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Andreas Haug (Hrsg.)

Web-Exzellenz im E-Commerce

Innovation und Transformation
im Handel



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Philipp Hoberg



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New Online Retailing Gerrit Heinemann, Christoph Schwarzl, 2010-11-01 The authors describe in detail what makes today's online retailing different and provide 8 central success factors for the new generation of Internet sales Based on internationally recognized best practices it becomes obvious what makes online retailers successful The authors pull together lessons learned from the last 10 years and give readers a tour of the future of online selling The new online trade Gerrit Heinemann, 2023-03-30 This book presents developments and future trends in e commerce which is shaped by customers new digital communication and consumption patterns Gerrit Heinemann sheds light on e commerce business models channel excellence as well as success factors such as digital time advantages and customer centricity He analyzes the digital challenges and highlights the consequences and opportunities associated with online commerce Recognized best practices illustrate how successful digital commerce works and what the lessons learned of the past years are The 13th edition describes which new approaches will shape the future of online retail and which developments will remain long term issues While for example app and smartphone commerce including mobile payment continue to be long running issues the environmental issue is coming at online commerce with a concentrated charge This means that people's growing need for more sustainability and consideration for the environment has now also arrived in e commerce This work is therefore devoted to sustainable e commerce in the context of online logistics which runs counter to the new trend towards quick commerce The topics of climate neutrality and returns management are also increasingly coming into focus In addition current topics such as the marketplace theme and social commerce will be explored in greater depth Furthermore numerous new legal requirements are taken into account which place increased obligations on marketplace operators in particular The content Meta targeting and business ideas in online retailing Business model of online trade Forms of online trade Business systems and benchmarks in e commerce Best practices and risks in online retailing **B2B eCommerce** Gerrit Heinemann, 2022-11-11 This textbook covers the basics of business to business B2B eCommerce where similar principles of customer targeting can be observed as in B2C eCommerce Gerrit Heinemann highlights the specifics and business models of B2B eCommerce analyzes the digital challenges and shows the consequences and opportunities for online sales in B2B Recognised best practice examples illustrate how successful B2B eCommerce can work and which risks have to be considered **The E-Commerce Book** Alexander Graf, Holger Schneider, 2016-08-01 This book is designed for people who want to understand e commerce and by understanding we mean first and foremost Why and What not How Why is Amazon dominating the market What happened between 1995 and 2015 Why were the incumbents like Walmart not able to fight back What will become of the herd of new unicorn e commerce companies And what will happen to the traditional value chain on which retail companies operate This is not a book about How though so don't read this hoping to learn how to master online marketing From our point of view the Why and What is much more challenging and important whether you are running a

company in this market or are a student wanting to break into it In this book we ll share what we ve learned Look forward to 150 pages of valuable material about changes in the value chain a lively review of how e commerce has developed over the last 20 years 50 case studies of digital business models large and small three extensive interviews with leading e commerce entrepreneurs and strategic mind games galore for a range of industries This book offers a unique review of the e commerce industry and the major changes it has seen notably what key players have done to keep up with evolving technology and heightened consumer expectations The authors give a solid look at what any retail or brand decision maker should know about the industry s history and future Stephan Schambach Founder of Intershop Demandware and Newstore More than ever understanding the issues impacting the digital retail market as a whole will be critical to success in the years ahead Alexander Graf and Holger Schneider deliver exactly the information to help you refine your perspective across markets and retail industries Hans Otto Schrader CEO Otto Group Social - Local - Mobile Gerrit Heinemann,Christian Gaiser,2014-11-20 n the future shopping will be greatly influenced by a combination of localization issues mobile internet at the point of sale and use of social networks This book focuses on the SoLoMo synergies that arise from this paradigm shift in future shopping which also promises new and effective marketing options for traditional retailers It also reflects the current status of research and business practice analyzing the basic factors of SoLoMo in detail The importance of Location based Services LBS is elaborated and analyzed in an empirical study using a market based case of kaufDA a leading German online shopping network The evidence shows that customers see LBS as an attractive tool and are prepared to change their buying behavior Though LBS is still in its early stages and its professional longevity remains to be seen it also promises tremendous potential for the future **Intelligent Retail** Gerrit Heinemann,2022-10-13 This book shows stationary retail a way to reinvent itself after Corona in order to be able to survive against the strong competition of online retail The focus is on the central issues that will shape the retail of the future For example brick and mortar retail in particular must now work with intelligent systems based on data and adopt or even surpass methods that the large online marketplaces have been using successfully for a very long time In this regard artificial intelligence also plays a major role in retail This is not just about automation and robots taking over tasks but also about instruments and machines being able to learn and draw conclusions themselves in all retail functions This is becoming increasingly difficult because our shopping and search behavior is constantly changing Therefore a customer should receive intelligent recommendations in the store which are also based on his already known interests and behavior patterns Gerrit Heinemann shows how intelligent action can save stationary retail in city centres and shopping centres The content From stationary Retail to intelligent Retail Threats to the stationary retail trade Basic requirements and manifestations of intelligent Retail Examples of intelligent retail of the future Risks for intelligent Retail *Der neue Online-Handel* Gerrit Heinemann,2010-08-27 Gerrit Heinemann erl utert die Besonderheiten des neuen Online Handels und zeigt auf welche spezifischen Voraussetzungen gegeben sein m ssen damit der Online Handel

