1.	Course title	**E-business**	
2.	Course code	KMET-Z-02	
3.	Study program	**Computer networks and e-technologies**	
4.	Unit offering the course	**FCSE**	
5.	Undergraduate/master/PhD	**Master**	
6.	Year/semester 1(2)/winter/compulsory	7. ECTS: **6**	
8.	Teacher(s)	Assoc. Prof. Dimitar Trajanov	
9.	Course prerequisites	None	
10.	Goals (competences): After successfully completing the course, the student is expected to understand the e-business models as well as what are the gains when companies use e-business models. The student will posses the know-how to create business plans for e-commerce and apply the e-business technologies.		
11.	Course content: E-business models and concepts: Main Business-to-Consumer (B2C) business models, main Business-to-Business (B2B) business models. Business models in the advanced areas of e-commerce. On-line payment systems. E-business security. Online sales and services. Social networks, auctions and portals. Collaborative commerce. Ethical, social and political aspects of e-business. Business plan. Development of a business plan. Feasibility analysis. Industry analysis. Market analysis. Marketing plan. Management team. Operational plan. Financial projections. Presentations of the business plans.		
12.	Teaching methods: Lectures supported by slide presentations, interactive lectures, trainings (using lab equipment and software packages), team work, case studies, invited guests and lectures, individual practical assignments presentations, seminar paper, e-learning (forums, consultations).		
13.	Total available time	6 ECTS x 30 hours = 180 hours	
14.	Distribution of the available time	30 + 15 + 135 = 180 hours	

15.	Teaching activities	15.1.	Lectures	30 hours
		15.2.	Training (labs, problem solving), seminar and team work	15 hours
16.	Other activities	16.1.	Project work	60 hours
		16.2.	Self study	25 hours
		16.3.	Home work	50 hours

17.	Grading			
	17.1.	Tests		40 points
	17.2.	Seminar work/project (written or oral presentation)		45 points
	17.3.	Active participation		15 points
18.	Grading criteria	to 59 points		5 (five) (F)
		from 60 to 68 points		6 (six) (E)

			from 69 to 76 points	7 (seven) (D)
			from 77 to 84 points	8 (eight) (C)
			from 85 to 92 points	9 (nine) (B)
			from 93 to 100 points	10 (ten) (A)

19.	Final exam prerequisites	Successfully completed activities 15.1 and 15.2
20.	Course language	Macedonian and English
21.	Quality assurance methods	Internal evaluation and student questionnaires

22.	Literature					
	22.1.	Compulsory				
		No.	Authors	Title	Publisher	Year
		1.	Efraim Turban, David King, Jae Lee, Ting-Peng Liang, Deborrah C. Turban	Electronic Commerce 2012: Managerial and Social Networks Perspectives	Pearson Education	2011
		2.	Bruce Barringer	Preparing Effective Business Plans: An Entrepreneurial Approach	Pearson Education	2008
		3.	Dave Chaffey	E-Business & E-Commerce Management: Strategy, Implementation and Practice	Pearson Education	2011
	22.2.	Additional				
		No.	Authors	Title	Publisher	Year
		1.	Kenneth C. Laudon, Carol Guercio Traver	E-Commerce 2011	Pearson Education	2011
		2.				
		3.				