

Q.2 Answer ANY TWO of the following (10)

- (a) Explain the concept of remote sensing and procurement.
- (b) What is e-commerce and explain its components
- (c) Discuss C2C, G2B and G2C business models of e-commerce with relevant examples.

Q.3 Answer ANY TWO of the following (10)

- (a) What are post-sale services and explain its importance.
- (b) Explain the procedure of order processing.
- (c) Describe the various elements of cost estimation in project.

Q.4 Answer ANY TWO of the following (10)

- (a) What is Electronic Data Interchange (EDI)? Explain its characteristics.
- (b) Discuss the EDI architecture.
- (c) Write a note on web advertisements.

Q.5 Answer ANY TWO of the following (10)

- (a) What are the various risk management options for e-payment systems?
- (b) Explain the various types of smart cards.
- (c) Write a note on order fulfillment.

Q.6 Answer ANY TWO of the following (10)

- (a) Write a note on types of firewalls.
- (b) What is the role of intellectual property in e-commerce?
- (c) What are the various cyber crimes punishable under the IT Act, 2000?

Q7 Answer ANY TWO of the following (10)

- (a) Discuss the advantages of e-commerce.
- (b) What are the types of channel conflicts?
- (c) Write a note on Challenges & Opportunities faced by managers in E-Commerce Sector.

Q8 Answer ANY THREE of the following (15)

- (a) Factors contributing to success of e-commerce
- (b) Types of after-sales service
- (c) Security tools in e-commerce.
- (d) Risk Management Paradigm