

A person wearing a dark suit, white shirt, and dark tie is shown from the chest down. Their hands are held out in front of them, palms up. Above their hands, several terms related to digital marketing are displayed in a vertical stack. The word 'SOCIAL' is at the top, followed by 'BUSINESS', 'NETWORK', 'MEDIA', 'SEARCH', 'INNOVATION', 'WEBSITE', and 'MARKETING' at the bottom. The letters 'I', 'N', 'E', and 'W' in each word are highlighted in yellow, forming a vertical column that aligns with the person's torso. The background is a plain, light gray.

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# Doing Business On The Internet

**Thomas J. Smedinghoff**



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existing internet adoption and business growth models three key determinants such as the level of internet adoption growth strategy and competitive environment were investigated Result indicates that SMEs have a considerable integration of internet particularly at the lower level which includes e mail and website While more than half of the firms who have fully integrated internet as part of their growth strategy have experienced exponential growth by developing new product and reaching new markets Competitively these firms are also able to offer high and unique value of proposition mainly through niches

Doing Business on the Internet S. M. H. Collin,1999 Collin looks at all the major commercial on line providers including Compuserve and Microsoft Network shows how to set up a PC or Mac and explains available options He covers basic product research marketing selling and obtaining payment

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