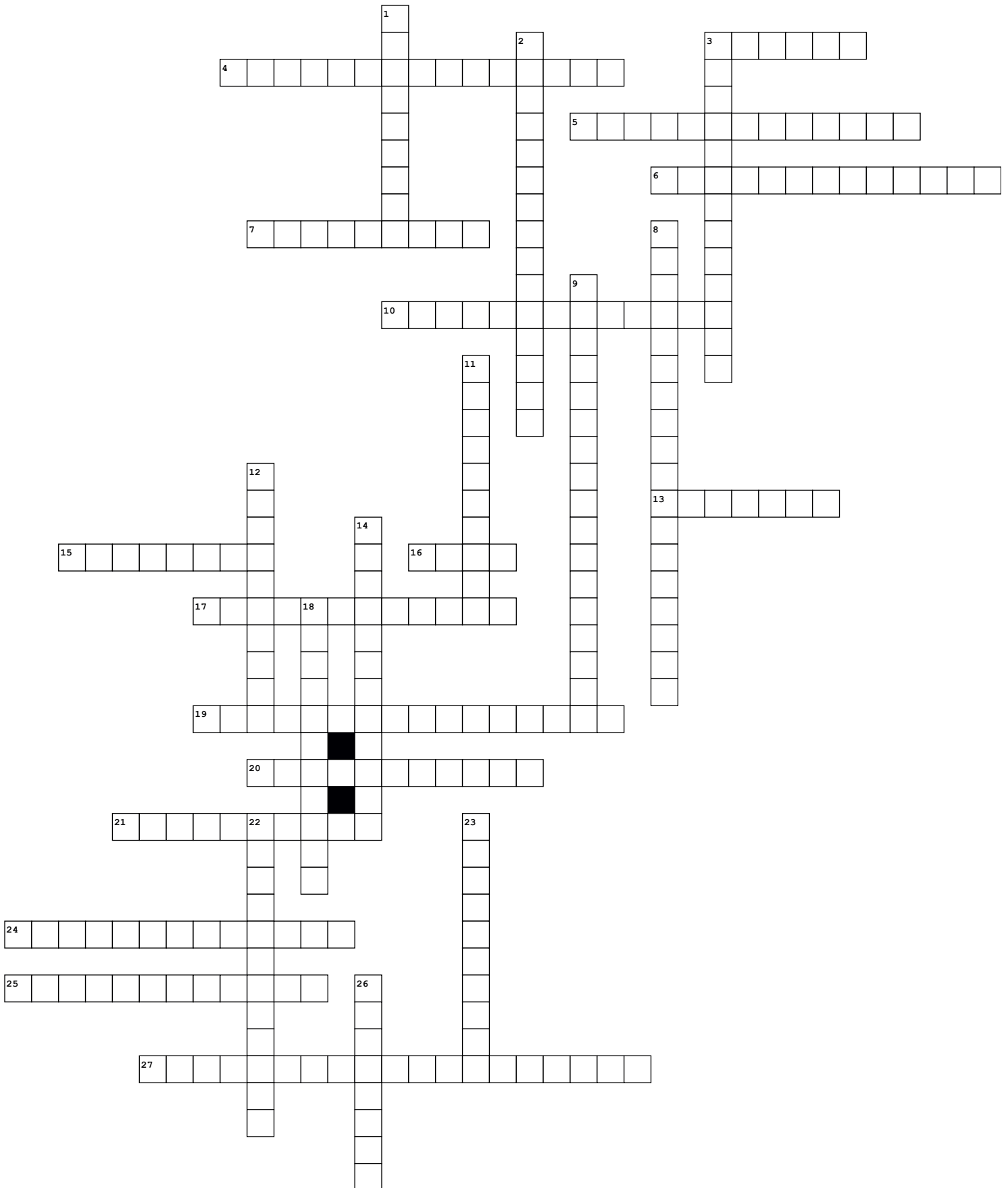


1.7 Crossword: Types of Business Models



Across

3. A business model where the company earns a fee for handling certain business activities for other companies, like advertising and digital marketing, and various other services.
4. A business model with traditional physical street-side locations, like a local bank or hardware store.
5. How a company sells its products to customers and its plan for making a profit.
6. A business model where companies sell or license the data they collect as a form of revenue.
7. A business model that uses an electronic medium (i.e. a web site/store) to facilitate the buying and selling of products and services by businesses and consumers.
10. A business model provides low price points for the cost-sensitive consumer, also often called Low Cost Providers.
13. A business model where the auction house takes a commission for facilitating the buying and selling of goods or services by taking bids and then selling the item to the highest bidder.
15. A business model where the retailer buys products from a distributor or wholesaler and sells directly to the consuming public, in either a bricks-and-mortar store or online store.
16. A business model that sells Software as a Service.
17. This business model collects small amounts of capital from a large number of individuals to finance a new business venture or various other needs or projects.
19. A business model whereby you sell your product directly to your customers, the end user, without third-party retailers, wholesalers, or other middlemen.
20. A business model where the distributor buys products from manufacturers and resells them either to wholesalers, retailers or the public.
21. A business model where the wholesaler buys large quantities of products from manufacturers or distributors, warehouses or stores them, and then resells them to retailers.
24. The practice of obtaining needed services, ideas, or content by soliciting contributions from a large group of people, especially from the online community.
25. A business model where the merchant sells products from its web store but doesn't keep an

Down

1. A business model that allows a person or small business, called the "Franchisee", to start a business by legally using a (usually well established) company's (Franchisor's) brand, expertise, practices, and established business and operational systems and processes.
2. A business model that companies use to provide a way for their customers to buy products at their bricks-and-mortar stores and also online.
3. A business model used by companies who provide their services for free, and sell advertising space to fund their businesses.
8. A popular e-commerce relationship where an online merchant agrees to pay an affiliate (promoter) in exchange for providing an advertisement and link to the merchant's site. Examples include Pay-Per-Click (PPC), Pay-Per-Lead (PPL), and Pay-Per-Sale (PPS).
9. A business model that collects a fee or commission per transaction for enabling suppliers to compete against each other for customers on one platform.
11. An unchangeable, decentralized, digital ledger. It is a digital database that no one owns but anyone can contribute to. Blockchain based models aren't owned or monitored by a single entity. Instead, they work on peer-to-peer interactions and record everything on a digital decentralized ledger.
12. This service is a decentralized platform whereby two individuals interact directly with each other, without intermediation by a third-party.
14. They make finished products from raw materials.
18. A business model where the company sells products directly to the consumer in a non-retail environment.
22. A business model that charges a regularly scheduled fee, usually monthly or annually, for their products or services.
23. A business model that collects (aggregates) information on goods and/or services from competing sources, and collects a fee or commission per transaction for selling the aggregated products through its own platform.
26. A business model where a company offers some basic services for free, and then charges money for certain additional features.

inventory or handle the fulfillment and shipping of the product; rather, it purchases the product from a third party as soon as the customer makes a purchase, and requires the third party to ship to the customer directly.

27. A business model where individuals make commissions selling goods and services directly, and also make commissions from sales made by their network of recruited distributors.