

## SUBJECT TEACHING GUIDE

### G925 - Models of Web Business and Strategies

#### DOUBLE DEGREE IN ADMINISTRATION AND BUSINESS MANAGEMENT AND ECONOMICS

#### Degree in Business Administration and Management First Degree in Business Administration and Management

Academic year 2023-2024

1. IDENTIFYING DATA					
Degree	DOUBLE DEGREE IN ADMINISTRATION AND BUSINESS MANAGEMENT AND ECONOMICS Degree in Business Administration and Management First Degree in Business Administration and Management			Type and Year	Optional. Year 5 Optional. Year 3
Faculty	Faculty of Economics and Business Studies				
Discipline	Subject Area: Information Systems and Web Strategies				
Course unit title and code	G925 - Models of Web Business and Strategies				
Number of ECTS credits allocated	6	Term	Semester based (2)		
Web					
Language of instruction	Spanish	English Friendly	No	Mode of delivery	Face-to-face

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Other lecturers	ADOLFO FERNANDEZ FERNANDEZ PABLO MARIA DE CASTRO GARCIA

### 3.1 LEARNING OUTCOMES

- Acquisition of knowledge and skills to analyze, design and implement a business initiative in internet

- Get an overview of the historical evolution and future trends of Web business models

Understand and analyze the different models developed web business .

Identify and assess the advantages and disadvantages of the different business models and corresponding strategies .

Understanding the strategic variables and technologies involved in the development of Web business models .

Acquire the knowledge and skills necessary for the development of business models based on the Web .

- Learning about the different patterns of current business models

- Using collaborative tools

- Ability to advise on technological and organizational aspects

### 4. OBJECTIVES

Get an overview of the historical evolution and future trends of Web business models

Understand and analyze the different models developed web business .

Identify and assess the advantages and disadvantages of the different business models and corresponding strategies .

Understanding the strategic variables and technologies involved in the development of Web business models .

Acquire the knowledge and skills necessary for the development of business models based on the Web .

### 6. SUBJECT PROGRAM

#### CONTENTS

1	Business models
2	Web initiatives development

### 7. ASSESSMENT METHODS AND CRITERIA

Description	Type	Final Eval.	Reassessn	%
IDEA	Work	No	Yes	20,00
Test	Written exam	No	Yes	30,00
Tools	Work	No	Yes	15,00
Field work	Work	No	Yes	15,00
Patterns	Work	No	Yes	20,00
<b>TOTAL</b>				<b>100,00</b>
Observations				
Observations for part-time students				
Delivery of works indicated by the professors				
Test				

**8. BIBLIOGRAPHY AND TEACHING MATERIALS****BASIC**

- Fleming, P. "Hablemos de marketing interactivo: Reflexiones sobre marketing digital y comercio electrónico". Ed. ESIC. 2ª edición. 2000.
- Huidobro, D. y Roldán, J.M.. "La tecnología e-business". Editorial Paraninfo 2005.
- Laso, Iglesias M., "Internet, comercio colaborativo y mComercio: Nuevos modelos de negocio", Ed. Multi-Prensa, Madrid 2002
- Laudon, K. C., Laudon J. P. ( 2012): Management information systems : managing the digital firm / Kenneth C. Laudon,. Edición: Global ed., 12th ed. Editorial: Upper Saddle River (New Jersey) : Pearson Education, cop. ISBN: 978-0-273-75453-4
- Laudon, K. C., Guercio Traver, C (2012): E-commerce: business, technology, society. 8th ed. Upper Saddle River (New Jersey) Pearson Education, cop. ISBN: 978-0-273-76129-7
- Solé, M. L. "Comercio electrónico: un mercado en expansión", Ed. ESIC Escuela Superior de Gestión Comercial y Marketing, Madrid 2000
- Turban, E. et al (2011): Business intelligence : a managerial approach. 2nd ed. Boston; Madrid, Prentice Hall, cop. ISBN: 978-0-13-247882-3.
- Turban, E. et al (2012): Electronic commerce 2012 : a managerial and social networks perspective. 7th ed. Upper Saddle River (New Jersey) Pearson Education, cop. ISBN: 978-0-273-76134-1