Record Nr. UNINA9910451304203321 Impact of e-commerce on consumers and small firms [[electronic **Titolo** resource] /] / edited by Salvatore Zappala and Colin Gray Pubbl/distr/stampa Aldershot, England;; Burlington, VT,: Ashgate, c2006 **ISBN** 1-351-15598-9 1-281-09725-X 9786611097257 0-7546-8122-X Descrizione fisica 1 online resource (281 p.) Altri autori (Persone) ZappalaSalvatore GrayColin 381/.142 Disciplina Soggetti Electronic commerce Internet marketing Small business - Computer networks Consumer behavior Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Includes bibliographical references and index. Nota di bibliografia Introduction / Colin Gray and Salvatore Zappala -- Stage models of ICT Nota di contenuto adoption in small firms / Colin Gray -- Social influence and diffusion of innovations in education / Carlo Tomasetto and Felice Carugati --Climate for innovation, attitudes to Internet and ICT adoption in small firms / Salvatore Zappala and Guido Sarchielli -- Changing leadership cultures in e-commerce service industry / Mikko J. Ruohonen -- Ebusiness and small firms in London / Jane Tebbutt -- The value of Internet forums to small rural businesses / Robert Mochrie, Laura Galloway and David Deakins -- E-business and the work organization in craft enterprises / Sabine Wendt, Tatjana Grek and Lothar Lissner --Internet marketing and the Portuguese marketplace / Rute Xavier and Francisco Costa Pereira -- E-marketing adoption in organizations / Abdel Monim Shaltoni -- World wide markets and the World Wide Web:

problems and possibilities for small businesses / Heather Fulford -- Website usability : cognitive versus activity theory approaches / Elvis

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Sommario/riassunto

This publication deals with the impact of Information and Communications Technologies (ICT) on small businesses and consumers. Its coverage includes the adoption of ICT by small firms; the use of ICT applications to support marketing and sales transactions; and the factors that influence consumers' online purchasing decisions.