

Chat bots use cases in b2b ecommerce platform

This slide presents use cases of chatbots in B2B ecommerce website with their key benefits. It covers answering customer queries, collection of customer complaints, advertising alerts etc.

Use cases

Answer customer queries

- Provide customers the answers or solutions to frequently asked questions
- This tool serves 24/7 and helps businesses receive important information on issues

Collection of complaints and their processing

- Chatbots gather customer reactions and inform customers when their queries and complains have gone for consideration
- Company gathers all the feedbacks and take required action on feedback

Advertising alerts

- Bots notify customers when there is addition of new product in catalogue
- It interest the customers and attract them towards new line, promotion campaigns and discounts

Lead generation

- Bots use lead to attract potential customers and guide them through sales funnel
- Bots provide real time attention to customer requirement that enhance their shopping experience

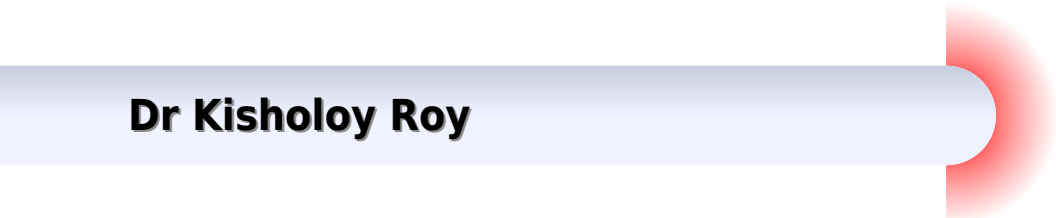


Benefits

- Reduce operational cost by 8%
- Increase sales on ecommerce site by 11%
- Enhance customer engagement and satisfaction rate by 7%
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Teach Notes Cases E Commerce

Dr Kisholoy Roy



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Cases on Electronic Commerce Technologies and Applications Khosrow-Pour, D.B.A., Mehdi, 2006-04-30 Electronic commerce technologies and applications have changed the way information technology is used in business and society allowing organizations worldwide to expand their market reach and their customer service *Cases on Electronic Commerce Technologies and Applications* presents a wide range of real life cases that describe the successful and unsuccessful adoption of e commerce e business e government mobile commerce and Web services technologies This collection provides significant insight on the successful implementation of these areas [How To Write Effective Teaching Notes & Teach Case Studies Effectively?](#) Dr Kisholoy Roy, 2018-08-11 This book titled *How to Write Effective Teaching Notes Teach Case Studies Effectively* can well be considered to complete my authored trilogy on management case studies My previous two books being *How to Write and Teach Case Studies Effectively* and *How to Enhance Shelf Life of Case Studies* This book not just goes a step further or rather couple of steps further into the exact and effective approach to teaching cases but it also details about writing effective teaching notes Teaching notes go a long way in making teachers understand the efficacy of a case study and its suitability of usage in the context of a particular curriculum It also offers teachers guidance suggestion as how to conduct a class on case based teaching **Cases in E-commerce** Jeffrey F. Rayport, Bernard J. Jaworski, 2001 Overview of e Commerce framework Framing the market opportunity Business models Customer interface Marketing communications and branding Implementation Valuation Network infrastructure Media convergence **A Handbook of Asean Business Case Teaching Notes** Shathees Baskaran, Nomahaza Mahadi, Maizaitulaidawati MD Husin, Haliyana Khalid, 2022-04-21 This book is a complementary teaching note for *A Handbook of ASEAN Business Cases Emerging Issues in Business and Management* published earlier ISBN 9781543767032 9781543767049 which comprises seven business and management cases that demonstrate different company issues and managerial problems in ASEAN countries This teaching note is useful for instructors at undergraduate and postgraduate levels who will be using the cases The instructors may use this teaching note as complementary class materials to the teaching case in guiding the students to learn the practical issues in the industry The teaching note will provide complete guidance for the instructors in attempting the case questions through case synopsis learning objectives instructed teaching approach and plan and suggested case answers **Cases on Social Media and Entrepreneurship** Hossain, Syed Far Abid, 2024-03-11 In the 21st century social media has emerged as a pivotal force shaping business strategies and entrepreneurship The rapid evolution of social media platforms poses a pressing question how can one effectively address this fast paced transformation *Cases on Social Media and Entrepreneurship* explores this and delves into media entrepreneurship giving special attention to its role in developing women entrepreneurs It skillfully tackles the challenge of gender disparities within the entrepreneurial landscape Simultaneously it also explores how to harness the power of artificial intelligence amid the integration challenges it presents offering instrumental insights for

entrepreneurs and investors stakeholders government officials and policymakers The book does not stop at identifying challenges it propels the discourse forward by exploring the future of social media entrepreneurship in business Addressing AI related concerns the book investigates whether it threatens social media entrepreneurs or opens up new avenues for growth Themes like poverty alleviation the impact on advertising costs and the intersection of social media entrepreneurship with AI driven advancements are thoroughly examined Innovation of Digital Economy Jianlin Zhang,Kezhen

Ying,Kanliang Wang,Zhigang Fan,Ziyi Zhao,2023-05-23 This book presents a rich selection of 36 real world cases on how organizations in China explore the new growth pattern business model innovation and digital transformation in digital era The topic of cases varies from digital marketing and Internet brands the growth of digital platforms digital transformation and the industrial Internet of things strategies for cross border e commerce companies and business model innovation in digital era etc These cases stem from a diverse set of industry sectors reporting on best practices and lessons learned The book shows how organizations strive to find new ways to develop and create new paths to grow in a digital world and shares essential practical insights into digital economy All cases are presented in a standardized structure in order to provide valuable insights and essential guidance for practitioners scholars as well as general readers **How to Write Great**

Business Cases Karin Schnarr,Meredith J. Woodwark,2023-07-01 Offering a step by step guide on how to write an impactful decision based teaching case for business education this book aids in the creation of resources that will be essential for an academic curriculum It demonstrates how the case and teaching note can be prepared and presented for a successful submission to publishers **Cases on Digital Entrepreneurship** Luca Iandoli,Carmine Gibaldi,2023-02-14

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Case Center,2019-03-01 This book is the first anthology compiled in English by the CEIBS Case Center to promote China focused cases worldwide Included are ten of twenty six award winning cases from the Global Contest for the Best China Focused Cases during 2015 to 2017 these works exemplify the quality of effective business cases and share stories of China to the world Each of the ten cases has a defining feature Some cases with a focus on user demand analyze how companies build their core competence e g Haidilao Hot Pot and OnePlus Mobile Phone while others present an array of business innovations in the era of new retail e commerce and the sharing economy e g SF Express Jinhubao ofo FamilyMart and Handu Apparel Some describe Chinese companies operations in the overseas market e g Huawei and TECNO and others depict how foreign companies adapt to the Chinese market in a unique way e g Starbucks These cases were drawn from Chinese and overseas business schools The book helps bridge the gap between the world management community s interest

in China and the limited availability of China focused management cases We hope this collection of select cases will prove valuable and informative for our readers **E-Book Business Driven Technology** BALTZAN,2017-01-16 E Book Business Driven Technology

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