

Introduction to Ecommerce Models

01

B2C

This model allows businesses to sell products directly to consumers via online platforms, improving access and convenience.

02

B2B

In this model, businesses sell products or services to other businesses, often involving bulk transactions and contracts.

03

C2C

C2C ecommerce facilitates transactions between consumers, often using platforms that provide a marketplace for peer-to-peer selling.

04

D2C

Direct-to-consumer models allow brands to sell directly to buyers, enhancing brand loyalty and improving profit margins.



Entrepreneurs 77 2853 Ecommerce Trends Explained For Entrepreneurs

J Elliott



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advisory practice and inspiring thousands of entrepreneurs to expand and globalise their own e-commerce businesses Dr Angelos Katsaris and Melanie V Shabangu set their minds to writing this essential book It is vital reading for novices entering the e-commerce retailing world and simultaneously delivers practical usable tips and premium advice for the more seasoned e-commerce entrepreneurs This book delves deeply into the considerations that every e-commerce retailer needs to bear in mind when setting out into this new online world making it a must-have addition to any entrepreneur's library What makes this book so essential is the authors' unconventional approach to exploring some of the myths and truisms that have crept into the online retailing culture At the heart of the book flows a number of key themes all linking to the world of cross-border e-commerce and global expansion Where are you going to store your goods How are you going to remain compliant with the local taxes in the countries you are expanding into This book takes the mysteries out of doing business in the Middle and the Far East and provides some interesting shortcuts on market research barriers to entry and which options to look out for when manufacturing shipping and storing your goods It teaches you how to cost your goods keep good accounting records and be considerate of product compliance IP and trademarks It also coaches you on how to keep your eyes peeled for trouble on the horizon Sales for little or no profit are all too common an indicator of a business about to head into the stormy seas By knowing your customer avatars and targeting their core needs via efficient advertising and localised listings through the right consultant for your business you can weather the storm and move into a calmer and brighter future There are a number of factors that everyone needs to consider when expanding into new and diverse marketplaces and Dr Angelos and Melanie explore these complex scenarios while exposing the resources available and dispelling all the myths The Online Hustle is targeted at those who never thought they could start an e-commerce business on their own It's for the person who didn't necessarily go to a business school or the person who has been affected by redundancy due to the COVID-19 pandemic and wants to branch out on their own Think of it as a quick-start guide and an indispensable resource to answer all of those burning questions about when and how to start an e-commerce retail business The authors have written the book in a clear and crisp style organised in a very user-friendly manner This book is one of those rare finds that will be as useful to those well into their journey as it is for those just starting out

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