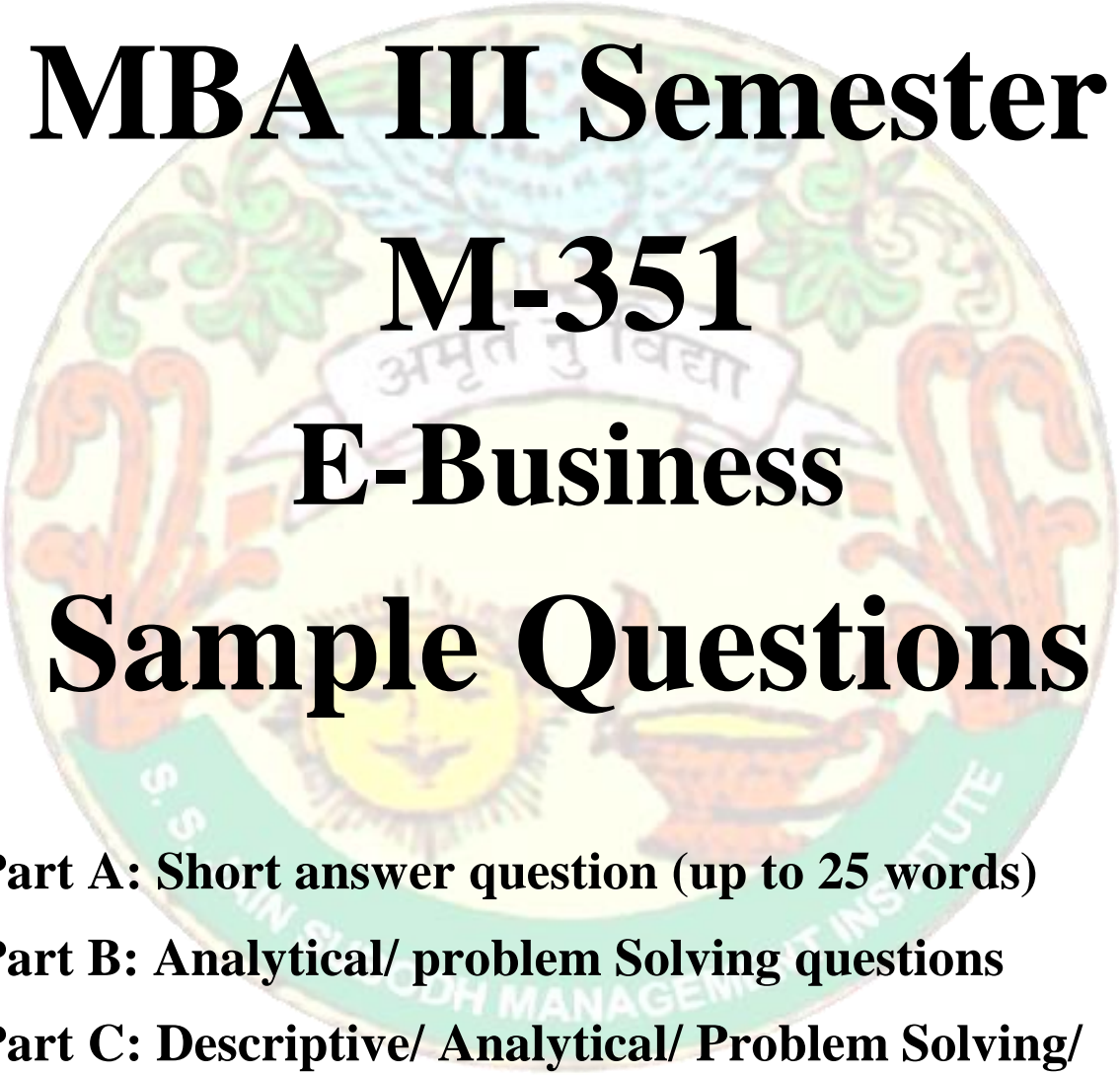


**S. S. Jain**  
**Subodh Management Institute**



**MBA III Semester**  
**M-351**  
**E-Business**  
**Sample Questions**

**Part A: Short answer question (up to 25 words)**

**Part B: Analytical/ problem Solving questions**

**Part C: Descriptive/ Analytical/ Problem Solving/  
Case questions.**

## **PART A**

### **Unit 1**

- Q1.Explain the Architecture of E-Commerce.
- Q2. Explain the components of E-Commerce.
- Q3.Explain different applications of E-Commerce.
- Q4. What are the different models of E-Commerce.
- Q5. Explain about B2C model?

