

# **The Internet Strategy Handbook**

*Lessons from the New  
Frontier of Business*

*Edited by Mary J. Cronin*

**Harvard Business School  
Press**

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<b>title:</b>	The Internet Strategy Handbook : Lessons From the New Frontier of Business
<b>author:</b>	Cronin, Mary J.
<b>publisher:</b>	Harvard Business School Press
<b>isbn10   asin:</b>	087584720X
<b>print isbn13:</b>	9780875847207
<b>ebook isbn13:</b>	9780585227375
<b>language:</b>	English
<b>subject</b>	Business enterprises--Computer networks, Business--Computer network resources, Business information services, Internet.
<b>publication date:</b>	1996
<b>lcc:</b>	HD30.37.I57 1996eb
<b>ddc:</b>	025.06/658
<b>subject:</b>	Business enterprises--Computer networks, Business--Computer network resources, Business information services, Internet.

# The Internet Strategy Handbook Lessons From The New Frontier Of Business

**D Keegan**



## **The Internet Strategy Handbook Lessons From The New Frontier Of Business:**

**The Internet Strategy Handbook** Mary J. Cronin, 1996 The Internet Strategy Handbook is the first book to bring together the advice of managers who have spearheaded their company's Internet strategy. In close detail 10 Internet pioneers including managers from Dow Jones, Lockheed Martin, Genentech, and Digital show exactly how their companies have profited from their Internet connections. They examine the strategic impact of the Internet and the World Wide Web on their corporate strategies, analyze both their successes and failures, present cost-benefit analyses, and review key issues and emerging trends in successful Internet implementation such as secure commercial transactions, staff training, and competitive advantage. Managers evaluating the potential of the Internet for the first time, executives seeking to gain more value from existing Internet connections, consultants, entrepreneurs, and all Internet business users will refer to The Internet Strategy Handbook again and again. Its mix of strategic thinking, implementation advice, and model corporate applications will remain relevant long after the current Internet technical guides have become obsolete. The Internet Strategy Handbook Harvard Business Review Staff, 1996 The Internet Strategy Handbook is the first book to bring together the advice of managers who have spearheaded their company's Internet strategy. In close detail 10 Internet pioneers including managers from Dow Jones, Lockheed Martin, Genentech, Digital show exactly how their companies have profited from their Internet connections. They examine the strategic impact of the Internet, the World Wide Web on their corporate strategies, analyze both their successes, failures, present cost-benefit analyses, review key issues, emerging trends in successful Internet implementation such as secure commercial transactions, staff training, competitive advantage. Managers evaluating the potential of the Internet for the first time, executives seeking to gain more value from existing Internet connections, consultants, entrepreneurs, all Internet business users will refer to The Internet Strategy Handbook again and again. Its mix of strategic thinking, implementation advice, model corporate applications will remain relevant long after the current Internet technical guides have become obsolete.

**Electronic Globalized Business and Sustainable Development Through IT Management: Strategies and Perspectives** Ordóñez de Pablos, Patricia, Lytras, Miltiadis, Karwowski, Waldemar, Lee, Rongbin W.B., 2010-08-31 This book provides fresh ideas on how IT and modern management can contribute to societal and economic objectives and the significant role of IT for global challenges and international collaboration. Provided by publisher. **E-business in the 21st Century** Jun Xu, Mohammed Quaddus, 2010 Embarking on electronic business is a challenging task. There is also a lack of clear understanding and comprehensive analysis of various issues and domains of electronic business. This book offers a very comprehensive analysis of concepts, models, and infrastructures of e-business. It also presents unique observations of current e-business practices for different organizations in different economies and provides insights on the future of current leading businesses on the net and the trends of e-business. The volume will be an effective and indispensable reference book for professionals who are interested in or dealing with e-business and businesses that are embarking on e-business. *History of*

