

NAME: SHEHARYAR TAHIR
ID# 13484

Question #1:

Consider yourself as an Online Buyer. You want to buy a product from a specific website using your Debit Card.

- a) Provide a diagrammatic view of all the intermediate mediums/systems that might be used during the process of Buying.
- b) At your end, you might be using your PC. What are the other options?

ANSWER:

A)



Follow these step-by-step instructions to learn how to buy online

Step 1: Search for a product using Google shopping

Type the name of the item you want to buy into the search box of a search engine such as Google – for example, ‘Roberts radio’ – and click **Search** or press enter on your keyboard.

You will see a range of websites, from actual department stores such as John Lewis to large websites simply devoted to shopping, such as Amazon. You can also use the Shopping option on Google itself.

Clicking on this will give you items available based on product reviews and price. You can also ask only for results available in shops near to you by clicking on 'Available nearby'.

Step 2: Find an item you like using Google shopping

If you click on one of the suggested items you will see product details as well as details of the sellers available. Do bear in mind that these are sponsored by the merchants and there may be other sellers available in your area or online.

Step 3: Search via Google

If you've searched for a particular brand, you may also see the brand's own website.

Step 4: Searching for and buying a product from a website

A new page will open, taking you to the website. You can now narrow down your search by typing in more specific details such as a model name (for example "revival") in the search box, which is usually at the top right of the screen.

Then click on the magnifying glass in the top right hand corner. Some websites will have **Go** or **Search** next to the search box. Alternatively, you can click into a specific category (such as "Retro radios") and browse until you find a product you like. Most websites will have a global navigation where you can explore the rest of the website this is normal located at the top of the web-page with drop down menus.

We have clicked into "Retro radios" and a selection of matching products is now shown. We have selected the Revival Mini.

Step 5: Adding a product to your basket

Many websites let you have a closer look at the product by hovering your mouse over the image. There are two boxes next to the image one to choose the quantity that you want to buy and one to choose the colour that you want.

Once you have chosen the amount and colour click on **ADD TO BASKET**. Doing this will save the details of this item until you're ready to buy it, just as if you've popped something you want to buy into a real shopping basket.

Step 6: Continue shopping or buy your product

You now have two choices either to Continue Shopping if you wanted to buy other items from this website or to **click on Go To Cart** and pay for the item you have chosen.

Step 7: Checkout and pay

To pay for your item **click on the Checkout button**.

Some websites ask that you create an account; some give you a choice whether you want an account and some allow you to buy items without creating an account. If you intend using a site that gives you a choice on a regular basis then signing up for an account will make paying for items much quicker as your basic information is stored.

Step 8: Create an account before you buy

On this website you have to create an account in order to buy your item. **Click Create An Account**.

Most websites will let you checkout as a guest. You can choose to create an account at a later time.

Step 9: Finalise checking out

You will need to complete all the boxes marked with an asterisk such as your email, name and address. If the item you are buying is a gift then complete the box with the address of the person you are sending it to. Please note however that some websites will only send items to the same address as that of the bill payer so this might not be possible.

If the item is coming to you make sure there is a tick in this box to save having to enter information twice.

Don't forget to tick this box too and then click on Continue To Next Step.

Next you will be given an opportunity to Review Your Purchase. This is your chance to make sure that you have ordered the item you want and the right quantity as well as given the correct name and address that the item is to go to.

If all is OK click on Continue To Next Step.

Finally, enter your credit or debit card details and any other information required. Click **Confirm Card Details** if you're happy to make the payment.

At this point, you may be asked for another password if you've signed up for 3-D Secure, an added layer of security for online credit and debit card

transactions. This includes Visa's 'Verified by Visa' and MasterCard's 'Secure Code'. Once you've given the right password, your order will go through.

You should receive an email confirming that your order has been received. Retailers often send a second email once an item has been posted.

B) Answer:

The other options that can be used other than PC are smart phones And tablets

Question #2:

A Grocery Store is open 24 hours a week and is having Online Presence as well. This Store keeps a few copies of Paper Catalogue for people who visit their store and an E-Catalogue for their website.

- a) If some change is required to be made to both the catalogues, what steps might be taken in both cases? Which catalogue would be easily updated?
- b) How will you handle the difficulties faced in keeping both the catalogues? Provide any solutions you have in mind for both cases.

ANSWER:

A) Paper catalogs

Advantages:

- Easy to create a catalog without high technologic
- Reader is able to look at the catalog without computer system
- More portable than electronic catalog.

Disadvantages:

- Difficult to update changes in the product information
- Only limited number of products can be displayed

Online or electronic catalogs

Advantages:

- Easy to update product information
- Able to integrate with the purchasing process
- Good search and comparison capabilities
- Able to provide timely, up-to-date product information
- Can provide broad range of product information
- Possibility of adding voice and motion pictures
- Cost savings
- Easy to customize

Disadvantages:

- Difficult to develop catalogs
- Large fixed cost if used for small no. of products
- Need for customer skill to deal with computers and browsers.

By looking at both of the advantages and disadvantages of paper and online catalogs we came up to the solution that online catalogs would be easily updated

B) By keeping both these catalogs the difficulties we face are**Relic from the past**

Big, printed catalogs seem a bit like relics when more and more businesses tend to go from print to digital.

Piles of materials

In our consumer-based world with its abundant products and services, sales reps have to carry around piles of sales materials. It's very inconvenient and wastes time.

Time-consuming

Time is money, people say. And working with large catalogs, trying to find certain info, can waste both time and money. All of the energy salespeople waste rummaging through catalogs for product details isn't worth the trouble.

Printing expenses

Printing catalogs is expensive. Businesses limit themselves to printing one catalog per few months or less frequently. If information is misprinted or

becomes outdated, they have to wait to reprint it. Incorrect information detracts from the good image of a brand.