

Commerce 4KH3
“Strategies for Electronic and Mobile Business”
Fall 2023 Course Outline

Information Systems Area
DeGroote School of Business
McMaster University

COURSE OBJECTIVES

1. To enrich understanding of the strategies used in electronic and mobile business.
2. To examine and investigate the concepts and management issues surrounding electronic and mobile business.
3. To showcase real-life case studies of electronic and mobile business.

CONTACT INFORMATION AND COURSE LOCATION DETAILS

Dr. Mariam Munawar	Mahdi Abouei
Instructor	TA
munawarm@mcmaster.ca	aboueim@mcmaster.ca
Office Hours: By Appointment	Office Hours: By Appointment

Course Website: <http://avenue.mcmaster.ca>. The course website on Avenue to Learn (A2L) will be the primary mode of information dissemination and communication. Please check this website regularly for posts concerning this course.

Course Meeting Time & Location: Tuesdays (11:30 am – 2:20 pm) see mosaic

COURSE ELEMENTS

Credit Value:	3	Leadership:	Yes	IT skills:	Yes	Global view:	Yes
Avenue:	Yes	Ethics:	Yes	Numeracy:	No	Written skills:	Yes
Participation:	Yes	Innovation:	Yes	Group work:	Yes	Oral skills:	Yes
Evidence-based:	Yes	Experiential:	Yes	Final Exam:	No	Guest speaker(s):	Yes

COURSE DESCRIPTION

This course covers the strategic issues the modern business manager must deal with in making strategic decisions concerning the choice, implementation and execution of electronic and mobile business solutions for start-ups and established enterprises.

LEARNING OUTCOMES

Upon completion of this course, students will be able to complete the following key tasks:

1. Prepare a business plan;
2. Assess and critique the strategy for an online start-up or electronic business expansion initiative; and
3. Discuss and apply solutions to typical management issues in electronic and mobile business.

COURSE MATERIALS AND READINGS

There is *no required textbook* for this course. Avenue will be used to provide students with course content, readings, and case materials (<http://avenue.mcmaster.ca>).

However, the following *optional reading material* is suggested:

Strategies for e-Business: Concepts and Cases on Value Creation and Digital Business Transformation, 4th Edition, 2020, Tawfik Jelassi Francisco J. Martínez-López, Springer.
Download from Mac eLibrary:
<https://link-springer-com.libaccess.lib.mcmaster.ca/book/10.1007/978-3-030-48950-2#about>.



EVALUATION

Learning in this course results primarily from assigned readings, class lectures, case studies, tests, digital business plan projects, online discussions, and in-class participation. Missed assignments/exams will receive a grade of zero unless the student has submitted and been approved for a Notification of Absence or MSAF.

Components and Weights

The components of the course grade will be weighted as follows.

Participation	Participation during class presentations and guest lectures	20%
Discussions	6 online discussions	30%
Business Plan for Digital Start-up	Business Plan Check-In	2%
	In-class presentation (group)	23%
	Written report (group)	25%
Total		100%

Grade Conversion

At the end of the course your overall percentage grade will be converted to your letter grade in accordance with the following conversion scheme.

LETTER GRADE	PERCENT	LETTER GRADE	PERCENT
A+	90 - 100	C+	67 - 69
A	85 - 89	C	63 - 66
A-	80 - 84	C-	60 - 62
B+	77 - 79	D+	57 - 59
B	73 - 76	D	53 - 56
B-	70 - 72	D-	50 - 52
		F	00 - 49

Communication and Feedback

Students who wish to correspond with the instructor or TA directly via email must send messages that originate from their official McMaster University email account. This protects the

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confidentiality and sensitivity of information as well as confirms the identity of the student. Email regarding course issues should NOT be sent to Area Administrative Assistants. Instructors are required to provide evaluation feedback for at least 10% of the final grade to students prior to Week 9 in the term. Instructors may conduct an informal course review with students by Week 4 to allow time for modifications in curriculum delivery.

Course Deliverables

Participation

Value: 20% of a student's final grade.

Student participation will be assessed in terms of contributions when business plans are presented by student groups (this will occur during weeks 10-12). This could take many forms, including asking questions, responding to questions, or making relevant comments. Student participation will also be evaluated during any guest lectures.

Students will be evaluated on their participation in each of these weeks according to the following 10-point grade scale:

- 0 for being absent;
- 2 for being present but not avidly listening, doing other work, arriving late, leaving early etc.;
- 4 for being present and listening.
- 8 for being present, listening, asking good questions / making good observations;
- 10 for being present, listening, asking great questions / making great observations.

Students will also fill out an evaluation form for each group presentation/guest lecture and will submit these forms via Avenue. These forms will be used in combination with the above to determine an overall student's participation mark.

