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PLACE TO SPACE

MIGRATING TO **e**BUSINESS MODELS

Peter Weill & Michael R. Vitale

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Place To Space Migrating To Ebusiness Models

Robert R. Redfield



Place To Space Migrating To Ebusiness Models:

Place to Space Peter Weill, Michael Vitale, 2001-05-28 *Place to Space* is the essential e business playbook that will give leaders the insight and confidence they need to operate successfully in both place and space The book explains how traditional companies can adapt their bricks and mortar legacies to complement and bolster their online ventures Based on extensive research into dozens of e business initiatives this book provides the first systematic practical analysis of eight viable e business models an adaptable hybrid model for competing against online pure plays and revolutionary schematic tools for analyzing current business models and evaluating promising new web initiatives Through illuminating case studies of Lonely Planet General Electric CDNow Reuters and others the authors show how each model works in practice from how it makes money to the core competencies and critical factors required to implement it

Place to Space Peter Weill, Michael R. Vitale, 2001 As the second wave of the e business revolution plays out traditional firms not ephemeral dot coms will do the hard work of making e business both viable and profitable But while established companies no longer question why they must migrate from traditional marketplace businesses to a combination of offline and online presence most still struggle with how to do so An indispensable e business guidebook for established firms in all industries *Place to Space* provides a simple but powerful strategic framework for analyzing choosing and implementing successful e business enterprises Based on several years of research and a detailed study of fifty online initiatives in a variety of traditional firms authors Peter Weill and Michael R Vitale describe eight atomic business models that they argue represent the core building blocks of all e business ventures Using powerful real world case studies of international companies including Lonely Planet GE Supply Company Cisco Reuters and others the authors illustrate each atomic business model direct to customer full service provider whole of enterprise government intermediary shared infrastructure virtual community value net integrator and content provider in practice and reveal the strategic objectives sources of revenue core competencies critical success factors and necessary IT infrastructures required for implementation The authors also introduce a new diagnostic tool the business model schematic and show how leaders can create company specific schematics that empower them to assess their current business models identify the atomic e business models that best suit their organizations and combine those models to create powerful and customized value propositions for customers The first book to provide a structured practical approach for traditional firms migrating to the Web this hands on book will give leaders in all industries from CEOs and senior managers to marketing and IT executives the insight and confidence they need to operate successfully in both place and space

[Value Creation from E-Business Models](#) Wendy Currie, 2004-08-21 *Value Creation from E Business Models* provides a thorough analysis of what constitutes an e business model Unlike many e business books available this text draws together theoretical and empirical contributions from leading academic scholars in the field of management information systems Divided into four parts E Business Models and Taxonomies E Business Markets E Business Customer Performance

Measurement and E Business Vendor Applications and Services this book is the critical dissection of E Business that today s academic community needs World class academic contributors brought together in one volume Demonstrates that there are business models which create value for customers and vendors alike Learn from the lessons of the past five years in developing and implementing e business models *Innovation in the High-Tech Economy* Pang Chuan,Vasil Khachidze,Ivan K.W. Lai,Yide Liu,Sohail Siddiqui,Tim Wang,2014-01-03 This book constitutes the proceedings of the First International Conference on Management Science and Engineering Innovation and High tech Services ICMSE 2013 held in Macau in June 2013 The papers are contributed by innovative researchers engineers and practitioners in the field of management science information system finance economics and accounting and offer a platform for exchanging the latest research findings in the field of management science and management innovation for looking forward to the future trends in the management science and management innovation field in the 21st century and to promote management modernization and high tech innovation services

Handbook Of Information Technology In Organizations And Electronic Markets Angel Salazar,Steve Sawyer,2007-02-27 The rapid growth in the adoption and diffusion of information technologies has important implications for practitioners academics and policy makers The widespread use of information technologies is challenging traditional business models and reshaping socio economic paradigms as well as promoting new social relations jobs and working structures By synthesizing prior research and providing a strong foundation for future research the aim of this book is to contribute to our practical and conceptual understanding of the technological behavioral organizational social and economic issues and their inter relationship in organizations and electronic markets The book covers five broad aspects technological innovations and trends organizational change and knowledge management strategic transformation and social and economic transformation Contributions include works by scholars from recognized international communities of academics practitioners and policy makers

Mobile Applications and Knowledge Advancements in E-Business Lee, In,2012-08-31 This book covers emerging e business theories architectures and technologies that are emphasized to stimulate and disseminate cutting edge information into research and business communities in a timely fashion Provided by publisher

Challenges of Expanding Internet: E-Commerce, E-Business, and E-Government Matohisa Funabashi,Adam Grzech,2006-06-08 2 1 E Government e Governance and e Democracy The term Electronic Government e Government as an expression was coined after the example of Electronic Commerce In spite of being a relatively recent expression e Government designates a field of activity that has been with us for several decades and which has attained a high level of penetration in many countries2 What has been observed over the recent years is a shift on the broadness of the e Government concept The ideas inside e Governance and e Democracy are to some extent promising big changes in public administration The demand now is not only simply delivering a service line It is to deliver complex and new services which are all citizen centric Another important demand is related to the improvement of citizen s participation in governmental

processes and decisions so that the governments transparency and legitimacy are enforced In order to fulfill these new demands a lot of research has been done over the recent years see Section 3 but many challenges are still to be faced not only in the technological field but also in the political and social aspects **Information Systems Development** George Angelos Papadopoulos,Wita Wojtkowski,Gregory Wojtkowski,Stanislaw Wrycza,Jože Zupancic,2009-09-23 This volume constitutes the published proceedings of the 17th International Conference on Information Systems Development They present the latest and greatest concepts approaches and techniques of systems development a notoriously transitional field

