Week 6: Business-to-Business Electronic Commerce

B2B E-Commerce Opportunities
By Sunil Chopra, Darren Dougan, and Gareth Taylor

Discussion Question:

Briefly summarize the three sources of value from B2B e-commerce. Will the roadmap for B2B e-commerce implementation apply to your organization? Can your organization take advantage of any of the market options presented in the paper?

A Study of the Value and Impact of B2B E-Commerce: The Case of Web-Based Procurement
By Chandrasekar Subramaniam and Micheal J. Shaw

Discussion Question:

Summarize the factors that affect the value of Web-based procurement. Do you agree with the eight propositions the authors proposed?