MALAYSIAN IT SOCIAL SHOPPING COMMUNITY VENDORS AND END USER

.

MOHAMMAD ALI ODEH ALSAAIDEH

UNIVERSITI UTARA MALAYSIA 2010

MALAYSIAN IT SOCIAL SHOPPING COMMUNITY VENDORS AND END USER

A project submitted to Dean of Postgraduate Studies and Research in partial Fulfillment of the requirement for the degree Master of Science of Information Technology Universiti Utara Malaysia

> By MOHAMMAD ALI ODEH ALSAAIDEH



KOLEJ SASTERA DAN SAINS (College of Arts and Sciences) Universiti Utara Malaysia

PERAKUAN KERJA KERTAS PROJEK (Certificate of Project Paper)

Saya, yang bertandatangan, memperakukan bahawa (I, the undersigned, certifies that)

MOHAMMAD ALI ODEH ALSAAIDEH (804778)

calon untuk Ijazah (candidate for the degree of) MSc. (Information Technology)

telah mengemukakan kertas projek yang bertajuk (has presented his/her project of the following title)

MALAYSIAN IT SOCIAL SHOPPING COMMUNITY VENDOR'S AND ENDUSER

seperti yang tercatat di muka surat tajuk dan kulit kertas projek (as it appears on the title page and front cover of project)

bahawa kertas projek tersebut boleh diterima dari segi bentuk serta kandungan dan meliputi bidang ilmu dengan memuaskan.

(that this project is in acceptable form and content, and that a satisfactory knowledge of the field is covered by the project).

Nama Penyelia (Name of Supervisor) : <u>MDM. NOR AZILA ALI</u>

Tandatangan (Signature) Tarikh (Date) : 0c+17,2010	
Nama Penilai (Name of Evaluator) : DR. KANG ENG THYE	
Tandatangan (Signature) Tarikh (Date) : 1906-2010	

PERMISSION TO USE

In presenting this project in partial fulfillment of the requirements for a postgraduate degree from Universiti Utara Malaysia, I agree that the University Library may make it freely available for inspection. I further agree that permission for copying of this project in any manner, in whole or in part, for scholarly purpose may be granted by my supervisor(s) or, in their absence by the Dean of Postgraduate Studies and Research. It is understood that any copying or publication or use of this project or parts thereof for financial gain shall not be allowed without my written permission. It is also understood that due recognition shall be given to me and to Universiti Utara Malaysia for any scholarly use which may be made of any material from my project.

Requests for permission to copy or to make other use of materials in this project, in whole or in part, should be addressed to

> Dean of Postgraduate Studies and Research College of Arts and Sciences Universiti Utara Malaysia 06010 UUM Sintok Kedah Darul Aman Malaysia

ABSTRACT

Internet provides an efficient and fast access in order to get information as well as it has a basic role to services and business. Basically, social software services has met attention over the past years where characterized by its services such as social interaction and tools for cooperation This study seek to Malaysian IT Social Shopping Community vendors and end user (MITSSC) in order to provide collaboration environment via internet for both of consumers and vendors. Unfortunately, Malaysia is started early to study the possibilities of implementing online-services to help their citizens to perform their needs fast and easier as well as to reduce the overhead of customer services tasks. Furthermore, shopping process requires from users a lot of effort, time for searching for a particular product. Development social network community environment which it can be used as guide for consumer might help them to find information provider, and ensure availability of various products.

ACKNOWLEDGMENTS

بسم الله الرحمن الرحيم

I humbly thank Allah Almighty, the Merciful and the Beneficent, who gave me health, thoughts and co-operative people to enable me achieve this goal.

I wish to dedicate this work to Holy Prophet Muhammad (Peace be upon him) and his companions who laid the foundations of Modern civilization and paved the way for social, moral, political, economical, cultural and physical revolution.

Also, I dedicate this work to my **dear** father, who carries a big heart and my **dear mother**, who cherished her compassionate heart and to my **brothers** and **sisters** for their support to complete this work.

All thanks and appreciation to my supervisor Mrs. Norazila Binti Ali for her advice and supervision during the preparation of this project. I'm gratefully and deeply thank her for her support and cooperation to complete this project.

All thanks and sincere appreciation to my friends in Malaysia, who have eased my pain of exile, and my friends in Jordan, who have inductive me to continue this work, especially those who are in the Tafila city.

