



Andreas Pinterits

# **Coordinating Internet Sales with Other Channels**

A Performance Measurement Model

GABLER EDITION WISSENSCHAFT

# Coordinating The Internet

**Bob Schmidt**



## Coordinating The Internet:

**Coordinating the Internet** Brian Kahin, James Keller, 1997 As it grows in scope bandwidth and functionality the Internet will require greater coordination but it is not yet clear what kind of coordinating mechanisms will evolve The essays in this volume clarify this issue and suggest possible models for governing the Internet *Coordinating the Internet* Fredrik Lindeberg, 2019-12-10 M nga sj lvklarheter i v rt digitala samh lle r beroende av Internet f r att fungera Allt fr n smarta d rrar f r hemtj nster till sj lvscanningsapparaterna p ICA till nyare bilar moderna tillverkningsrobotar telefoner och aff rssystem Den h r licentiatavhandlingen reder ut vad Internet r hur det styrs och vad det har f r praktiska konsekvenser Tidigare forskning finns bland annat inom telekommunikation d r Internet liknas vid andra telekommunikationstj nster s som kabel TV eller mobiltelefoni och inom digitalisering b de inom management och informationssystem d r Internet i det n rmaste tas f r givet som teknisk infrastruktur H r tar jag en ansatts d r jag f rklarar Internet ur ett kombinerat tekniskt och organisatoriskt perspektiv Studien r principiellt uppdelad i tre delar Den f rsta delen fokuserar p att begrepps m ssigt hitta ett s tt att diskutera Internet utan att essentiella aspekter faller bort s som styrningen eller konsekvenser av den tekniska designen Jag landar i att Internet r b de ett tekniskt och ett organisatoriskt fenomen Tekniskt i bem rkelsen att det handlar om digital paketbaserad kommunikation dvs att olika paket kan ta olika v g och att det inte finns ett beroende p en viss specifik v g eller krets vilket kan s rskiljas fr n exempelvis kretskopplad kommunikation dvs en specifik v g fr n s ndare till mottagare eller rent analog kommunikation I denna tekniska dimension r Internet f rh llandevis likt klassisk telekommunikation s som kabel TV och mobiltelefoni och f r litar sig p best effort paketbaserad kommunikation I den andra dimensionen styrning och organisation r Internet ett explicit bottom up fenomen som styrs med andra principer och ideal n klassisk telekommunikation Till sin utformning r denna minsta m jlga koordination som kr vs f r att m jligg ra koordinering av de tekniska unika identifierare som beh vs f r att Internet ska fungera dvs idag DNS och BGP florna av protokoll f r anv ndning av namn och nummer p Internet B da dimensionerna de organisatoriska och tekniska f ljer samma designprinciper och generellt r det meningsfullt att se Internet som en ekologi av akt rer snarare n en organisation i strikt teoretiska termer exempelvis finns ingen tydlig vergripande strategi organisationsnummer eller l neutbetalare Det r dessa designprinciper som ligger v l i linje med systemarkitekturprinciper f r datorsystem som r orsaken till Internets lager design d r man generellt inte ska bry som om vad som h nder p andra lager n sitt eget beskrivet som separation of concerns eller i dubbel negation high cohesion i texten samt att ha en minimalistisk ansatts till koordinering och enbart koordinera eller skapa beroenden mellan enheter b de tekniskt och organisatoriskt n r det verkligen beh vs beskrivet som minimum coordination eller low coupling i texten Den andra delen fokuserar p hur Internet kan socialt p verkas eller f r ndras till n got annat eller till n got med en annan funktion sett som en styrd organisation Jag anv nder begreppet social robusthet som motpol till teknisk robusthet som i hur man tekniskt kan f rst ra Internet f r att diskutera dessa aspekter Slutsatserna h r mynnar ut i att Internets explicita bottom up

