

# Pioneers of COMPUTER

Level 8



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## Introduction

### Dear Teachers,

I introduce in this book my humble contribution in order to help you cope with the latest developments in the second millennium, taking into consideration the needs of our dear students, who will be the leaders of the future and a new generation that will make the necessary changes for the interest of humanity. Therefore, I have adopted in my series the latest educational strategies based on ERFKE so as to create the proper educational environment, and build a generation that will be able to cope with information technology, and face the challenges imposed by the accelerating growth in the acquisition of information and skills, and to progress steadily toward employing technology in education. I strongly believe that students have the ability to promote progress in the country and achieve the aspirations of the nation by applying up-to-date methods which support the student and make him or her the core of the educational process. Development processes require more efficient roles in preparing and planning in the field of education, and using various proper educational resources and aids, and giving students chances to freely express their opinions through democratic and independent channels.

### Dear Teachers,

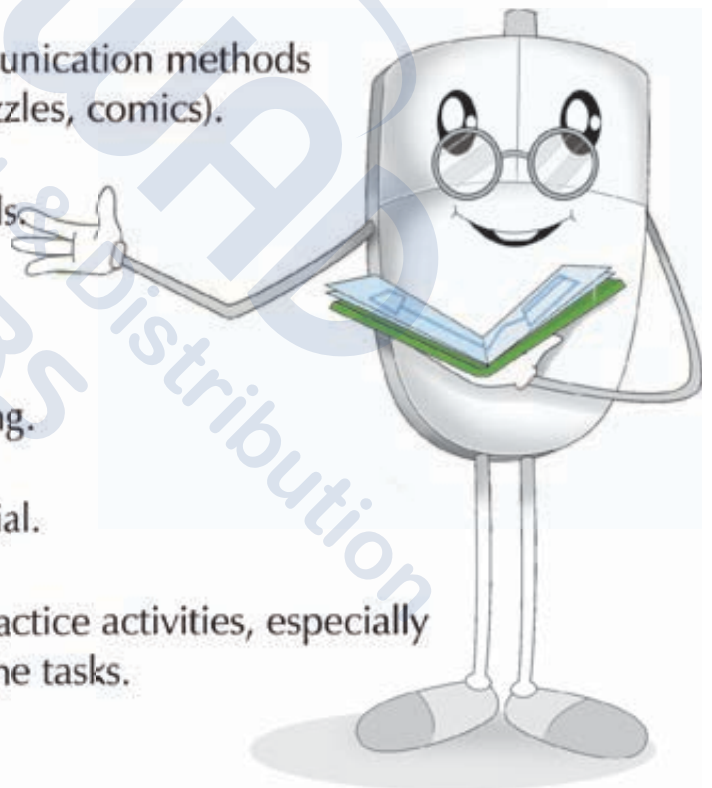
Notice that the programs in this book are authorized in all publications and meet all specifications set by Microsoft. The materials included can be enriched by educational and recreational programs.

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## Teacher's role in the teaching processes

- You're the leader.
- Listen to your student and let him express his own opinion.
- Encourage your student to participate, and ask him to try again when he makes a mistake.
- Encourage self-assessment.
- You're the guide. Let your students practice about 75%, of the time of the lesson.
- Encourage your students to use co-operative activities.
- Listen to your students. Vary your communication methods (Facilities, such as diagrams, figures, puzzles, comics).
- Use available technology as learning tools.
- Explain the lesson in short steps.
- Evaluate continuously their understanding.
- Use the work sheets to enrich the material.
- Give enough time to your students to practice activities, especially to students with special needs to finish the tasks.



# Electronic Commerce



The world has witnessed rapid development in the world of communications and the Internet which lead to the development of many aspects of life, such as in the media, field of trade and in industry. We will learn about its benefits, properties and applications and we will also learn its determinants.

## Specific outcomes :

Dear student you are expected to complete the following results after completing the unit.

