

ARCHIVAL NOTICE & PRESENTATION FORMAT

Historical Teaching & Professional Material Archive

Archival Notice

This presentation is preserved **solely for historical and archival purposes**.

- The content reflects the **state of knowledge, tools, technologies, and industry practices** available at the time the lecture was originally delivered.
- Examples, recommendations, and technical references are **intentionally time-bound** and may no longer represent current best practices.
- This material is retained to document **teaching methodology, professional experience, and industry context** during the stated period.

Presentation Format Explanation

This archived version intentionally displays **both slide content and speaker notes** to preserve full instructional context.

- **Slide Presentation Area (~80%)**
Displays the original visual content used during the lecture.
- **Speaker Notes Area (~20%)**
Displays the instructor's verbal explanations, teaching intent, and contextual clarifications in a smaller font.

Speaker notes are included **for documentation, academic review, and historical reference**, and were not intended to be visible to the original live audience.

Intended Use of This Archive

This material is intended for:

- Academic and professional portfolio review
- Teaching and curriculum documentation
- Historical reference of IT education and industry practices
- Analysis of pedagogy and professional development over time

This material is **not intended** to serve as:

- Current technical guidance
- Up-to-date industry instruction
- A live presentation without revision or contextual update

Author's Statement

This archive represents the author's **professional and teaching experience** during the period indicated and is preserved to reflect its **original context and intent**.

Historical Course Material – eCommerce | February 5, 2004, under STI College Southwoods

eCommerce

A Story of Business, Technology, and the Future

Awareness Lecture for 4th Year High School Students
(Laguna and Cavite Areas)
February 5, 2004
under STI College Southwoods

**Abegail Torrendon, BSCS Student
Research & Development TEAM**



Speaker's Notes

Initial slide for the
topic

eCommerce

A Story of Business, Technology, and the Future

Ohayo! I'm Abby

- BSCS Student from STI College Southwoods
- 2002 and 2003 National Champion: GIFs & TAGs Website Competition
- Dev (SA) at Research & Development TEAM of STI College Southwoods

under STI College Southwoods

February 5, 2004



Speaker's Notes

- Introducing myself to the audience
- Currently enrolled as BSCS Student at STI College Southwoods
 - Active with national competitions
 - Currently a Dev (Student Assistant) at Research & Development TEAM

eCommerce

A Story of Business, Technology, and the Future

Today's Question

What happens when:

- Young people want to start a business
- Technology is slowly changing
- The internet becomes part of daily life

under STI College Southwoods

February 5, 2004



Speaker's Notes

Set expectations:
this is a story, not a
technical lesson.

- Business +
Technology
- Youth
Entrepreneurship
- The Internet
Era Begins

eCommerce

A Story of Business, Technology, and the Future

Meet Rei, Shinji and Asuka

Three HS friends and graduating together:

- Curious, creative, and ambitious
- Dream of earning while studying until college graduation

They decide to
**start a small
business.**



under STI College Southwoods

February 5, 2004

Speaker's Notes

Condensed speaker notes for slide 4. Make it relatable: students often sell items informally.

Rei Ayanami ,
Asuka Langley
Sohryu and
Shinji Ikari

- High school friends
- Entrepreneurial
- Dream to earning their own money

eCommerce

A Story of Business, Technology, and the Future

Their First Business

They sell:

- Printed T-shirts
- Custom designs
- Sold to classmates and friends
- A very common business idea in the Philippines.



under STI College Southwoods

February 5, 2004

Speaker's Notes

Stress realism: this is a normal PH business.

How They Sell at First (Traditional Way)

- Bring shirts to school
- Talk to buyers face-to-face, either sale the current stock or accept custom design
- Accept cash payments
- Write orders on paper

This is how most small businesses operate

eCommerce

A Story of Business, Technology, and the Future

HS Graduation, New Paths and a New Challenge

After high school:

- They enter college and choose different courses
- They keep their business active and operational, but started to notice some problems:
 - Limited buyers and can only sell during school hours
 - Manual tracking of orders
 - Difficult to grow
 - The business works, but **only up to a point.**

under STI College Southwoods

February 5, 2004



Speaker's Notes

Moving Forward. Graduation from HS. College life begins. Business continues, but:

- Limited reach/ customers
- Manual tracking and record-keeping
- Hard to grow
- Business depends on presence

And while the trio discussing about their business' limitations, someone overheard and joined their conversation.

eCommerce

A Story of Business, Technology, and the Future

A New Idea: eCommerce

Professor Misato overheard them and suggested:
“How about selling your shirts online? Try eCommerce!”

What does eCommerce (Electronic Commerce) means:

- Buying and selling
- Using the internet
- Instead of face-to-face transactions
- Still new in the Philippines



under STI College Southwoods

February 5, 2004

Speaker's Notes

Professor Misato suggested eCommerce to Rei, Shinji and Asuka.