TABLE OF CONTENTS

AISSIO	N TO USE	
		Ι
TRACT		II
NOWLI	EDGMENTS	III
LE OF C	CONTENTS	IV
OF TAI	BLES	VII
OF FIG	URES	VIII
PTER O	NE: INTRODUCTION	
Backg	ground	1
Proble	em Statements	4
Resea	rch Questions	5
Resea	rch Objectives	5
Scope	of Study	6
Signif	icance of the Study	7
Research Orientation		7
Summary		
		9
The C	ustomer Oriented Trends	9
2.1.1 2.1.2	Costumer Oriented Trends Customer Service	9 13
Servic	e Digitations	17
2.2.1 2.2.2 2.2.3 2.2.4	Technology Payoff and ROI Trends Process Configuration and Flexibility Trends Multi-Channel and Cross-Enterprise Trends Improving Application Integration Trends	19 20 21 22 22
	LE OF C OF TAL OF TAL OF FIG PTER C Backg Proble Resea Scope Signif Resea Summ PTER T Introd The C 2.1.1 2.1.2 Servic 2.2.1 2.2.3 2.2.4	NOWLEDGMENTS E OF CONTENTS OF TABLES OF FIGURES PTER ONE: INTRODUCTION Background Problem Statements Research Questions Research Questions Research Objectives Scope of Study Significance of the Study Research Orientation Summary PTER TWO: LITERATURE REVIEW Introduction The Customer Oriented Trends 2.1.1 Costumer Oriented Trends 2.1.2 Customer Service Service Digitations 2.2.1 Technology Payoff and ROI Trends 2.2.2 Process Configuration and Flexibility Trends 2.2.3 Multi-Channel and Cross-Enterprise Trends

2.3	3 What Drives E-business Trends?		
	2.3.1 2.3.2 2.3.3	8	25 26 29
2.4	Network Theory		30
	2.4.1 2.4.2 2.4.3	Social Networks Social Networking Sites (SNS) Online shopping	31 32 35
CHAP 3.0	TER TH Introdu	HREE: METHODOLOGY	40
3.1	Resear	ch Methodology	40
	3.1.4	Awareness of problem Suggestions Development Evaluation Conclusion	42 43 46 47 48
3.2	Summ	ary	48
СНАР	TER FO	OUR: DESIGN AND IMPLEMENTATION	
4.0	Introduction		49
4.1	MITSS Requirements		49
	4.1.1 4.1.2	MITSS Functional Requirement MITSS Non Functional Requirements	50 51
4.2	MITSS	S USE CASE Diagram	52
4.3	USE CASE Specifications		
4.4	Activity Diagram		
4.5	Sequence Diagram		
4.6	Class Diagram		
4.7	MITSSC Interface		
4.8	Summary		
CHAP 5.0	TER FI Introdu	VE: EVALUATION	97

5.1	Questionnaires				
5.2	Questionnaires planning and distribution				
5.3	Questionnaire Design phase				
5.4	Analysis of questionnaire				
	5.4.2 Anal	ysis of close ended question ysis of open ended question all Response of participants to questionnaire	100 103 103		
5.5	Summary				
CHAPTER SIX: CONCLUSION					
6.0	Introduction				
6.1	Conclusion of the Study				
6.2	Study Contributions				
6.3	Problems and Limitations				
6.4	Future Works				
6.5	Recommendation				
6.6	Summary		109		
Referen	References		110		
Appendix A		115			
Appendix B			119		

LIST OF TABLES

Table 2.1: Historical Perspective	
Table 2.2: Terminology Related to SNS Literature	34
Table 4.1: MITSS Functional Requirements	50
Table 4.2: MITSS Non Functional Requirements	51
Table 5.1: Participants' Overall Response to the Questionnaire	103

LIST OF FIGURES

Figure 2.1:	Traditional Process Design Perspective	24
Figure 2.2:	Comparison of a Social Network to a Computer Network	33
Figure 2.3:	Customer Shopping Guide Process	38
Figure 2.4:	Example of Customer Shopping Guide	39
Figure 3.1:	The General Methodology of Design Research	41
Figure 3.2:	Research Design	42
Figure 3.3:	Interface parts	45
Figure 3.4:	Three communities participate in social product development	46
Figure 3.5:	MITSSC Activities	47
Figure 4.1:	MITSS USE CASE Diagram	52
Figure 4.41:	MITSSC Class Diagram	93
Figure 4.42:	MITSSC Home Page	94
Figure 4.43:	MITSSC Company Profile	95
Figure 4.44:	MITSSC Consumer Profile	96
Figure 5.1:	Graphical representations of results for each group of questionnaire	100
Figure 5.2:	Overall for participants' response to the questionnaire	104
Figure 5.3:	Type of participants in the questionnaire	104

CHAPTER ONE INTRODUCTION

1.0 Background

Internet has played a very important role to improve services and business of so many commercial organizations especially those who are running their own business online. The evolution of internet made it necessary for companies to benefit from these developments in the process of faster access to customer and marketing process using these technologies.

