

# Ecommerce Interview Questions And Answers Guide.



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## Ecommerce Job Interview Preparation Guide.

### Question # 1

What is B2C (Business-to-Consumer)?

#### Answer:-

This is usually when average businesses transact with the customer. This is done through the shopping cart softwares and the amount involved in the transactions is usually low.

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### Question # 2

Tell me what are the various applications of E-commerce?

#### Answer:-

Following are a few products where Ecommerce can be used:

Computer products (hardware, software, accessories)

Books

Music

Financial Services

Entertainment

Home Electronics

Apparel

Gifts and flowers

Travel services

Toys

Tickets

Information

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### Question # 3

What is B2B (Business-to-Business)?

#### Answer:-

In B2B, companies transact with each other. This includes the companies selling their product to wholesalers, distributors, etc

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### Question # 4

What is C2B (Consumer-to-Business)?

#### Answer:-

In this, a consumer places the product on the net. The companies willing to buy this product bid for it. The consumer can then decide, depending upon the bid, which company to sell it to.

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### Question # 5

Explain some major benefits of E-commerce?

#### Answer:-

The major benefits of Ecommerce are:

secure - more secure than a cheque.

fast - the transactions take not more than a few seconds

always on - the purchases can be made 24/7

convenient - ease of purchasing

reduced cost price - Reduction of Marketing and Advertising Costs

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### Question # 6

What is C2C (Consumer-to-Consumer)?

#### Answer:-

These kind of transactions are usually done at an individual level. Payments can be done with the help of online systems like PayPal.

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### Question # 7

eCommerce Job Interview Questions!

#### Answer:-

How E-commerce works?

List the major benefits of E-commerce.

What are the various applications of E-commerce?

Explain the term "Web Hosting".

Explain in brief B2B, B2C, C2B and C2C.

Explain electronic payment procedure.

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### Question # 8

What is the term "Web Hosting"?

#### Answer:-

Web hosting is a way to gain a presence on the internet. The web hosting company should be capable of providing you with the level of service that you need to maintain your Web Store.

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### Question # 9

Do you know electronic payment procedure?

#### Answer:-

The merchant submits a credit card transaction to the Payment Gateway on behalf of a customer via secure connection from a Web site, at retail, from a MOTO center or a wireless device.

Payment Gateway receives the secure transaction information and passes it via a secure connection to the Merchant Bank's Processor.

The Merchant Bank's Processor submits the transaction to the Credit Card Interchange (a network of financial entities that communicate to manage the processing, clearing, and settlement of credit card transactions).

The Credit Card Interchange routes the transaction to the customer's Credit Card Issuer.

The Credit Card Issuer approves or declines the transaction based on the customer's available funds and passes the transaction results, and if approved, the appropriate funds, back through the Credit Card Interchange.

The Credit Card Interchange relays the transaction results to the Merchant Bank's Processor.

The Merchant Bank's Processor relays the transaction results to Payment Gateway.

Payment Gateway stores the transaction results and sends them to the customer and/or the merchant. This communication process averages three seconds or less.

The Credit Card Interchange passes the appropriate funds for the transaction to the Merchant's Bank, which then deposits funds into the merchant's bank account. The funds are typically deposited into your primary bank account within two to four business days.

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### Question # 10

Do you know how E-commerce works?

#### Answer:-

Once the product is selected, the consumer transaction is moved to the online transaction server where he places an order.

The information is exchanged over a secure channel through a private gateway to a processing network.

The networked banks accept or reject the transaction.

All this happens in just a matter of seconds.

eCommerce is a very secure due to the SSL (Secure Socket Layer) technology.

The basic steps involved in becoming Commerce Enabled are:

Getting an Internet Merchant Bank Account

Web Hosting

Obtaining a Digital Certificate

Finding a Provider of Online Transactions

Creating or Purchasing a Shopping Cart Software

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### Question # 11

How can I find a stock broker?

#### Answer:-

No Answer is Posted For this Question

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