och problemsuppländnings design gör det möjligt för någon att medvetet påverka Internet för att ändra dess beskaffenhet och dessutom visar jag att även om man praktiskt lyckas ta över de formellt beslutande rollerna exempelvis ICANNs och IETFs styrelser så finns det inga formella eller praktiska hinder för att bara ignorera dem dvs switching costs för just ICANN eller IETF rollerna om tekniskt omständligt med att konfigurera om rutter och routing tabeller och betydligt enklare än att gå från IPv4 till IPv6 då utrustning kan behövas ersättas och därmed en betydligt högre switching cost. Med andra ord det är enklare att byta ut Internets koordinerare än att byta ut Internet mot något som fungerar annorlunda. Därmed är den rådande politiska världsordningen ett hot mot Internet eftersom den regelstyrda och koordinerade världsordningen inte längre är lika självklar som den varit tidigare. Den tredje och sista studien fokuserar på neutralitet dvs rätten till tvärsoperatörer har att få gå vidare i andra dimensioner än trafikmängd som en praktiskt effekt av hur Internet styrs och fungerar. Det primära praktiska bidraget är att neutralitet inte för ses som enbart en reglerings och lagstiftningsfråga utan det är mer relevant att prata om i termer av neutralitet i praktiken. I den bemärkelsen är lagstiftningens vara eller inte vara mindre intressant än praktisk neutralitets vara eller inte vara och en tyngdpunktsförskjutning i den offentliga debatten hade varit diskussionen närmare hur Internet fungerar. Sammanfattningsvis gäller Internets designprinciper att marknadskrafter och ej direkt reglering ska möjliggöra neutralitet. För att förtydliga tanken är att det ska finnas konkurrens inom de flesta nivåer eller lager och att det är av vikt att det finns konkurrens rakt igenom så att en kundvilja för paketneutralitet på tjänstenivå även påverkar nätgar och infrastrukturnivå så att det är användarnas efterfrågan som leder till neutralitet om den användarviljan finns. Dock kan det mycket väl vara så att man som användare inte är intresserad av neutralitet och då ska tjänsteleverantörer nätgar och infrastrukturoperatörer inte heller tvingas vara neutrala genom lagstiftning då det går stick i stäv med designprinciperna. Inte heller ska en grupp vilja kring neutralitet påverka andras möjligheter att vilja. Genomgående identifierar jag två kolliderande världsbilder den distribuerade regelstyrda och koordinerade ordningen i sitt perspektiv med sina förkämpar och den mer integrerande och suveräna världsordningen med sitt perspektiv och sina förkämpar. Rent praktiskt uppfyller Internet en nyckelfunktion i den tidigare men ej i den senare värld Internet designmässigt är byggt för att tillåta snarare än kontrollera och bestämma. Exempelvis finns det inte inbyggda tekniska mekanismer i Internet för att till exempel möjliggöra statlig vervakning eller kontroll av material som finns tillgängligt och då ligger det mer i statens intresse att ha kontrollerade telekommunikationstjänster såsom kabel TV mobiltelefoni och liknande lösningar där man inte helt enkelt kan lägga på ett extra lager för att uppnå kryptering anonymitet eller tillgång till andra tjänster. I texten använder jag perspektiven tillsammans med teknologiska marknader och byråkrati för att fånga upp dynamiken och strömningarna i Internet ekologin och jämför med tekniska samhällsändringar som exempelvis järnvägsnät postverk och finansiella marknader. Jag konstaterar att Internet har varit styrt av teknologiskt baserade värderingar till skillnad från de andra exemplen som i huvudsak har utformats av dynamiken mellan byråkrati och marknad. I denna mening är jag övertygad att teknologi kan användas som strömning och motperspektiv till den klassiska uppställningen med byrå

