Lecture Notes
in Business Information Processing 58

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Sustainable e-Business Management

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Selected Papers
Preface

With high hopes that the worst of the financial crisis is now behind us, our efforts looking forward must be more vigilant. Change is constant in the electronic business management landscape and we must continue to look for organizational efficiencies, competitive strength, strategic differentiation and value creation in both intra-organizational and collaborative settings. Seeking new and innovative application areas of information technology, in general, and e-business management solutions, in particular, while simultaneously critically evaluating and constantly challenging our own research contributions, methods and practices. It is for these reasons (and many more) that we are particularly excited about and grateful for the collection of papers included in this volume, LNBIP 58, on Sustainable e-Business Management.

The papers selected in this volume address these emerging e-business issues and have been organized into three research lines: e-Business Models and IS in Financial Markets, e-Commerce Use and Design, and e-Business Research Issues and Methods. We are delighted to kick off the first group of papers e-Business Models and IS in Financial Markets with a study by Masao Kakihara of Yahoo Research in Japan, proposing a dynamic revenue model framework and design. This section also includes a fresh look into two pressing e-business areas with Doerr, Benlian, Vetter and Hess’s examination of content provider pricing of music as a service and Dutta and Menon’s interesting study of the determinants of customer acquisition and e-tailer revenue. This section closes with two papers examining the use of IS in Financial Markets with Lewandowska’s study of adoption factors of a centralized infrastructure for post-trade processing (appropriately set in an after-the-credit-crisis setting) and Shaper and Chlistalla’s assessment of the evolving landscape of information technology’s impact on European post-trading.

The second section e-Commerce Design and Use includes papers examining five richly diverse, yet critically important, areas of e-commerce. The first provides a fascinating look into the usability analysis of an anonymity network by Fabian, Goertz, Kunz, Müller and Nitzsche. The second paper is by Ayalew, Lessa and Yigzaw and provides a comprehensive and unprecedented readiness assessment of the emerging Ethiopian e-commerce market. Brecht, Cudreasova and Zhou’s paper is next with their incredibly insightful and fresh examination of the usage and characteristics of modern-day corporate blogging. This section closes with two papers that investigate e-commerce design considerations in vastly diverse settings. Roßnagel, Zibuschka and Junker propose an intriguing agent-based simulation for the evaluation and design of mobile emergency management systems. Brecht and Schafer provide an extremely enlightening look into the use of ontologies in end-user interfaces in e-commerce design.

The third section e-Business Research Issues and Methods provides three areas of self-examination (if you will) of research issues and methods in e-business research disciplines. The first is Pfugler and Turowski’s intriguing literature survey and
analysis of recent research in B2B electronic marketplaces in supply chain management. The second is Bell and Nguyen’s profound and important connections established between business intelligence and the semantic web. Finally, this section closes with Kaewkitipong’s candid and very timely look at the gaps between theory versus practice of disintermediation in the tourism industry.

The papers in this LNBIP volume were selected exclusively from the e-Commerce and e-Business (eBIZ SIG) tracks at the 16th Americas Conference on Information Systems (AMCIS), which was held in Lima, Peru on August 12–15, 2010. Overall, 48 papers were submitted to eBIZ SIG related tracks at AMCIS 2010, 28 were accepted for the conference and 13 were selected for this volume.

We would like to thank the contributing authors, the eBIZ SIG track chairs and the reviewers who contributed to this effort. We would also like to thank Ralf Gerstner and Christine Reiβ from Springer for their support in the production of this LNBIP volume.

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