- Buying and selling online
- No face-to-face needed

eCommerce

A Story of Business, Technology, and the Future

First Online Setup & How Orders Work

She suggested to start small:

- A simple website
- Photos of T-shirts with prices listed
- Create an order form

How Orders Work:

- Customer submits the order form
- Seller confirms via email
- Payment via:
 - Bank deposit
 - Cash on delivery
- Delivery via
 - Courier
 - Meet-up



under STI College Southwoods

February 5, 2004

Speaker's Notes

Professor Misato suggested the following to the trio:

- Simple website
- Product photos and prices listed
- Use an order form
- Email to confirm orders
- Bank deposit / COD
- Delivery

eCommerce

A Story of Business, Technology, and the Future

How Rei Contributes (BSCS)

As the BS Computer Science student of the trio, she:

- Build the website
- Writes simple scripts
- Makes sure pages work correctly
- Fixes errors
- She handles the **technical logic.**



under STI College Southwoods

February 5, 2004

Speaker's Notes

As a BS Computer Science student, Rei becomes interested in:

- Programming
- Websites
- How systems work behind the scenes

Rei's Contribution:

- Builds website
- Fixes bugs
- Maintains code

Clearly show how **each role matters equally.**

eCommerce

A Story of Business, Technology, and the Future

How Asuka Contributes (BSCOE)

As the BS Computer Engineering student of the trio, she:

- Helps with server setup
- Understands hosting limits
- Optimizes performance
- Ensures the site stays online
- She supports the **infrastructure.**



under STI College Southwoods

February 5, 2004

Speaker's Notes

As a BS Computer Engineering student, Asuka focuses on:

- Hardware
- Networks
- Servers and system performance

Asuka's Contribution:

- Hosting setup
- Server reliability
- Performance

Clearly show how each role matters equally.

eCommerce

A Story of Business, Technology, and the Future

How Shinji Contributes (BSIM)

As the BS Information Management student of the trio, he:

- Tracks orders
- Manages inventory records
- Handles customer communication
- Organizes business data
- He connects **business and technology**.



under STI College Southwoods

February 5, 2004

Speaker's Notes

As a BS Information Management student, Shinji studies:

- Business processes
- Data management
- How technology supports decision-making

Shinji's Contribution:

- Hosting setup
- Server reliability
- Performance

Clearly show how each role matters equally.

eCommerce

A Story of Business, Technology, and the Future

Traditional vs eCommerce

Traditional:

- Limited hours
- Physical location
- Manual processes

eCommerce:

- Wider reach
- Always visible
- Faster communication



Speaker's Notes

Avoid saying
"better." Say
"different."

- Physical vs Online
- Limited vs Wider reach

eCommerce

A Story of Business, Technology, and the Future

Pros and Cons of eCommerce in PH

Pros:

- Reach more customers 24/7
- Low physical overhead
- Easy updates

Cons:

- Slow (to no) internet
- Trust issues
- Limited online payments

under STI College Southwoods

February 5, 2004



Speaker's Notes

Balance excitement with reality.

Pros:

- 24/7 visibility
- Lower overhead
- Scalable

Explain global differences using infrastructure and trust.

Cons:

- Slow (to no) internet
- Trust issues
- Limited payments

In PH:

- Still in early adoption/stage
- Mostly email-based orders
- Payments not fully online
- Trust still developing
- Cautious users

eCommerce

A Story of Business, Technology, and the Future

eCommerce Around the World

in Southeast Asia

- Singapore: more advanced
- Malaysia & Thailand: growing
- The rest: similar challenges like in PH across region

in China

- Fast growth
- Strong manufacturing
- Local platforms emerging
- Large domestic market

in Europe

- Better internet access
- Credit cards widely used
- Strong logistics
- Higher consumer trust

in the United States

- Most advanced market
- Reliable delivery
- Secure payments
- Global eCommerce leaders

under STI College Southwoods

February 5, 2004



Speaker's Notes

eCommerce in SE Asia

- Singapore advanced
- Others catching up

eCommerce in China

- Rapid growth
- Manufacturing driven

eCommerce in Europe

- Better infra
- Credit cards common

eCommerce in USA

- Most advanced
- Global platforms

Explain progress depends on internet access, trust, and systems

eCommerce

A Story of Business, Technology, and the Future

Well-known eCommerce Websites

Amazon



Alibaba



eBay



Rakuten



under STI College Southwoods

February 5, 2004



eCommerce

A Story of Business, Technology, and the Future

What This Story Shows & Why Courses Matter

What Students Can Learn From This Story

- Technology supports business
- Different skills work together
- Education prepares you for real problems
- Collaboration matters

Why Courses Matter

- BSCS builds systems
- BSCOE supports infrastructure
- BSIM manages operations

All are needed for eCommerce growth.

under STI College Southwoods

February 5, 2004



Speaker's Notes

What This Story Shows. Reinforce teamwork and course relevance.

Reinforce teamwork and interdisciplinary learning.

- Teamwork
- Different skills matter

Why Courses Matter

- CS builds
- COE supports
- IM manages

eCommerce

A Story of Business, Technology, and the Future

Bigger Picture: Adaptation, Learning and Innovation

**eCommerce is a tool, an
opportunity and a future
direction.**

**Thanks for attending!
Any questions?**

under STI College Southwoods

February 5, 2004



Speaker's Notes

End inspirational,
not promotional.

The Bigger Picture.
The story is not
about:

- T-shirts
- Or a website

It is about:

- Adapting to
change
- Choosing
education
wisely

eCommerce is:

- A tool
- An opportunity
- A direction for
the future

Your story can start
today.

- Ask audience for
any questions,
after 1-2
questions (give
freebies for
those who asked
questions)
- there's none, ask
the following
(and give some
of the freebies
as reward):
 - Give me one
Pros and one
Cons of
eCommerce
 - What was
Rei's course?