### **Unit 2**

- Q6.What are the building blocks of e business?
- Q7.What are two primary technological building blocks underlying e-commerce?
- Q8.What are the four basic tools for e business?
- Q9.What are building block technologies?

### **Unit 3**

- Q10.What is an electronic market in e-commerce?
- Q11.What are the three models of electronic market?
- Q12.What are the different models of electronic market?
- Q13.What are the questions to ask when starting an e-business?

### **Unit 4**

- Q14.What were the strategies of e-business?
- Q15.How should an e-business strategy be developed?
- Q16.Why e-business strategy is important for modern world?
- Q17.What are the three strategic area of e-business?

## **Unit 5**

- Q18. What is application of e-business?
- Q19. What are the advantages of e-business applications?
- Q20. What are the questions to ask when starting an e-business?
- Q21. What is the main role of e-business in business?
- Q22. What are the four types of e-business?
- Q23. What is e-business and its types?

## **Unit 6**

- Q24. What are the impacts of e-business to business?
- Q25. What is the impact of e-commerce on industry?
- Q26. What is e-business in short answer?
- Q27. What is an impact of e-business on the traditional business?

## **Unit 7**

- Q28. What are some contemporary issues in business?
- Q29. What are some good questions to ask about business?
- Q30. How do you identify a contemporary issue?
- Q31. What are the most asked questions about business?

## **Unit 8**

- Q32. What is the impact of e business on society?
- Q33. What are the benefits of e business to society?
- Q34. How does e business impact the economy?
- Q35. What is the impact of e-commerce in today world?

## **PART B**

### **Unit 1**

- Q1. Explain about the Web-based E-commerce architecture?(OR) What are the requirements of web-based E-commerce?
- Q2. What are the different types of issues to be considered in E-commerce?
- Q3. What are the basic applications of Internet?
- Q4. What is E-commerce? Explain advantages and disadvantages of E-Comm
- Q5. What are the different types of issues to be considered in E-commerce?

### **Unit 2**

- Q6. What is the importance of component of Electronic Commerce application
- Q7. what do you the companies usually choose to implements have what are the three different type of transition and mobility within wireless network in e-commerce
- Q8. what are the major method used for advertisement in e-commerce by data encrypted standard
- Q9. what is EDI. Discuss its layer structure what is e shopping what are the advantage and disadvantage of e-shopping
- Q10. Discuss The E-Commerce architecture and its component in details with the help of a diagram
- Q11. what is the function of an IP packet screening router explain with the help of a diagram what are the advantages and disadvantages of small card in e-commerce

### **Unit 3**

- Q12. Explain about the Web-based E-commerce architecture?(OR) What are the requirements of web-based E-commerce?
- Q13. What are the different types of issues to be considered in E-commerce?
- Q14. What are the basic applications of Internet?
- Q15. Explain about E-marketing.
- Q16. What is E-marketplace and explain different functions of E-marketplaces?
- Q17. What are the different types of E-marketplaces?
- Q18 What is an EDI explain the advantages of EDI?

### **Unit 4**

- Q19. E-commerce technologies provide a unique, many-to-many model of mass communication. a. True b. False

Q20. The fact that e-commerce is conducted based on universal standards decreases search costs for consumers. a. True b. False

Q21. Briefly discuss the business success of the CRM system at Amazon and include in your discussion.

Q22. How do sales skimming schemes leave a victim organization in balance, despite the theft of funds?

### **Unit 5**

Q23. What is the difference between e-commerce and e-business?

Q24. Why do some people say B2B has greater potential than B2C?

Q25. What type of e-business would benefit from disintermediation?

Q26. What type of e-business would benefit from reintermediation?

Q27. What are the basic applications of Internet?

Q28. Explain about E-marketing.

Q29. What is E-marketplace and explain different functions of E-marketplaces?

Q30. What are the different types of E-marketplaces?

Q31. What is an EDI explain the advantages of EDI?

### **Unit 6**

Q32. What is the impact of electronic commerce on the entire United States legal system?

Q33. Describe the impact of e-commerce on the global legal environment.

Q34. Describe electronic commerce and how or why was it originated.

Q35. List and briefly describe three of the five common classifications of EC by the nature of the transaction.

Q36. Explain how applying internet technologies for e-commerce to meet business objectives?

