

**Jessica Sarah Schmidt**

**Wachstumsmarkt E-Commerce.  
Herausforderungen bei der Integration im  
mittelständischen Großhandel**

**Masterarbeit**

# Wachstumsmarkt E Commerce Herausforderungen Integration Mittelst Ndischen

**Liying Dong**



## **Wachstumsmarkt E Commerce Herausforderungen Integration Mittelst Ndischen:**

*Handbuch Mergers & Acquisitions* Gerhard Picot, 2012-05-14 Das bew hrte Handbuch bietet Unterst tzung bei der Planung Durchf hrung und Integration von M A Ma nahmen Folgende Themen wurden neu aufgenommen Netzwerke und Kooperationen M A Wellen Zukunftsorientierte Unternehmensgestaltung Integrationsmanagement Interne und externe Unternehmenskommunikation M A Transaktionen in Konzernunternehmen Die 5 Auflage ist noch besser auf die Praxis ausgerichtet mit vielen konkreten Fallbeispielen und n tzlichen Arbeitshilfen Wachstumsmarkt E-Commerce. Herausforderungen bei der Integration im mittelst ndischen Gro hhandel Jessica Sarah Schmidt, 2015-07-08 Masterarbeit aus dem Jahr 2015 im Fachbereich BWL Unternehmensf hrung Management Organisation Note 1 0 Sprache Deutsch Abstract Seit den 90er Jahren hat sich das Internet vom Kommunikationsinstrument zu einer die Wirtschaftswelt revolutionierenden Technologie gewandelt Im Jahr 2014 nutzten 40 4 % der Weltbev lkerung und damit ber 2 925 Mio Menschen in Deutschland 86 78 % der Bev lkerung und somit 71 7 Mio Menschen das Internet Die Amazon com Inc die die Bereiche Business to Business B2B und Business to Consumer B2C bedient steigerte ihren Umsatz von 6 92 Mrd USD im Jahr 2004 auf 88 99 Mrd USD im Jahr 2014 Solche Wachstumsraten sind im station ren Handel nahezu unm glich da Umsatzwachstum i d R durch neue investitionsintensive Verkaufsstellen erfolgt Das Internet f hrt zu einer Ver nderung der Wettbewerbssituationen vieler Unternehmen Der Bedeutungszuwachs des Electronic Commerce E Commerce f hrt zum Aufbau eigener digitaler Vertriebs- und Kommunikationswege und somit zu einer gesteigerten Komplexit t der Vertriebskanalsteuerung bzw der Integration in evolution r gewachsene Strukturen In der Unternehmenspraxis ist aufgrund des mangelnden Bewusstseins bzgl der vertriebsstrategischen Bedeutung des Aufbaus eines zus tzlichen Online Vertriebskanals h ufig ein unkoordiniertes Vorgehen zu beobachten Im deutschen Handel sind kaum integrierte Online Handels Konzepte anzutreffen obwohl die Verbindung des Online und Offline Handels von Fachzeitschriften als die K nigsdisziplin des Handels bezeichnet wird Es mangelt am systematischen Management der Online Vertriebskan le Die Ver nderung die die Einf hrung und Integration eines weiteren Vertriebskanals in ein bestehendes Unternehmen mit sich bringt ist kompliziert und erfordert neben der Ber cksichtigung von Vertrieb Personal Organisation und Informationstechnologie IT auch die Einbindung der Kunden Gro handelsunternehmen ohne E Commerce Einbindung werden sich aufgrund ver nderter Kundenanforderungen hinsichtlich Informationsverhalten Anforderungen an Bestellprozesse und Lieferkomfort langfristig nicht am Markt behaupten k nnen Die bisherige Forschung befasst sich wenig mit der Integration eines Vertriebskanals Zu den Themengebieten E Commerce und Multi Channel Management MCM existiert im B2C Bereich zahlreiche Literatur leider ohne Handlungsempfehlungen zur Integration des E Commerce im Rahmen eines integrierten Vertriebskanalsystems im B2B Bereich Einige den B2C Bereich betreffende Ma nahmen k nnen adaptiert werden Der Mittelstand wird digital. Herausforderungen im B2B E-Commerce in Deutschland , 2024-05-22 Studienarbeit aus dem Jahr 2023 im Fachbereich BWL E Commerce Note 2 0 Sprache Deutsch

