

- iii. M-commerce allows users to access to the internet without needing to find a place to plug in.
- iv. E-procurement applications have undetermined scope.
- v. Brick and Mortar also known as click-and-mortar business model.
- vi. Most individuals are familiar with B2C form of e-commerce.
- vii. Electronic funds transfer is a payment method to transfer money from one bank account to another bank account.
- viii. A payment gateway is a service that gives merchants the ability to perform real time credit card authorization from a website over the internet.
- ix. Spam is unsolicited email.
- x. Digital Marketing does not allow personalization and cost reduction.

- Q.2** a. Bring out the difference between Traditional Business and E-commerce. [8marks]
- b. Explain how do external environmental factors affect an E-commerce business? [7marks]

OR

- c. Describe the factors responsible for the growth if E-commerce. [8marks]
- d. What is M-commerce? Discuss the trends in M-commerce. [7marks]

- Q.3** a. Explaining in brief the concept of data warehouse. [8marks]
- b. Discuss the principle of web design. [7marks]

OR

- c. Discuss some techniques for maintaining a good relationship with customers in E-business. [8marks]
- d. What do you mean by the e-auction? Explain its advantage. [7marks]

- Q.4** a. What is Credit Card? What are its challenges? [8marks]
- b. Discuss E Cash & Electronic Funds Transfer in detail. [7marks]

OR

- c. Explain Payment Gateway process and its types? [8marks]
- d. What are different types of Transaction Security? [7marks]

- Q.5** a. What is digital marketing? Explain the advantages of digital marketing? [8marks]
- b. Discuss the advantage and disadvantage of Content Marketing. [7marks]

OR

- Q.5** Write note on the following (ANY THREE) [15 marks]
- i. B2B E-commerce.
 - ii. Electronic Data Interchange
 - iii. Search Engine Optimization
 - iv. Methods of online market research.
 - v. Display advertising.