krati och marknad för att beskriva fenomen i digitaliseringens tids ålder Avhandlingen sätter även på gällande trender i ett bredare perspektiv mot både organisation och teknik och trycker på vikten av att först delarna var för sig och tillsammans för att på ett rikare sätt måla upp helheten The modern society is to a large extent Internet dependent Today we rely on the Internet to handle communication for smart doors self scanning convenience stores connected cars production robots telephones and ERP systems The purpose of this thesis is to unbundle the Internet its technology its coordination and practical and theoretical consequences Earlier research has in telecommunications focused on the Internet as one of many potential telecommunications services such as cellphones or cable TV and the management and information systems field has by and large treated the Internet as black boxable infrastructure This thesis explains the Internet from the combined perspectives of technology and coordination This text contains three empirical studies The first is focused on conceptualizing and discussing the Internet in a meaningful way using both technology and coordination frameworks I unceremoniously conclude that the Internet is both a technological and a coordination phenomenon and neither of these aspects can be ignored The Internet is technological in that it concerns digital packet switched digital communication as opposed to circuit switched or purely analog communications The technological dimension of the Internet is similar in its constituency to classical telecommunications networks and has best effort mechanisms for packet delivery In the other dimension coordination the Internet is an explicit bottom up phenomenon minimally coordinated or governed by other ideals than classical telecommunications networks and systems At its core this least necessary coordination concerns technical unique identifiers necessary for inter network communication in practice today manifested as naming with the DNS protocol suite and numbering with the BGP protocol suite Both dimensions follow similar design characteristics the design of the technical Internet is similar to the design of the coordination of the Internet These design principles which are well aligned with software design principles is the cause of the Internet's layered design separation of concerns in practice and minimal view of coordination the least coordinated Internet In general terms it is fruitful to view the Internet and involved actors as an ecology rather than one organization or entity in need of governance or control The second study looks at the social resilience of the Internet That is is it possible through social means to change what the Internet is or can be viewed as I use social resilience as a counterpart to technical resilience i.e. resilience to technical interference In essence the bottom up and separations of concerns design of the coordination aspect of the Internet minimizes possible influence of actors intent on mission disruption I also practically show that even a take over of the central councils have little effect the constituency of the Internet since these councils are not invested with formal powers of enforcement This thesis suggests that the cost of switching from ICANN and IETF to another set of organizations is quite low due to the nature of the coordination of the Internet compared to for example switching all equipment to IPv6 capable equipment However the current political situation is a threat to the current Internet regime since an international and rule based world order is no longer on all states agendas

The final empirical study focus on the practical and theoretical implications of the Internet on the case of net neutrality The primary contribution is that de facto and de jure net neutrality differ in practice and as such de facto net neutrality deserves more attention Also I suggest that any regulation either for or against net neutrality is problematic since such regulation would interfere with the inherent coordination mechanisms of the Internet As such regulation should focus on providing the necessary markets for Internet function given the coordination and design of the Internet As a net neutrality example net neutral Internet access options should exist as part of a natural service offering if wanted by customers not due to direct regulation Throughout the thesis I identify two colliding world orders both in terms of digital communication networks and terms of organizing society in general the rule based and coordinating order with its champions and the integrated or sovereign order with its champions In practical terms the Internet can be considered a want in the former the distributed perspective but not the later the integrative perspective since the Internet lacks inherent technical controls for surveillance and content control which are necessary in a world order where borders are important Regardless of if that importance stems from state oversight or intellectual property rights legislation I use these perspectives together with technology markets and bureaucracy to catch the dynamics of the Internet ecology I then compare these dynamics with other technological and societal phenomena such as railway networks postal services and financial markets And conclude that the Internet as conceptualized in this thesis can best be explained by technological values in opposite to the other examples which can best be explained by the dynamics of markets and bureaucracies without any real influence of the values of technology As such I suggest that the classical frame of markets and bureaucracy can fruitfully be expanded with technology to better explain the Internet and similar digitization phenomena This thesis puts current trends in a broader perspective based on technology and organization where the two perspectives together better can draw the full picture in a rich fashion

*Coordinating Internet Sales with Other Channels* Andreas Pinterits,2009-02-24 Andreas Pinterits develops a performance measurement system to cope with the different requirements of offline and online sales channels The author discusses different methods for measuring customer channel switching behaviour during the purchasing process and demonstrates the practical use of the model by a showcase implementation **Corporate Internet Planning Guide** Richard J.