Currently, web services has met attention over the past years where characterized by its services such as tourism guide, booking online services, e-government, etc. Such as Amazon, yellowpages, and booking web services has achieved great successes in the provision of services as well as a major shift in the services of the whole web. Traditional shopping platforms are begun tend to turn and integration its platforms into provide ease services with short time. Furthermore, Leitner and Grechenig (2009) mentioned to the reasons that led companies and consumers to rapid transformation towards social shopping communities are many and varied, but the most prominent of which: (1) provide collaboration environment via internet for both of consumers and companies, (2) exchange information about products, (3) explore many products in one place, (4) get consultancy from trusted individuals. Additionally, social software services are important to provide feedback, comments, or recommendation between companies that provide information and consumers (Takemoto et al., 2007).

The contents of the thesis is for internal user only

References

- Alsmadi, I., Alhami, I., & Alsmadi, H. (2009). The Requirements for Building an Ecommerce Infrastructure. International Journal of Recent Trends in Engineering, 2(2). 8-7.
- Amor, D. (2000). The E-business (r)evolution. New Jersey: Hewlett-Packard Professional Books.
- Apple. (2010). *Podcasting and iTunes: Frequently Asked Questions*. Retrieved July 19, 2010, from http://www.apple.com/itunes/store/podcastsfaq.html
- Barry & Associates, Inc. (2010). Service-oriented architecture (SOA) definition. Retrieved August 16, 2010, from http://www.service-architecture.com/webservices/articles/serviceoriented_architecture_soa_definition.html.
- Baker, M. J. (2001). Selecting a Research Methodology. *The Marketing Review*, 1(3), 373-397.
- Beer, D. (2008). Social network(ing) sites ... revisiting the story so far: A response to danah boyd and Nicole Ellison. *Journal of Computer-Mediated Communication*, 13 (2), 516-529.
- Boyd, D. M., & Ellison, N. B. (2007). Social network sites: Definition, history, and scholarship. Journal of Computer-Mediated Communication, 13 (1), 210-230.
- Bjore, A. (2010). *Triple play solutions are often a dilemma*. Retrieved July 16, 2010, from http://www.dn.se/DNet/jsp/polopoly.jsp?d=678&a=624318
- Bruderl, J., & Preisendorfer, P. (1998). Network support and the success of newly founded business. *Small Business Economics*, 10(3), 213-225.
- Burt, R. S. (1997). The contingent value of social capital. Administrative Science Quarterly ,42 (2).339-365.
- Bryce, D. (2006). Connecting With Customers: The Value of Human Interaction. Retrieved July 27, 2010, from http://www.crmbuyer.com/story/49943.html
- Cabinet Office. (2005). World Economic Trend. Retrieved July 18, 2010, from http://www5.cao.go.jp/keizai3/2005/1201sekai052-s-e.pdf
- Creswell, J. W. (2003). Research Design: Quantitative, Qualitative, and Mixed Methods Approaches. SAGE. Thousand Oaks. USA.
- Ebstrategy (2010). Services digitization. Retrieved July 16, 2010, from http://www.ebstrategy.com/selfservice/services_101/ebiz_to_serv_digit.htm
- Fraternali P., Rossi G., & Sanchez-Figueroa F. (2010) Rich Internet Applications. *IEEE* Internet Computing, 14 (3). 9-14.

