Appendices

Appendix 1

E-Partnership Questionnaire

1. Does your company have an (formal or informal) e-business partnership strategy? If yes, what is its focus and how does it relate to your overall e-business strategy?

2. What would you suggest are the main purposes of e-partnerships for your company?

3. When did you first enter into an e-partnership, and how many e-partnerships have you established since then?

4. Can you describe the decision-making process relating to the formation of e-partnerships?

5. What are the key criteria your company uses to select e-partners?

   a. Reputation/market credibility/brand name
   b. Speed with which partners can develop and upgrade their products/services and Web sites
   c. Complementary offerings

    d. Strategic, organizational and cultural fit

    e. Other

6.   What types of e-partnerships has your company entered into?

    a. Supplier partnership (Exclusive/non-exclusive)

    b. Distribution partnership (Exclusive/non-exclusive)

    c. Joint venture partnership (Exclusive/non-exclusive)

    d. Dealer network (Exclusive/non-exclusive)

    e. Insurance and/or financial partnership (Exclusive/non-exclusive)

    f. Other

7.   Please give an example of how an existing e-partnership with your company works.

8.   What is the governance structure of these partnerships? (Describe variations in other e-partnerships, if possible.)

    a. Supervisory board (compilation)

    b. Advisory committee (compilation)

    c   Other

9.   What are the metrics/KPIs you use to assess the effectiveness of your e-partnerships?

    a. What control systems or mechanisms does your company have for e-partnerships in order that they comply with company policy and your overall strategy?

    b. What do you believe are the key elements of a successful e-partnership?

    c. What do you see as the factors which might make for an unsuccessful e-partnership?

    d. Do you believe that e-partnerships can be useful to all e-businesses? If so, how can we foster an environment which will encourage them?

Appendix 2

E-Entrepreneurship and E-Innovation Questionnaire

1. What does entrepreneurship mean to you? Can you give an example of this within your business?

2. What does innovation mean to you? Can you give an example of this within your business?

3. How do you believe these concepts differ and/or are similar?

4. Do you believe there is a difference between these concepts in the context of the off-line and online environments? For example, what is the "e-dimension" of entrepreneurship and innovation? Is it necessary to take a different approach in order to achieve them?

5. To what extent do you believe entrepreneurship and innovation contribute to your business success?

6. What do you believe are the key success factors in entrepreneurial/innovative activity in an e-commerce environment? Can you give an example?

7. What do you believe are the main factors which will contribute to a failed entrepreneurial/innovative activity? Can you give an example?

8. Do you have any organizational mechanisms in place which are designed to encourage entrepreneurship and innovation? For example, infrastructure, capital, entrepreneurial capacity, managerial behavior and so forth.

9. How do you believe we can foster an entrepreneurial and innovative e-environment generally?

10. Was your organization involved in e-commerce around the time of the "dot-com" crash? What do you think separated the e-business successes from the failures?

11. Do you believe the concept of entrepreneurship and innovation changed within the e-commerce environment after the dotcom crash? If so, how?