Gascoyne,Koray Ozcubukcu,1997 The Corporate Internet Planning Guide is the first responsible in depth guide to using the Internet for business advantage The authors go beyond the hype by examining the capabilities of the Internet in conjunction with the strategic goals of their businesses 40 illus [The Internet and Global Telecommunications](#) Michael Kleeman,1999 The goals of the Fourth Annual Aspen Institute Roundtable on International Telecommunications were to address procedural and substantive solutions for international coordination of Internet policy issues to suggest different models for dispute resolution and policy coordination that might be employed in the various contexts of Internet usage and to consider where coordination of policies is advisable and where it might not be The first section of this report presents the introductory

comments by the participants as they worked to frame the issues for the roundtable The findings of the following three working groups constitute the main body of the report 1 Emerging Network and Enhanced Network Functionality including local broadband access the impact of legacy systems lack of effective mechanisms to discuss global Internet related policy issues that need clear resolution other barriers and recommendations for action 2 Commercial Transactions and Electronic Commerce including objectives of electronic commerce and recommendations for action and 3 Content and Cultural Values including basic principles recommendations for action content access electronic public access privacy and intellectual property A list of conference participants is appended MES

**Casting the Net** Peter H. Salus,1995 Focusing on the design decisions and standards which have made internetworking possible this new book charts the intriguing history of this communications computing phenomenon From its beginnings as a Department of Defense project to its current position as the global network for computing communications the full Internet story is told here *Travel Planning on the Internet* Ronald Krannich,Caryl Krannich,2000-10-17 Finally a complete Internet passport to the world of travel [Internet Access for Florida's Public Libraries](#) Barbara J. Stites,Tampa Bay Library Consortium,1995 *The New Internet Navigator* Paul Gilster,1995-09-20 The completely new and updated third edition of this popular reference book integrates coverage of the Web and SLIP PPP with traditional UNIX platforms and includes even more local service providers that offer low cost access to individuals It s easy to read and perfect for people whose feet are wet on the Net and who want to dive in Internet World

*Coordinating the Internet* Fredrik Lindeberg,2021 **Proceedings of the ... Internet Engineering Task Force** Internet Engineering Task Force,1992 **Internet-Based Workflow Management** Dan C. Marinescu,2002-04-24 Internet based business transactions can be broken down into a series of independent steps This workflow often involves tools from an array of fields such as network modeling scheduling distributed systems artificial intelligence software agents and Java This book serves as a single comprehensive resource for IT practitioners and students that covers all these vital aspects of workflow management *INFORMATION ECONOMICS AND POLICY* D.M. Lambertson, D. Allen, M. Cave,2001 [The Geek's Guide to Internet Business Success](#) Bob Schmidt,1997 The Internet has created a whole new range of business opportunities Presenting the definitive business blueprint for Internet developers programmers consultants marketers and service providers The Geek s Guide is crammed with tips worksheets and templates specifically tailored for the Internet entrepreneur *Wildfire Mitigation in Florida* ,2004 **Curriculum Planning** Forrest W. Parkay,Eric J. Anctil,Glen Hass,2006 The eighth edition of Curriculum Planning is a selection of readings that presents the knowledge skills and alternative strategies needed by curriculum planners and teachers at all levels of education from early childhood through adulthood The book offers a variety of learning experiences for students with wide ranging interests learning styles and backgrounds Part I Bases for Curriculum Planning emphasizes the development of knowledge and skills in the three bases of the curriculum social forces human development and learning and learning styles Part II Developing and Implementing the

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Proceedings of the First ACM SIGCOMM Internet Measurement Workshop Association for Computing Machinery. Special Interest Group on Data Communications,2001

*Managing Internet Information Services* Cricket Liu,1994

Internet ,1992

**Doing More Business on the Internet** Mary J. Cronin,1995 A multinational analysis of how leading corporations are using the Internet to establish a competitive edge in the global workplace This book includes international case studies and advanced Internet applications and provides essential information for every business person investor and policy maker on how rapid international Internet growth is challenging the U S lead on the Internet

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