Discussions

Value: 30% of a student's final grade.

Throughout the course, students will have the opportunity to participate in 6 discussions. Each discussion is worth 5% of a student's final grade.

Discussion questions will be posted by Tuesday of the week in which an online discussion begins (see the course schedule below). Discussion questions will pertain to lecture material and assigned readings, as well as to current events and happening. Students are asked to respond to the posted questions no later than 11:30 am (morning) the following Sunday, and to comment on at least two other students' responses no later than 11:30 am (morning) the following Tuesday. Responses contributed by students after their due date will not be marked.

Online discussions must be respectful. There will be zero tolerance with respect to the use of inappropriate, derogatory or hateful language.

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Evaluation of online discussions will be based on the following criteria:

- *Relevance* (i.e., responses directly address key issues asked or questions raised; responses apply to course learnings);
- *Insight* (i.e., responses offer original or thoughtful insight, analysis or observations that demonstrate a firm grasp of concepts and ideas pertaining to the discussion post);
- *Support* (i.e., postings support all claims and opinions with either rational argument or evidence);
- *Number of Responses* (i.e., the extent to which a student meets the expected number of responses to the discussions posted in a given week);
- *Grammar and spelling*.

Evaluation will use the following 10-point grade scale:

- 0 (poor)
- 5 (fair)
- 7 (good)
- 8 (very good)
- 10 (excellent)

Business Plan for Digital Start-Up

Value: 50% of a student's final grade. This is divided into three parts: i) one business plan project group check-in worth 2% of a student's final grade, ii) the in-class presentation worth 23% of a student's final grade; and iii) the final report worth 25% of a student's final grade.

Students, working in small groups, will develop a comprehensive business plan for an electronic or mobile business start-up. The idea behind the start-up could be “new to the world” and/or an improvement over an existing way of doing something.

Most students will solely use secondary information sources for their plans (e.g., journal articles, industry reports, government statistical databases, Web search); however, students are encouraged to conduct their own research with human participants (e.g., surveys, interviews) to collect and analyze data for their business plans. If the latter, students must adhere to the policies outlined in the “Research Using Human Participants” section below. The instructor will provide students with information on the procedures students must take to ensure that they collect data for their business plans from human participants in an ethical manner.

All students in a group will receive the same grade for their business plan (both the written report and in-class presentation). If there are problems with group dynamics, distribution of work across team members, response from “absentee team members,” etc., please notify the instructor as soon as possible. The instructor will take steps to help resolve problems, which may include reorganization of the group into smaller teams and/or a redistribution of the final marks across the group.

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During Week #2, students will identify their digital business ideas and form their groups. More details about the business plan and the requirements for both the *written report* and *in-class presentation* will be given and posted on Avenue.

During class time, in Week 6, the instructor will meet with each group and evaluate the work done to date. Students are asked to be prepared on this week to show any work they have done on the project and to be asked questions concerning the work they have done.

Note that students will be required to submit their final written business plan reports via Avenue only. The reports must be submitted in Adobe Acrobat (PDF) format.

Late penalty: Business plan reports that are handed in late will receive a reduction equivalent to one letter grade each day that the report is late. For example, an “A” paper would receive an “A-” if it were one day late, a “B+” if it were two days late, etc.

ACADEMIC DISHONESTY

You are expected to exhibit honesty and use ethical behaviour in all aspects of the learning process. Academic credentials you earn are rooted in principles of honesty and academic integrity.

Academic dishonesty is to knowingly act or fail to act in a way that results in, or could result in, unearned academic credit or advantage. This behaviour can result in serious consequences (e.g., the grade of zero on an assignment, loss of credit with a notation on the transcript (notation reads: “Grade of F assigned for academic dishonesty”), and/or suspension or expulsion from the university).

It is your responsibility to understand what constitutes academic dishonesty. For information on the various types of academic dishonesty, please refer to the Academic Integrity Policy located at: www.mcmaster.ca/academicintegrity

The following illustrates only three forms of academic dishonesty:

1. Plagiarism (e.g., the submission of work that is not one’s own or for which other credit has been obtained).
2. Improper collaboration in group work.
3. Copying or using unauthorized aids in tests and examinations

ONLINE COURSE COMPONENTS

In this course we will be using email and Avenue-2-Learn. Students should be aware that when they access the electronic components of this course, private information such as first and last names, usernames for the McMaster e-mail accounts, and program affiliation may become

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apparent to all other students in the same course. The available information is dependent on the technology used. Continuation in this course will be deemed consent to this disclosure.

If you have any questions or concerns about such disclosure, please discuss this with the course instructor.