### **Unit 7**

Q37. What are some advantages and disadvantages to having stayed small?

Q38. What is the ideal size of your company and do you believe that growth is inevitable?

Q39. Are small to medium sized companies innovative needs, more crucial to their success than large companies?

Q40. What are the implications of digital transformation on audit procedures?

## Unit 8

Q41. What is the Impact of E-Commerce on the Society?

Q42. Discuss the competitive advantages that can be gained from using the strategies of attaining and retaining customers on e-commerce website?

Q43. Trending research topics in e-business and E-commerce?

Q44. How to build a decision support system in the field of selling on the Internet, online store, e-commerce?





## **PART C**

### **Unit 1**

- Q1. What is E-marketplace and explain different functions of E-marketplaces?
- Q2. What are the different types of E-marketplaces?
- Q3. What is an EDI explain the advantages of EDI?
- Q4. Difference between E-commerce and Traditional Commerce?
- Q5. What are the different e-commerce business models?
- Q6. Explain the technical disadvantages of e-commerce?
- Q7. Explain the advantages to society because of e-commerce?
- Q8. Tell us which different sector e-commerce applications are available in the market?

### **Unit 2**

- Q9. what are the four type of consumer oriented application of e-commerce discuss them briefly
- Q10. what is supply chain management why it is important in e business environment compare and contrast the traditional business with its Electronic Commerce in book shop business
- Q11. discuss the various thread involved in client server communication and how are the encounter it is business
- Q12. discuss in detail the architect and Technology component of education on demand in e-commerce

### **Unit 3**

- Q13. What do you know the history of the internet and WWW? Also explain their services for electronic Commerce.
- Q14. What are the securities challenges and the protection measures available to any electronic business? Or identify the securities requirements for the safe electronic payment?
- Q15. What is internet protocol & internet addresses. Explain the options available for connecting to internet.
- Q16. Explain CRM in current scenario. Or write a note on customer care strategies involved in E-commerce

## Unit 4

- Q17. Why does Amazon need to worry about competitors in online shopping?  
A) E-commerce is affected by the law of diminishing returns.  
B) Internet technologies are universal
- Q18. E-commerce is rapidly taking the lead in global trading and local businesses. Let's talk about e-business as a general topic. How it works, its advantages and disadvantages to both businesses and c...
- Q19. How has e-marketing changed? What might a company want to Include in their subject line to attract the attention of their targeted customer?
- Q20. What are the three main categories of electronic commerce?
- Q21. What sort of companies might employ a private company marketplace?
- Q22. What sort of companies might participate in a private company marketplace? How is a private company marketplace different from an...
- Q23. In what ways is a B2B private store different from a B2B customer portal? How is a private store different from a typical B2C e-commerce website?



## Unit 5

- Q24. Explain about the Web-based E-commerce architecture?(OR) What are the requirements of web-based E-commerce?
- Q25. What are the different types of issues to be considered in E-commerce?
- Q26. Why did most communities in the early days of e-commerce fail? What factors enable some online social networks to prosper today?
- Q27. Describe the use of personalization and customization in e-commerce. What business value do these techniques have?
- Q28. Identify the four main dimensions that e-commerce ethical, political, and social issues fall into and provide an example of how each dimension might apply to an individual.

## Unit 6

- Q29. Which of the following is a frequent advantage of converting to an e-commerce supply chain? a. A decrease in transport cost b. An increase in available product inventory
- Q30. Identify the four main dimensions that e-commerce ethical, political, and social issues fall into and provide an example of how each dimension might apply to an individual
- Q31. Explain how applying internet technologies for e-commerce to meet business objectives?
- Q32. List and briefly describe three of the five common classifications of EC by the nature of the transaction



## Unit 7

Q33. What is the impact of electronic commerce on the entire United States legal system?

Q34. Describe the use of personalization and customization in e-commerce. What business value do these techniques have?

Q35. List and briefly describe three of the five common classifications of EC by the nature of the transaction.

Q36. What are some advantages and disadvantages to having stayed small?

## Unit 8

Q37. What method can I use to show that the platform I have made has more advantages compared to the existing one in E Business?

Q38. What will be the emerging trends and challenges in consumer protection in E Business the aftermath of the pandemic?

Q39. What are the industries that embraced blockchain technology already in E Business?

Q40. Will developing markets in the e-commerce formula increase the level of competitiveness due to the greater popularity of consumer information?

