

# **Grocery E-Commerce**

*Consumer Behaviour and Business Strategies*



Edited by Niels Kornum and Mogens Bjerre

# Grocery E Commerce Consumer Behaviour And Business Strategies By Mogens Bjerre 2005 10 05

**Yasin Yilmaz**



## **Grocery E Commerce Consumer Behaviour And Business Strategies By Mogens Bjerre 2005 10 05:**

**Grocery E-commerce** Niels Kornum, Mogens Bjerre, 2005-01-01 This book attempts to shed light on why it is so difficult to develop and maintain successful businesses in the grocery e commerce arena Within the last five years grocery e commerce has experienced both consistent successes such as Tesco com and irrevocable failures such as Webvan com Niels Kornum and Mogens Bjerre bring key researchers together to investigate the factors contributing to the success of grocery e commerce particularly in countries that had the earliest and most extensive experiences in this field the USA the UK and Scandinavia

Customer Behaviour in eCommerce Šárka Zapletalová, Halina Starzyczná, 2023-02-11 Online shopping is undergoing significant changes around the globe evolving in the food and non food segments alike Representing a vital distribution channel that reaches countless customers sales from online shopping have long since exceeded USD 1000 billion per year and are growing steadily This book is intended for general readers and professionals interested in companies strategic orientation in connection with their online format and building and strengthening customer loyalty In this regard their business strategies are not considered in their full scope and complexity instead the book focuses more narrowly on the relationship between business strategy buying behavior and customer loyalty

*E-Food and the Online Grocery Business* Stefanie Schulz, 2005-05-08 Seminar paper from the year 2004 in the subject Business economics Offline Marketing and Online Marketing grade 1 3 Furtwangen University language English abstract Groceries are different from many other products such as music and books that are commonly purchased online Many grocery products are perishable and therefore time sensitive in terms of their delivery needs In addition groceries are a replacement product for example the same basket of products is more or less purchased on a regular basis Finally groceries are high touch items meaning that consumers like to inspect the quality of items they are purchasing Online grocery shopping still is a growing and potent distribution channel that uses direct access methods to allow consumers to shop quickly and take delivery of grocery products without ever leaving their homes with the computer as the primary method of communication This environment provides the opportunity to compare and select grocery products in unique and relevant ways in an information rich environment Consumers are embracing this online channel as a means of simplifying their lives and saving time For researchers online grocery shopping provides new research applications made possible from the unique ability to link longitudinal transactional data and survey based attitudinal data at the individual household level This means fast consumer feedback from a valuable sample in a controlled environment as well as the ability to monitor behaviour over time Also this environment can be a more efficient and cost effective means of data collection and analysis than traditional survey research in some instances

**Consumer Behaviour in Online Grocery Retailing in Germany** Yasin Yilmaz, 2020-07-07 Master s Thesis from the year 2020 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 University of Salford language English abstract Despite widespread popularity in Europe particularly in the UK and the Netherlands demand for Online Grocery

Retail in Germany which is economically just as strongly developed appears to be rather low This study therefore aims to find out which factors encourage or discourage consumers in Germany to order groceries online Businesses need to make the online grocery business model transparent and useful from a marketing perspective The clear advantages of this way of shopping groceries must be communicated Furthermore psychological aspects of consumers must be understood and taken into account in the retailers strategy Last but not least importance must be attached to data protection and environmental protection this message must be conveyed By providing current insights into consumers preferences and wishes on their personal grocery shopping behavior the findings can be used by Businesses and especially Grocery Retailer to shape the grocery shopping of the future Based on the hypothesis that that there is some degree of resistance to the utilisation of technology which is potentially inhibiting German consumers utilising actively embracing online grocery retail the Technology Acceptance Model and its extension was chosen as a conceptual framework in order to test this assumption To test the findings of the Literature Review 25 semi structured interviews were conducted in the empirical part of this study The target group of the interviewees were students aged between 18 30 13 of them female and 12 male The main findings are that the reasons for the low demand for online grocery retailing in Germany are cultural German consumers are more likely to trust new trends if they have been on the market and established for a longer period of time The high density of grocery stores favours the fact that German consumers do not see any real added value in this service and thus no real usefulness In addition to ease of use and usefulness demographic aspects must also be taken into account in order to make the online grocery trade successful in Germany The study focused on a specific age and target group For practical reasons the number was limited to 25 interviews For further research it is recommended to analyze further age and target groups in order to gain further differences in the individual aspects

**E-Grocery in Emerging Markets. Major Players, Strategies, and Market Structures** Kevin Stettner, 2019-05-15 E grocery is the distribution of groceries via the online channel It includes all fast moving consumer goods such as fresh food or beauty and personal care items Over the last years it has become a global phenomenon Consumers benefit from higher convenience a wider range of product potentially better deals and lower search costs Additionally in certain emerging markets expats mention increased food safety and familiarity with foreign goods as major advantages Kevin Stettner gives an overview of e grocery activities across 23 emerging markets He identifies major players their strategies and the underlying market structure Stettner s analysis is complemented by taking into account the respective market environment He identifies prototypical countries and compares them with developed markets Which markets evolve better than developed markets Which ones require further development in basic external conditions Kevin Stettner describes the status quo of e grocery In this book Consumer Behavior Competitive Strategies E Commerce Internet Online Shopping *Online Food Shopping: Consumer perception and retailers market approach, contrasting the markets UK and Germany* Marie von Breitenbuch, 2004-12-14 Master s Thesis from the year 2004

in the subject Business economics Offline Marketing and Online Marketing grade 61 points B Bournemouth University Business School course International Business Administration language English abstract The research s aim was to contrast the retailers market approach and consumer perception of online food shopping in the markets Germany and UK The first part of the research project was the review of existing literature to build up knowledge about the history and definition of the Internet and to give a market overview of Germany and the UK The next areas investigated within the literature review were consumers online shopping behaviour and the food retail market The last part was concerned with specific companies from both countries and their market approach Research questions developed in the literature review were concerned with the food shopping behaviour and the perception of online food shopping Additional questions were if payment security has an influence on online shopping and what other market sectors are of interest The first part of the survey collecting quantitative data was carried out within a sample of 100 food shoppers from the UK and 100 from Germany Questionnaires were distributed using the snowball sampling method a method where each respondent passes the questionnaire to a number of further contacts Interviews built the second survey part where two participants from each country were questioned in depth about their food shopping behaviour and perceptions The interviews backed findings from the questionnaire survey and gave further information Quantitative data was gained and analysed by using the program SPSS SPSS is a tool that provides the possibility to run statistical correlations between variables and provides graphical outputs to illustrate the findings The findings show great differences in consumer perception and retailers market approach between Germany and the UK While in the UK online food shopping is popular with consumers and some retailers found a way of establishing themselves in this market German companies do not offer the service nationwide and consumers seem to have limited interest Main reasons identified in the research lie in the differences within the economical markets and culture of the countries The outlook in the future shows an ongoing increase in online food shopping in the UK but less activities in Germany

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