Abstract Zwischen den Jahren 2018 und 2021 war ein Wachstum bei den B2B Onlineshops von ca 19% und bei den B2B Marktplätzen von ca 52% zu beobachten Der B2B Internethandels Umsatz betrug 2021 somit ca 352 Mrd Euro Auch seitens der Shopsoftware Anbieter lassen sich starke Entwicklungen im B2B Shop Bereich feststellen All das deutet darauf hin dass die Entwicklungsgeschwindigkeit im B2B Online Handel zunimmt und den nächsten großen Meilenstein im E Commerce bilden wird Solch ein Wandel geht immer mit besonderen Herausforderungen und Risiken einher Daraus ergibt sich auch die Forschungsfrage dieser Hausarbeit Welchen Herausforderungen müssen sich deutsche B2B Unternehmen im Online Handel stellen Nach einer Betrachtung der theoretischen Grundlagen werden die Besonderheiten im Business to Business E Commerce gegenüber dem gemeinhin bekannten Business to Consumer E Commerce aufgezeigt Dafür werden neben aktueller Literatur auch Studien des ECC Köln sowie Fallbeispiele echter B2B Shops herangezogen Die Komplexität welche sich durch die Besonderheiten im B2B E Commerce ergibt leitet das folgende Kapitel der weiteren Herausforderungen für B2B Unternehmen ein In diesem liegt der Fokus auf allen wichtigen Unternehmensprozessen außerhalb des Onlineshops sowie Schwierigkeiten bei der Implementierung und digitalen Transformation Zum Schluss erfolgt eine Einordnung des aktuellen Entwicklungsstandes des deutschen B2B E Commerce Sektors innerhalb des internationalen Marktes sowie die Formulierung von Zukunftsaussichten

**Wachstumsmarkt E-Commerce** Christian Flick, 2014-05-08 Diese Master Thesis setzt sich damit auseinander in welcher Weise der elektronische Handel die Wettbewerbschancen kleiner und mittlerer Unternehmen verändern kann und darüber hinaus auch damit mit welchen Risiken und Aufwendungen diese Schritte realisiert werden können Die Frage wie der primäre Handel der Zukunft geprägt und strukturiert sein wird ist elementar Das Internet ist in der heutigen Zeit bereits alltags- sowie bevölkerungsschicht bergreifend nicht mehr wegzudenken und bietet umfassende Möglichkeiten der Bedarfsbefriedigung mit verschiedenen Gütern Der Vertriebskanal E Commerce wird mehr und mehr zu einer dominanten Größe Aktuell geraten viele Unternehmen bei der Betrachtung der Integration eines B2C Absatzkanals in den Konflikt dem unter Umständen vorhandenen eigenen B2B Absatzkanal direkte Konkurrenz zu bereiten und damit den B2B Bereich zu schwächen Neben diesem Konflikt sind auch das nicht leicht abzuschätzende Investitionsvolumen und die reale Ertragserwartung allgegenwärtige Probleme bei der Entscheidung für eine duale B2C Lösung

Erfolgsfaktoren und Herausforderungen im E-Commerce. Vor- und Nachteile des Online- und Offline-Handels, 2022-12-02 Bachelorarbeit aus dem Jahr 2022 im Fachbereich BWL Offline Marketing und Online Marketing Note 1,3 Hochschule Fresenius München Sprache Deutsch Abstract Die Frage für Unternehmen liegt häufig darin wie sie potentielle Käufer erreichen können um ihre Waren und Dienstleistungen zu verkaufen Welcher Vertriebsweg ist am geeignetsten Und gibt es hier ein Richtig oder Falsch Die Vor- und Nachteile des Online und Offlinehandels werden aufgeführt um die Frage beantworten zu können Daraus werden die wichtigsten Strategien im E Commerce herausgearbeitet Um seine Produkte verkaufen zu können wird häufig der Weg über den Vertrieb des eigenen Online Shops gewählt Eines der wichtigsten Instrumente im E Commerce Was ist möglich und vor

alle mit damit mich potentielle Kunden im Internet überhaupt finden Um diese Frage zu beantworten werden wesentliche Elemente und Marketingaktivitäten zur Frequenzgenerierung und Kundengewinnung aufgeführt Der aktuell größte Marktführer wird durchleuchtet um festzustellen was dieser im Vergleich zu anderen Playern richtig macht Was hat dem Platzhirschen zu so viel Macht verholfen und wie können Verkäufer und Käufer im Vertrieb von Amazon profitieren Aus den gewonnenen Informationen soll eine Übersicht davon erstellt werden was das Erfolgsrezept vom Innovationstreiber ist und wie die Zukunft dieses Unternehmens aussieht Ziel ist es Herausforderungen Gestaltungsperspektiven und Erfolgsfaktoren im Electronic Commerce vor allem im B2C Bereich zu analysieren um herauszufinden wie Electronic Commerce Unternehmen der Dynamik des Mediums Internet und den sich daraus resultierenden schnell verändernden Umständen standhalten und entgegenwirken können Der Wandel des Handels Vom Stand auf dem Marktplatz bis hin zum Webshop Die Corona Pandemie hat dem Onlinehandel noch größere Bedeutung verschafft Das Machtgefälle der einzelnen Anbieter und Branchen hat sich verschoben Internationalisierung Digitalisierung und Innovation stellen den Handel vor neue und große Herausforderungen und erfordern zwingend ein Umdenken und die Adaption an die Situation Vertriebsstrukturen Marktformen und Marktbeziehungen ändern sich und dadurch ergeben sich auch neue Möglichkeiten und Zusammenschlüsse der Akteure Vor allem die Position und der Einfluss des Kunden spielen im Handel eine immer wichtigere Rolle da sie durch die neuen Technologien nun im Stande sind gewisse Prozesse und Situationen aktiv mitzubestimmen oder zu verändern und noch nie war es so wichtig auf deren Bedürfnisse einzugehen und sie in Prozesse mit einzubeziehen

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