zum Erfolg wird Anerkannte Best Practices machen anschaulich wie erfolgreicher Internet Handel funktioniert und was die Lessons Learned der letzten Jahre sind Alle Kapitel der 3 Auflage wurden aktualisiert und die Best Practices auf den neuesten Stand gebracht Den Themen Mikro Blogging und Risiken des Online Handels wird ein besonderer Stellenwert einger umt ebenso wie den Aspekten der Transformation im Handel in Hinblick auf die Umsetzung der neuen Gesch ftssystemanforderungen Luxury Marketing Klaus-Peter Wiedmann,Nadine Hennigs,2012-11-10 The luxury market has transformed from its traditional conspicuous consumption model to a new experiential luxury sensibility that is marked by a change in how consumers define luxury In a global context it is crucial to understand why consumers buy luxury what they believe luxury is and how their perception of luxury value impacts their buying behavior This handbook aims to provide a holistic approach to luxury marketing with respect to the characteristics and the key challenges and opportunities of luxury brand management Therefore the multifaceted contributions by authors from different parts of the world will offer both a research and management perspective of luxury marketing and deliver a concentrated body of knowledge with contributions from diverse elements **Die Individualisierung des Informationsangebots im E-Commerce** Philipp Hoberg,2017-11-25 In dem vorliegenden Buch zeigt Philipp Hoberg dass die Ausspielung individualisierter Informationsangebote Unternehmen im E Commerce ein gro es Potenzial zur Generierung strategischer Wettbewerbsvorteile in einem hoch kompetitiven Umfeld er ffnet Zudem beschreibt der Autor die M glichkeiten und Grenzen einer bedarfsgerechten Kundenansprache im Internet und verdeutlicht welche Faktoren das spezifische Individualisierungspotenzial eines Unternehmens bedingen **Leitfaden Digital Commerce** Torsten Schwarz,2013-10-01 Digital Commerce boomt 97 % der deutschen Internetnutzer kaufen online ein Waren im Wert von 49 Milliarden Euro werden dieses Jahr voraussichtlich online bestellt Zwei Drittel des Versandhandelsumsatzes werden online erwirtschaftet Nun kommt die n chste Welle Mobile Commerce Inzwischen ist jeder zweite Deutsche ber Smartphone Tablet online Drei Viertel der Internetnutzer surfen w hrend des Fernsehens F r Unternehmen wird es daher wichtiger f r Kunden online erreichbar zu sein Nur eine professionelle Onlinebestellung anzubieten reicht nicht Prozesse m ssen neu angepasst werden Auch station re H ndler m ssen umdenken Das Smartphone kann neue K ufer ins Gesch ft lenken Die crossmediale Vernetzung entscheidet ber den Erfolg Im vorliegenden Buch beschreiben Kenner der Szene was sich aktuell ndert und wo der gr te Handlungsbedarf besteht

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