*Computing: Learning from the Past* Arthur Tatnall, 2010-08-06 History of Computing Learning from the Past Why is the history of computing important Given that the computer as we now know it came into existence less than 70 years ago it might seem a little odd to some people that we are concerned with its history Isn't history about old things Computing of course goes back much further than 70 years with many earlier vices rightly being known as computers and their history is of course important It is only the history of electronic digital computers that is relatively recent History is often justified by use of a quote from George Santayana who famously said that Those who cannot remember the past are condemned to repeat it It is arguable whether there are particular mistakes in the history of computing that we should avoid in the future but there is some circularity in this question as the only way we will know the answer to this is to study our history This book contains papers on a wide range of topics relating to the history of computing written both by historians and also by those who were involved in creating this history The papers are the result of an international conference on the History of Computing that was held as a part of the IFIP World Computer Congress in Brisbane in September 2010 **Harvard Business School Core Collection** Baker Library, 1999 *Multiple Approaches to Intelligent Systems* Ibrahim F. Imam, Yves Kodratoff, Ayman El-Dessouki, Moonis Ali, 2004-05-19 We never create anything We discover and reproduce The Twelfth International Conference on Industrial and Engineering Applications of Artificial Intelligence and Expert Systems has a distinguished theme It is concerned with bridging the gap between the academic and the industrial worlds of Artificial Intelligence AI and Expert Systems The academic world is mainly concerned with discovering new algorithms approaches and methodologies however the industrial world is mainly driven by profits and concerned with producing new products or solving customers problems Ten years ago the artificial intelligence research gap between academia and industry was very broad Recently this gap has been narrowed by the emergence of new fields and new joint research strategies in academia Among the new fields which contributed to the academic industrial convergence are knowledge representation machine learning searching reasoning distributed AI neural networks data mining intelligent agents robotics pattern recognition vision applications of expert systems and others It is worth noting that the end results of research in these fields are usually products rather than empirical analyses and theoretical proofs Applications of such technologies have found great success in many domains including fraud detection internet service banking credit risk and assessment telecommunication etc Progress in these areas has encouraged the leading corporations to institute research funding programs for academic institutes Others have their own research laboratories some of which produce state of the art research **Livingstontravels.com** Hernán Camps, 2002-12-16 Inhaltsangabe Abstract The use of electronic and other mechanized methods to exchange business transactions and other information through interconnected computers is not just a technological change but also a fundamental shift in mindset and in the way of doing business today There are great new opportunities for the e business which have not yet been explored Technology supports while does not limit the amount of opportunities but allows a whole

new set of competitive advantages in a global scenario where some of the rules of the game have change even though the most basic principles of business remain the same There is potential for acting globally with the support of the communications technologies Additionally the reduction of regulatory barriers in most of the countries stretches the limits of e commerce around the world However there are still barriers such as the paying mechanisms currencies or the fiscal and legal issues Even though the amount of opportunities that technology provides to the market place is surprising there is no technology that can help with out a clear idea of the business objectives to be achieved on the net Both tourism and Web based Electronic Commerce are growing and changing rapidly Two hundred and thirty percent increased in online holiday sales over 1997 Travel is currently the most purchased product online having surpassed computer equipment In 1999 US 5 billion was spent at travel web sites Research indicates this figure will increase six times to US 30 billion in 2001 Given these opportunities in the market place this project will set the tools to stimulate the creating process to test the idea and to work out its implications Livingstontravels com aims to be a niche player among the online travel agencies focusing mainly on satisfying the needs of young travelers with an interest and respect towards other cultures and resorts around the world Therefore Livingstontravels com will not only handle reservations but it will also offer some other bundled services which will help to understand better the visited country and establish contact with the native people through the web site virtual community before starting the trip Inhaltsverzeichnis Table of Contents SECTION 1 OVERVIEW1 1 INTRODUCTION WORLDWIDE INTERNET TRAVEL PORTAL2 2 PROBLEM FORMULATION3 3 METHODOLOGY5 SECTION 2 INDUSTRY ANALYSIS9 4 DEFINITION OF THE INDUSTRY10 4 1 VIRTUAL COMMUNITY INDUSTRY VS ONLINE TRAVEL *The Publishers Weekly* ,2001

