TRANSITION: FROM START – UP TO GROWTH

Transition in business is a process in which a business undergoes a change and passes from one form or stage to another.

Transition must occur in many new ventures either for the reason of retirement or death of the owner, or expansion of the business.

The life cycle of an industry is depicted as an S - shaped curve and is made up of four stages;

- Experimentation
- Exploitation
- Maturity
- Decline

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

Personal Discipline in Business

This is the ability to do what is necessary or sensible without needing to be urged by somebody else.

The ability of the entrepreneur to stick to the right code of conduct or behaviour in spite of his personal desires largely depends on his traits, attitudes and habits.

1. Trait - Extraversion, openness to experience, agreeableness, Conscientiousness, Emotional stability.
2. Attitudes - career attitudes, Mental attitudes etc
3. Habits

The three (3) widely used methods of business evaluation includes; asset, cash flow and earnings. Specific evaluation enables an entrepreneur determine the present value of the company i.e. valuing the company based on its future sales and profits.

Stress and Pressure

Stress may be simply defined as a person's adaptive response to a stimulus that places excessive psychological or physical demands on that person.

Stressor (stimulus) refers to anything that can induce stress. Stress may be positive or negative. When stress emanates from a good source, for example getting a promotion or political appointment, it is called *eustress*. But negative stress is called *distress* e.g Excessive pressure, bad news etc.

An entrepreneur can apply the following coping strategies in managing stress in business especially in transition situation.

- i. Exercise
- ii. Relaxation
- iii. Time Management
- iv. Role Management
- v. Support Groups