- ❖ Understand Electronic Commerce
- ❖ Recognize the difference between Electronic Commerce and Traditional Trade
- ❖ List the benefits of Electronic Trade
- ❖ Recognize the difference between Pure and Partial Electronic Trade
- ❖ Recognize the difference between shopping electronically and normal shopping
- ❖ Know a few electronic trade websites
- ❖ Clarify the mechanism of buying and selling via the internet
- ❖ Clarify the applications of Electronic Commerce
- ❖ Clarify the determinants of Electronic Commerce
- Recognize Mobile Commerce

# Electronic Commerce

Electronic commerce is the process of buying, selling, or trading of goods such as books, clothes, cars, and software such as programs and information via the internet.

## First: Difference between Electronic Trade and Traditional Trade

**Traditional Trade:** When you purchase items via traditional trade you will carry out the following steps:

- Physically go to the shop/store that carries the product you desire to purchase.
- Compare the prices and qualities of the products in order to choose the most suitable item.
- Purchase the item.



### Activity Traditional Trade

Ms. Rania wants to buy the same watch Ms. Noor has. Ms. Noor bought her watch from Europe on her summer vacation. The watch is not available in the country she lives.

Give Ms. Rania suggestions on how she may purchase the watch.

.....

.....

.....

## The following items are the trader's responsibility in Traditional Trade:

- Provide an appropriate facility to display products, whether renting or buying a facility.
- Appropriately advertise for the store/shop in newspapers, magazines, television, brochures, etc.
- Higher employees to sell the products and keep up the store/shop.

### Activity

### Traditional Trade

A new shop opened and the facility was no longer appropriate, and since the parking wasn't efficient as well the trader decided to relocate to a place far away from the previous location.

Suggest ways the trader can inform and guide his customers to the new location.

.....

.....

.....

Do you think the new location will be suitable for all the old customers to shop at?

.....

**Electronic Commerce:** If you decide to shop via electronic commerce you need to do the following:

- Browse the websites that sell products online.
- Compare prices and qualities before you purchase anything.
- Buy the products you desire and pay for it by using a Visa Card.
- Receive your products by mail or your software by email.





Activity

## Electronic commerce

Name three kind of goods you can buy

1. ....
2. ....
3. ....

The following items are the trader's responsibility in Electronic Commerce:

- Create a website to sell products.
- Advertise for the website locally and internationally.
- Devise a system to buy, sell and deliver the products.
- Ship the products to the customers that are from other countries.



Activity

## Electronic commerce

Name two ways to advertise for a website.

1. ....
2. ....

## Second: Benefits of Electronic Commerce

Electronic Commerce had a lot of advantages. It benefits the seller (company) the buyer and even the society. Its advantages can be divided as follows:

### Benefits of Electronic Commerce to the seller (company)

- It is cheaper for the seller (company) to create a website and alter it (if needed or to if it specific needs) than it is to buy or build a store or shop.
- It is easier to communicate with customers wherever they may be whether locally or internationally.
- You can manage your company or trade from anywhere in the world.

## Benefits of E-commerce to the Customer

- You save time, money and effort when shopping and you can shop from any place or time as long as there is an internet connection.
- It is cheaper for the buyer because it is cheaper for the seller.
- You can receive free samples of digital products (software). These samples have expiry dates which allows the customer to try it and decide whether it is suitable to buy or not.
- Shopping is fast and easy via browsing web pages.

## Benefits of E-commerce to the Society

- It reduces the pollution that would occur from cars that visit the stores or shops.
- It saves the energy that would be used inside a store/shop.
- It is convenient for the society to be able to buy products at low costs.



### Activity Electronic commerce

Browse the internet for websites that sell anti-virus software. Find the sample products and find out their trial periods and fill out the chart below.

Name of Product	Trial Period	Name of Website

### Third: Partial Electronic Commerce

### Partial Electronic Commerce

is carried out in two parts. The first part is carried out by selling the products online and the second part is to ship it to the customer. Partial Electronic commerce is used to buy cars, clothes, antiques, etc.