**Strategic Marketing in Fragile Economic Conditions** Samanta, Irene,2014-06-30 This book provides relevant theoretical frameworks and the latest empirical research findings relating to consumer confidence marketing strategies and the influence of trust during a time of economic crisis Provided by publisher **Summary:** **Unchained Value** BusinessNews Publishing,2014-09-29 The must read summary of Mary Cronin s book Unchained Value The New Logic of Digital Business This complete summary of the ideas from Mary Cronin s book Unchained Value shows that you can t transform a conventional firm into a digital business by simply grafting a few Web initiatives onto the current business structures Instead the existing business chain will need to be replaced in its entirety by a digital value system which focuses not on static internal value chains but on dynamic external webs of relationships In her book the author explains that this is the only way the power and flexibility of the digital business arena can be harnessed to create greater value and derive a stronger competitive advantage This summary will teach you how to rethink your business and why you should do it sooner rather than later so that you don t get left behind Added value of this summary Save time Understand key concepts Expand your knowledge To learn more read Unchained Value and discover the key to aligning your business with the e revolution

**Emerging Dynamics of Sustainability in Multinational Enterprises** John R. McIntyre,Silvester Ivanaj,Vera

Ivanaj,Rabi N. Kar,2016-02-26 Economic development that meets the needs of the global population without jeopardizing the capacity of future generations is a worldwide challenge for multinational enterprises MNEs They are expected to balance their role as global economic actors and environmental stewards in the environment in which they operate Contributors from India Europe and the United States offer new perspectives contrasting US European and emerging economies approaches to sustainability and how they can generate roadmaps which yield innovative solutions for one of the most contentious issues of our era Their review suggests that the differential performance across developed and emerging economies has exposed potential weaknesses Emerging Dynamics of Sustainability in Multinational Enterprises promotes greater emphasis on experimenting with unique local and sustainable approaches to solving problems faced by firms in or from emerging economies This is a critical resource for researchers practitioners and policy makers concerned with sustainable development issues and a fresh reference for graduate level students and academics focusing on corporate governance sustainable development and ethics as well as multinational enterprise management *The Business Internet and Intranets* Peter G. W. Keen,Walid Mougayar,Tracy Torregrossa,1998 Offers a glossary of terms relating to the Internet and intranets for managers *Business and the Internet* ,1999 **Web Commerce Technology Handbook** Daniel Minoli,Emma Minoli,1998 This guide shows corporate network administrators and small business owners how to plan implement and maintain an Internet Commerce Center Cyberpreneurs will obtain the know how to market sell and transact online Issues in Science and Technology ,1995 **Library Journal** ,1996 **Subject Guide to Books in Print** ,1996 **The Net as a Marketplace** Weje Sandén,1999 *Global E-commerce* Ali Farhoomand,Ali F. Farhoomand,Peter Lovelock,2001 For courses in Electronic Commerce Global e Commerce Text and Cases builds theory fundamentals and structure to show how business models are being transformed by the evolving business order It combines the traditional business and economics concepts and the emerging principles and theories to draw a blueprint for the network economy It also uses a set of rich global case studies to show how companies can use the marketplace to expand their market reach minimize costs shorten production and ordering cycle time and ultimately enhance customer value and loyalty A rich mix of 16 full fledged case studies of companies operating in different parts of the world Highlight specific contexts within which the new business order is taking shape Reinforces the application of concepts covered in the book and places e commerce in an international context An up to date set of company vignettes Highlight a particular problem or challenge Allows students to apply concepts in a business environment Ten chapters covered in four modules Module 1 Building a New Business Ecosystem outlines the way in which the three major parts of the emerging e commerce environment the markets

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