From Place to Space Jeanne W. Ross,Michael R. Vitale,Peter Weill,2015 The Internet is a powerful channel that presents new opportunities for touching customers enriching products and services with information squeezing out costs through process automation and redesigning internal business processes through enhanced communication and knowledge sharing In most firms e business processes are changing the nature of the buyerseller relationship the role of information technology IT and the design of organizational structures and roles As firms attempt to capitalize on their existing capabilities through the Internet they necessarily disrupt their embedded processes This process of leveraging strengths and disrupting habits underlies the migration to e business a migration from market place to market space This report describes that migration using cross case analysis of nine firms ebusiness efforts **Harvard Business Review** ,2001 **Emergent Strategies for E-business Processes, Services, and Implications** In Lee,2009-01-01 Recently e business applications have evolved beyond business transactions and services to include customer relationship management CRM mobile computing Web mining e healthcare social networking and Web 2 0 As e business continues to create new business models and technologies researchers higher education faculty and practitioners are in great need of appropriate reference resources to enhance their understanding of all aspects of e business technologies and management **Emergent Strategies for E Business Processes Services and Implications Advancing Corporate Frameworks** is an authoritative collection of original in depth and innovative research articles on e business concepts models processes services and applications This book presents an integrated view of emerging issues and technologies addressed by renowned scholars providing researchers and practitioners with the state of the art reference for future research and practices on a wide range of topics including e CRM e business model multi channel management e health m commerce adoption offshore outsourcing and e business innovation **What's Your Digital Business Model?** Peter Weill,Stephanie Woerner,2018-04-17 Digital transformation is not about technology it s about change In the rapidly changing digital economy you can t succeed by merely tweaking management practices that led to past success And yet while many leaders and managers recognize the threat from digital and the potential opportunity they lack a common language and compelling framework to help them assess it and guide them in responding They don t know how to think about their digital business model In this concise practical book MIT digital research leaders Peter Weill and Stephanie Woerner provide a powerful yet straightforward framework that has been field tested globally with dozens of senior

management teams Based on years of study at the MIT Center for Information Systems Research CISR the authors find that digitization is moving companies business models on two dimensions from value chains to digital ecosystems and from a fuzzy understanding of the needs of end customers to a sharper one Looking at these dimensions in combination results in four distinct business models each with different capabilities The book then sets out six driving questions in separate chapters that help managers and executives clarify where they are currently in an increasingly digital business landscape and highlight what s needed to move toward a higher value digital business model Filled with straightforward self assessments motivating examples and sharp financial analyses of where profits are made this smart book will help you tackle the threats leverage the opportunities and create winning digital strategies **National Business Bulletin** ,2002

Object-oriented Information Systems ,2002 *Global Business* Mehdi Khosrowpour,Information Resources Management Association,2011-01-01 This multi volume reference examines critical issues and emerging trends in global business with topics ranging from managing new information technology in global business operations to ethics and communication strategies Provided by publisher Swaps & Financial Derivatives Library Satyajit Das,2006 The Das Swaps Financial Derivatives Library Third Edition Revised is the successor to Swaps Financial Derivatives which was first published in 1989 as Swap Financing **Foundations of Net-Enhanced Organizations** Detmar Straub,2004 Essential e business strategies in the networked economy Now you can get the knowledge tools and strategies you need to do business in the networked economy FOUNDATIONS OF NET ENHANCED ORGANIZATIONS explores the ways in which organizations particularly profit making organizations can become technically and operationally proficient in an increasingly networked world Covering a broad range of topics this latest addition to Wiley s new series on Net Enhanced Organization NEO provides you with valuable insights into why the revolution in networked enterprises makes sense from an economic standpoint presents a layman s view of how the underlying information technologies actually work and equips you with corporate strategies business models and marketing tactics for introducing successful net enhanced systems Features Covers a broad selection of topics Presents integrated coverage of technology and business models for the net enhanced organization Focuses on proven models and strategies rather than going into depth on e business technologies A robust Web site presents frequent updates to the text s contents What s NEO New technologies new strategies new terminologies The NEO series is designed to help students respond to the latest changes and trends in the rapidly developing field of e business The Wiley Series on Net Enhanced Organizations NEO gives students the resources they need to develop a comprehensive understanding of e business and its technologies underpinnings essential knowledge in the Internet age *Proceedings* ,2005 **The Handbook of Computer Networks, Distributed Networks, Network Planning, Control, Management, and New Trends and Applications** Hossein Bidgoli,2008 The Handbook of Computer Networks is the third set of reference books from leading author and Professor of Management Information Systems at California State University Bakersfield

Hossein Bidgoli The Handbook of Computer Networks is designed to arm researchers practitioners students and managers with in depth understanding of this important and fast growing field in its broadest scope and in an applied and functional framework Each volume incorporates state of the art core information and networking topics practical applications and coverage of the emerging issues in the computer networking and data communications fields *Strategies for Information Technology Governance* Wim Van Grembergen,2004 Annotation In many organizations information technology IT has become crucial in the support sustainability and growth of the business This pervasive use of technology has created a critical dependency on IT that calls for a specific focus on IT governance IT governance consists of the leadership and organizational structures processes and relational mechanisms that ensure that the organization s IT sustains and extends the organization s strategy and objectives *Strategies for Information Technology Governance* records and interprets some important existing theories and practices in IT governance and contributes to the understanding of them

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