- Forrester. (2010). *About Forrester*. Retrieved July 20, 2010, from http://www.forrester.com/FactSheet
- Gehl, D. (2006a). *Improve Your Online Customer Service*. Retrieved July 20, 2010, from http://www.entrepreneur.com/ebusiness/ebusinesscolumnist/article172294.html
- Gehl, D. (2006b). *E-Business Trends: It's All About the Customer*. Retrieved July 19, 2010, from http://www.entrepreneur.com/ebusiness/ebusinesscolumnist/article170460.html
- Gneiser, M., Heidermann, J., Klier, M., & Christian, W. (2009). Valuation of online social networks: An economic model and its applications using the case of XING.com. 17th European Conference on Information Systems .Verona, Italy: ECIS. 1-13.
- Greve, A. (1995). Networks and entrepreneurship An analysis of social relations, occupational background, and use of contacts during the establishment process. Scandinavian Journal of Management, 11 (1), 1-24.
- Greve, A., & Salaff, J. W. (2003). Social Networks and Entrepreneurship. *Entrepreneurship* Theory and Practice, 28 (1), 1-22.
- Goldkuhl, G. (1998). Creating knowledge International Business School in Jonkoping. *Centre* Studies for people technology and organization (CMTO), Linkoping University.
- Halay, F. (2010). *The World of Wikis*. Retrieved August 15, 2010, from http://content.epnet.com.bibl.proxy.hj.se/pdf19_22/pdf/2007/BLE/01May07/2477053 0.
- Hansen, E. L. (1995). Entrepreneurial networks and new organizational growth. Entrepreneurship Theory and Practice, 19, 7-19.
- Hauben, M. (1994). *History of ARPANET*. Retrieved August 19, 2010, from http://www.dei.isep.ipp.pt/~acc/docs/arpa.html
- Holme, I., & Solvang, B. (1997). Research on qualitative and quantitative methods Lund: Student literature. *InformationWeek*, 48.
- Johannisson, B. (1988). Business formation A network approach. Scandinavian Journal of Management, 4, 83-99.
- Jupitermedia. (2003). Online Experience are replacing personal interaction with customers in Mullet, K. (2003). The Essence of Effective Rich Internet Applications, macromedia white paper, Macromedia Experience Design Team, 4 27.
- Kadyate, V. (2005). Process Visibility: How Mobile Technology Can Enhance Business-Customer Care in the Paper Industry. Retrieved August 2, 2010, from http://portal.acm.org/citation.cfm?id=1084013.1084208
- Kalakota, R., Robinson, M. & Tapscott, D. (2001). e-Business 2.0 Roadmap form Sucess. New Jersey: Addison-Wesley

- Kalakota, R. & Robinson, M. (2003). Services blueprint: a roadmap for execution. New Jersey: Addisson-Wesley
- Kaya, M. (2002). JEFF BEZOS King of Cybercommerce. Retrieved August 18, 2010, from http://www.islandconnections.com/edit/bezos.htm
- Kettles, D., & David, J. S. (2008). The business value of social network technologies: A framework for identifying opportunities for business value and emerging research program. Americas Conference on Information Systems, Association for Information Systems (AIS), 1-19. Toronto, Canada.
- Kirchoff, S , & Mendonca, S. (2000). Instant Advantage.com .London: Prentice-Hall International.
- Klyver, K., & Hindle, K. (2007). The role of social networks at different stages of business formation. *Small Business Research*, 15 (1), 22-38.
- Leitner, P., & Grechenig, T. (2008). Social networking sphere: A snapshot of trend, functionalities and revenue models. International Conference on Web Based Communities. Amsterdam, The Netherlands: International Association for Development of the Information Society (IADIS), 187-191.
- Lund, A. M. (2001). Measuring usability with the USE questionnaire. STC Usability SIG Newsletter: Usability Interface, 8(2).
- Li, N. & Zhang P. (2002). Consumer Online Shopping Attitudes and Behavior: An Assessment of Research. Eighth Americas Conference on Information Systems. Toronto, Canada.
- Mullet, K., & Team, M. (2003). The essence of effective rich internet applications. SF, CA: Macromedia White Paper, 4 – 27.
- Nielsen, S. L., Klyver, K., Evald, M., & Bager, T. (2009). Chapter 7: Network. In Entrepreneurship in Theory and Practice – Paradoxes in play. IDEA & Syddansk Universitetsforlag, 157-179.
- Ogunlana, O., & Cheng, X. (2009). *E-marketing and digital communications: Implementing an effective knowledge based targeted e-marketing campaign*. International Conference on Machine Learning and Cybernetics, 2009, 3566 - 3573
- Pavlina, S. (2006). *How to make money from your blog*. Retrieved August 2, 2010, from http://www.stevepavlina.com/blog/2006/05/how-to-make-money-from-your-blog/
- Pearlson, K.E., & Saunders, C.S. (2004). Managing and using information systems strategical approach, 2nd edition. Hoboken: John Wiley & Sons, Inc
- PC Magazine. (2010). *Definition of XML*. Retrieved August 18, 2010, from http://www.pcmag.com/encyclopedia_term/0,2542,t=XML&i=55048,00.asp

