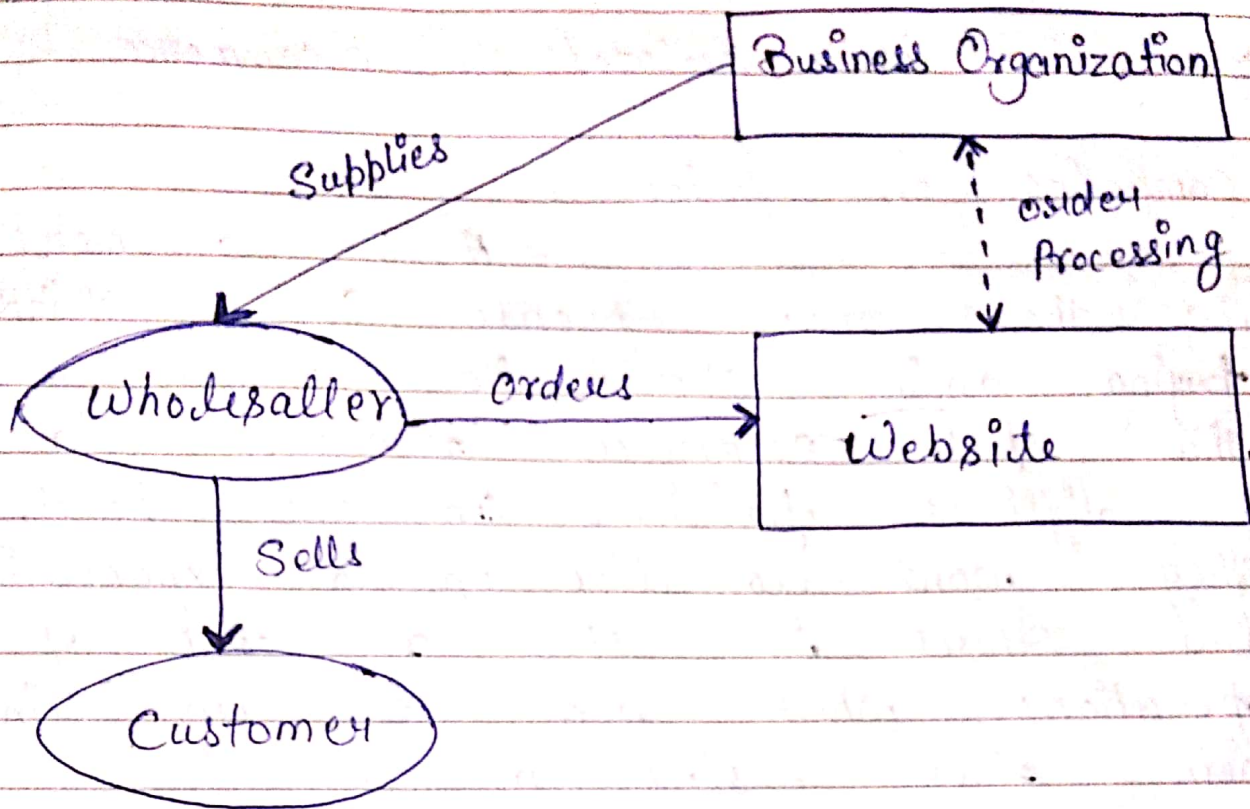


B2B E-commerce :-



B2B identifies both the Seller as well as the buyer as business entities.

B2B covers a large number of applications, which enables business to form relationships with their distributors, re-sellers, suppliers, etc. following are the leading items in B2B e-commerce

- Electronics
- Shipping and Warehousing
- Motor Vehicles
- Petrochemicals
- Paper
- office products

- food
- Agriculture.

Managerial issue related to e-commerce :-

1. Competing on price :-

The argument is that many people still think buying online should be cheaper and that puts e-commerce managers in a difficult position. On one hand, they want to live up to expectations but there is still a cost of operations which may be in line with other distribution channels.

2. Managing offline retailers :-

E-commerce and store management should strive to provide a seamless experience between online and offline as that is what consumer now expect.

3. Integrating chatbots :-

Participants felt that while virtual reality and AI-assisted shopping was interesting, chatbots with matching learning were probably the 'next big thing'.

Just e-commerce.

4. Maintaining investment from the business :-

E-commerce, like many aspects of digital is not yet a profit-making enterprise of many brands. because of this. e-commerce specialists are constantly worried about investment from their business sponsor.

5. Boosting revenue :-

opinions varied widely on the best way to improve top-line numbers. Some participants said that simply increasing and spend can increase revenue.

An e-commerce exit strategy can mean many things, but it's basically a way to separate yourself from your business. In most cases, this means selling most or all of your business. It could mean hiring someone (or a team) to run your business in your absence, or it might involve a unique arrangement that works for you.

Even if you don't have any immediate plans to leave your business, here are some reasons you might want to consider stepping away:

- Medical issues that make it impossible to work.
- Family issues that distract you from work or force you to seek employment.
- Unexpected offers for the business from entrepreneurs or companies who want to expand their market share through acquisitions.