REQUESTING RELIEF FOR MISSED ACADEMIC WORK

Students may request relief from a regularly scheduled midterm, test, assignment or other course component. Please refer to the policy and procedures on the DeGroot website at the link below:

<http://ug.degroot.mcmaster.ca/forms-and-resources/misled-course-work-policy/>

STUDENT ACCESSIBILITY SERVICES

Students who require academic accommodation must contact Student Accessibility Services (SAS) to make arrangements with a Program Coordinator. Academic accommodations must be arranged for each term of study. Student Accessibility Services can be contacted by phone 905-525-9140 ext. 28652 or e-mail sas@mcmaster.ca.

For further information, consult McMaster University's Policy for Academic Accommodation of Students with Disabilities:

<http://www.mcmaster.ca/policy/Students-AcademicStudies/AcademicAccommodation-StudentsWithDisabilities.pdf>

POTENTIAL MODIFICATIONS TO THE COURSE

The instructor and university reserve the right to modify elements of the course during the term. The university may change the dates and deadlines for any or all courses in extreme circumstances. If either type of modification becomes necessary, reasonable notice and communication with the students will be given with explanation and the opportunity to comment on changes. It is the responsibility of the student to check their McMaster email and course websites weekly during the term and to note any changes.

RESEARCH USING HUMAN PARTICIPANTS

All researchers conducting research that involves human participants, their records or their biological material are required to receive approval from one of McMaster's Research Ethics Boards before (a) they can recruit participants and (b) collect or access their data. Failure to comply with relevant policies is a research misconduct matter. Contact these boards for further information about your requirements and the application process.

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McMaster Research Ethics Board (General board): <https://reo.mcmaster.ca/>

Hamilton Integrated Research Ethics Board (Medical board): <http://www.hireb.ca/>

The research activity involving human participants outlined in this course syllabus has been reviewed by the Business & Engineering Student Research Ethics Committee (BESREC) and received ethics clearance. If you have any concerns or questions about the way this research activity is conducted, please contact:

McMaster Research Ethics Secretariat
Telephone: (905) 525-9140 ext. 23142
c/o Research Office for Administrative Development and Support
E-mail: ethicsoffice@mcmaster.ca

ACKNOWLEDGEMENT OF COURSE POLICIES

Your registration and continuous participation (e.g. on A2L, in the classroom, etc.) to the various learning activities within this course will be considered to be an implicit acknowledgement of the course policies outlined above, or of any other that may be announced during lecture and/or on A2L. **It is your responsibility to read this course outline, to familiarize yourself with the course policies and to act accordingly.**

Lack of awareness of the course policies cannot be invoked at any point during this course for failure to meet them. It is your responsibility to ask for clarification on any policies that you do not understand.

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COURSE SCHEDULE**

Week	Date	Topic / Event
1	Sep 5	<ul style="list-style-type: none"> • Course overview • Evolution of digital business
	Sep 5 - 12	Discussion #1: Digital Business Pitch
2	Sep 12	<ul style="list-style-type: none"> • Digital business pitch. • Formation of groups for digital business plan project
	Sep 12 - 19	Discussion #2
3	Sep 19	<ul style="list-style-type: none"> • External (industry) analysis • Case study discussions
	Sep 19 – Sep 26	Discussion #3
4	Sep 26	<ul style="list-style-type: none"> • Internal (organizational) analysis • Case study discussions
	Sep 26 – Oct 3	Discussion #4
5	Oct 3	<ul style="list-style-type: none"> • Strategy options in digital business markets • Overview of digital business plan project • Research ethics • Opportunity analysis • Case study discussions
	Oct 3 – 17	Discussion #5
	Oct 10	MID-TERM RECESS – NO CLASS
6	Oct 17	<ul style="list-style-type: none"> • Digital Business Plan Project Check-in

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Week	Date	Topic / Event
7	Oct 24	<ul style="list-style-type: none"> • Internal organization of digital business activities • 7Cs Framework • Case study discussions
	Oct 24- 31	Discussion #6
8	Oct 31	<ul style="list-style-type: none"> • Mobile commerce and U-commerce • Implementation metrics • Case study discussions
9	Nov 7	<ul style="list-style-type: none"> • Capital infrastructure <p>The instructor will stay during the remainder of the class in case students wish to discuss their Business Plan Projects</p>
10	Nov 14	Presentations of Digital Business Plans
11	Nov 21	Presentations of Digital Business Plans
12	Nov 28	Presentations of Digital Business Plans
13	Dec 5	<p style="text-align: center;">Digital Business Plan Reports Due</p> <p>No physical class</p>

**Please note the guest lecture schedule has not been posted here- it will be provided on Avenue and may be subject to change.