

BUSS4 ESSAY PLAN

Use this template to plan your paragraph points (lines of analysis, supporting evidence and initial evaluation) and your essay conclusion (final evaluation)

ESSAY TITLE (remember to highlight the hook)			
Do you agree that developments in e-commerce will make markets significantly more competitive in the future?			
P An E L	POINT 1	POINT 2	POINT 3
	Yes - tech change will continue to lower barriers to entry, encouraging new entrants	No - largest e-commerce firms will get bigger, which will reduce competition	Yes - innovation in e-commerce will increase number of substitute products, increasing rivalry
	Analysis	Analysis	Analysis
	Porter's Forces Lower barriers to entry = + intense competition = response from existing competitors	Economics of scale important Largest firms have most expertise & resources Hard for small firms or new entrants to compete now	Pace of innovation accelerating Driven by advances in mobile technology Creates completely new ways of adding value
	Evidence to support analysis:	Evidence to support analysis:	Evidence to support analysis:
	Uber (disrupted taxis) Airbnb (impact on hotels) Dropbox (cloud storage)	Amazon (dominant) John Lewis (ASDA investment)	Internet of Things (new services) Netflix (content streaming v TV networks)
	Link back to the Q	Link back to the Q	Link back to the Q
	Barriers to entry = important factor affecting competitive rivalry	Best & largest e-commerce firms have been around a long time = harder to compete against them	Significant investment in mobile technology suggests faster pace of innovation = should increase competition
	ESSAY CONCLUSION		
	A	Answer (use the hook)	Yes - disruptive potential from further changes in e-commerce likely to make many markets significantly more competitive
J	Justify	Continued growth in global adoption of digital devices and transactions means technological change will be more disruptive	
I	It Depends	It depends on which firms are most successful in exploiting disruptive change. Will it be startups like Uber & Airbnb, or existing market leaders like Amazon & John Lewis?	
M	Most Important Reason	Pace of innovation seems to be accelerating - backed by significant investment - which will challenge the business models of many traditional products and services	

Buss4 Real Business Examples 2014

Léo Pomar



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