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| **1.4.1 Impact of digital systems on organisations and individuals** |
| * You should be aware of the advantages and disadvantages to both customers and businesses of:   + Business to Business (B2B)   + Electronic Data Interchange (EDI)   + online shopping   + online marketplaces which process 3rd party Business to Consumer (B2C) or Consumer to Consumer (C2C) sales.   + B2B buying and selling. |

Specification points:

Skills audit:

|  |  |  |  |
| --- | --- | --- | --- |
| **Criteria** |  |  |  |
| I know what is meant by B2B and can identify the advantages and disadvantages of using this method. |  |  |  |
| I know what is meant by B2C and can identify the advantages and disadvantages of using this method. |  |  |  |
| I know what is meant by C2C and can identify the advantages and disadvantages of using this method. |  |  |  |
| I know what is meant by EDI and can identify the advantages and disadvantages of using this method. |  |  |  |

Teacher feedback:

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Student response:

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**Exam-style questions**

1. Gina wants to buy a new pair of shoes. She decides to shop online.
2. Give **two** advantages of shopping online for shoes rather than a shop.

1…………………………………………………………………………………………………………………..

2…………………………………………………………………………………………………………………..

**[2]**

1. Catherine has decided to buy a new jacket.

Give **two** disadvantages to Catherine shopping online for the jacket rather than buying it from the shop.

1…………………………………………………………………………………………………………………..

2…………………………………………………………………………………………………………………..

**[2]**

1. Jimmy wants to buy some clothes from an online auction website. He is worried about giving away his credit card details.

Give **two** ways in which online auction websites help buyers buy safely.

1………………………………………………………………………………………………………………………………………………………………………………………………………………………………………2………………………………………………………………………………………………………………………………………………………………………………………………………………………………………

**[2]**

1. State **two** benefits to the seller of selling on an online auction website.

1…………………………………………………………………………………………………………………..

2…………………………………………………………………………………………………………………..

**[2]**