



Electronic Business

Geoffrey Sampson

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Online retailing continues to grow at a staggering rate. In the UK alone, internet sales rose by 50% year-on-year in the last three months of 2007 (source: Capgemini), and of those with internet access in the UK, 97% have made at least one online purchase (source: Nielsen Global Survey). IT professionals are playing an increasingly pivotal role in shaping this new business landscape, and the success of many business ventures, is growing ever-more dependent on their skills and knowledge. "Electronic Business" supports all of those with a stake in e-business or e-commerce by providing a solid grounding in their main functions. It is an invaluable source of information for anybody setting up a new business or managing an existing business, as well as those studying IT or Business Studies, taking an MBA, or managing the delivery of an IT service to new or established e-business customers.

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