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furthermore as customers will demand and tolerate only delightening buying experiences it is a necessity to capture and analyze information about buying behavior in the 21st century business 8 when talking about e commerce which is a part of electronic business e business describing the sale of goods and services via the internet targeting a mass market9 the following two areas have to be differentiated business to cus tomer b2c e commerce meaning the settlement of buying contracts between a commercial seller and an end consumer via electronic media and business to business b2b e commerce describing the same action but between two commercial business partners 10 11 in this paper the focus lies on b2c e commerce as this is the most interesting area regarding marketing 12 13 therefore to better understand the online purchase behavior of private consumers in the frame of the following analysis the influencing factors of shopping over the internet are examined since determining the factors influencing online shopping behavior also discovers those factors hindering the usage of the internet as a shopping platform suggestions to improve and adjust online offers appropriately can be made 14

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