- Pine, B., & Gilmore, J. (1999). The experience economy: work is theatre & every business a stage: *Harvard Business Press*.
- Rangone, A., & Renga, F. M. (2006). Mobile Advertising: a Framework for the Appraisal of the Campaigns. Proceedings of the International Conference on Mobile Business (ICMB'06), IEEE Xplore, 45 - 45: Copenhagen.
- Rich, L. (2004). Self-Serive: Help Yourself. Rerieved August 25, 2010, from http://www.cioinsight.com/article2/0,1397,1610171,00.asp
- Rooksby, J., Kahn, A., Keen, J., & Sommerville, I. (2009). Social Networking and the Workplace. LSCITS, North Haugh, University of St Andrews, UK.
- Quin, L. (2006). *Extensible Markup Language (XML)*. Retrieved July 16, 2010, from http://www.w3.org/XML/
- Rosenbush, S. (2005). *News Corp.'s Place in MySpace*. Retrieved July 15, 2010, from http://www.businessweek.com/technology/content/jul2005/tc20050719_5427_tc119.h tm
- Safari. (2007). A Brief History of E-Business on Demand. Retrieved July 10, 2010 from http://safari.peachpit.com/013144025X/ch07lev1sec5
- Scoble, R. & Israel, S. (2006). Naked Conversation how blogs are changing the way businesses talkwith customers. Hoboken: Wiley
- SearchCRM. (2010). Web self-service. Retrieved July 25, 2010, from http://searchcrm.techtarget.com/sDefinition/0,,sid11_gci819586,00.html
- Sifry, D. (2010). Blog Usage Statistics And Trends: Technorati State Of The Blogosphere. Retrieved July 2, 2010, from http://www.masternewmedia.org/news/2010/04/06/ blog usage statistics and trends.htm
- Takemoto, M., Yokohata, Y., Tokunaga, T., Hamada, M., & Nakamura, T. (2007). Demo: Implementation of Information-Provision Service with Smart Phone and Field Trial in Shopping Area. MobiQuitous 2007. Fourth Annual International Conference on Mobile and Ubiquitous Systems: Networking & Services, 1-3. Philadelphia, PA.
- Thames Valley University. (2010). Primary data collection methods. Retrieved August 8, 2010, from http://brent.tvu.ac.uk/dissguide/hm1u3/hm1u3text2.htm
- The Owl at Perdue. (2010). Conducting Primary Research. Retrieved July 12, 2010, from http://owl.english.purdue.edu/owl/resource/559/01/

The Oxford English Dictionary. (2001). Trend. Oxford: Oxford University press

Trizle. (2006). Why having more product choises sucks. Retrieved August 25, 2010, from http://www.trizle.com/why-having-more-product-choices-sucks/

- Van Zyl, A. (2009). The impact of Social Networking 2.0 on organisations. *Electronic Library*, 27(6), 906-918
- Vaishnavi, V., & Kuechler, W. (2005). Design research in information systems, Retrieved, July 19, 2010, from http://www.isworld.org/Researchdesign/drisISworld.htm
- Ward, S. (2010). *Customer Service*. Retrieved August 19, 2010, from http://sbinfocanada.about.com/cs/marketing/g/custserv.htm
- Webresurs, J. (2010). *What is e-commerce?* .Retrieved August 15, 2010, from http://www.jonasweb.nu/sidor/marknad/e_handel.html
- Wellman, B. (1996). For a social network analysis of computer networks: A sociological perspective on collaborative work and virtual community. *Proceedings of the 1996* ACM. SIGCPR/SIGMIS Conference on personnel researchDenver, Colorado. 1-11.
- Wellman, B., Salaff, J., Dimitrova, D., Garton, L., Gulia, M., & Haythornthwaite, C. (1996). Computer networks as social networks: Collaborative work, telework, and virtual community. *Annual Review of Sociology*, 22, 213-238.
- Winter, J. (1979). Problem definition, investigation and report. Lund: Lund opened textbooks. Toronto, Canada.