Title page

Annotated bibliography

Visentin, M., & Scarpi, D. (2012). Determinants and mediators of the intention to upgrade the contract in buyer-seller relationships. *Industrial Marketing Management, 41* (7).

Visentin and Scarpi (2012) uncover the formal contract mechanism required for the business. The buyer and seller cannot start a business until they bind through a formal contract. The article explains that the partner must be capable of automating the management and address the problems encountered in the process. It explains the business-to-business relationship between the parties is dependent on the contract. Social and economic factors are considered before entering into a legal binding. The intentions of the parties are influenced by the meditator. Trust and satisfaction are of relative importance in upgrading to a contract.

The article explains that dissatisfaction between parties causes discrepancy and impacts the contract. It highlights the need for voluntary positive commitment from both parties in case of B2B. social and economic factors are of significance in assessing the contract and relationship between parties. Relational identification impacts the nature of the contract. It is dependent on the satisfaction and commitment from both parties. Changes in satisfaction or loyalty challenge the validity of the contract.

The research is relevant to the current case study because it provides a theoretical background for the formation of a contract between buyer and seller and its impacts on the business. It highlights main elements of a contract such as an offer and acceptance without which the parties cannot enter into a legal binding. The source will be used for evaluating the nature of the contract between Fine Wine Imports and Kingston Family Vineyards. The elements of the contract will be used for examining does placing an order and agreement from Fine Wine creates a legal binding or not. This will also be used for assessing the validity of the terms and conditions of Kingston Vineyards. The source will also be used to evaluate how the contract works in business-to-business relationships.

Bashir, S., Anwar, S., Awan, Z., Qureshi, T. W., & Memon, A. B. (2018). A holistic understanding of the prospects of financial loss to enhance shopper's trust to search, recommend, speak positive and frequently visit an online shop. *Journal of Retailing and Consumer Services, 42*.

The source provides information about the risk of loss associated with the online contract established between buyer and seller. It explains that internet-based consumer perceptions have a significant impact on the mediating role and the nature of the relationship. Shopper's trust is of great importance in the contracts that are established online. It explains that the buyer is liable to claim for the financial loss even after delivery of the order. The consumer has already perceived financial risk involved during making an online purchase. Trust factor also influences the buyer's intentions of purchasing the product through an online platform. Seller's policy on selling products also affects the nature of the contract and identifies which party bears the loss. The article provides brief details about the situations and conditions that might lead to a loss for the buyer. The conditions like failure to deliver functional product are also identified that will prove the negligence from the seller's side. It also highlights the need for considering perceived financial risk from the consumer's side before making a purchase.

The current source is linked to the case study because it provides analysis of the online business that will be used for determining the party that is liable for hearing the loss. The risk of loss between Fine Wine Imports and Kingston Family Vineyards will be evaluated by considering the contents of this article. It will be used for examining the impact of terms of sales and bill of landing on the risks of loss claimed by the buyer. The policy of the seller like money back guarantee or liability for claiming damages will also be used for determining the wrongdoer. The source will be used for identifying how perceptions about financial risk might have affected the claims made by the defendant.

Utler, r. J., & Worrall, j. D. (2008). Wage and injury response to shifts in workplace liability. *Industrial and Labor Relations Review, 61* (2).

The source is used for evaluating the conditions that make tort liability applicable in case of the injured employee. It provides brief details about the compensations that the employee will receive in case of injuries such as insurance and damages. The article also highlights the party that is responsible for paying damages to the injured employee. Changing liability will not affect injury or wages. The source makes use of the theory of risk and wage adjustments for identifying the right compensation that the employee would receive. Cost avoiding theory is also utilized for explaining the cause of tort liability. It also states that it is difficult to identify the injuries in case of online business.

This source will be used for evaluating which party will be responsible for paying for the damages suffered by the injured employee. Theoretical risks and wage adjustments provide a theoretical framework for dealing with the case. It will be utilized for identifying that party that is responsible for causing injury to the truck driver.

Bruno, T. (2016). Tort/Negligence - Traffic Accident – Truck Driver & Employer – Respondeat Superior – Negligent Hiring & Retention. *North Carolina Lawyers Weekly*.

The source is used for determining the contents of tort/negligence in case of injury. The article explains the role of supervisor-employer in preventing critical situations. Burno identifies situations that could prove the negligence of the employer such as the hiring of incompetent employee or driver. Negligent hiring has a significant impact on the quality of service.

This source will be used for determining the role of the employer in the negligent behaviour of the driver. It will thus provide information for examining the situation and identifying the party that is responsible for causing injury to the employee. The truck driver hired by Fine Wine was incompetent and committed error by delivering the order to the wrong address. The case will pertain to the theory of negligence that is one of the commonly used theoretical foundations in lawsuits against injuries.

References

Visentin, M., & Scarpi, D. (2012). Determinants and mediators of the intention to upgrade the contract in buyer-seller relationships. *Industrial Marketing Management, 41* (7).

BUTLER, R. J., & WORRALL, J. D. (2008). WAGE AND INJURY RESPONSE TO SHIFTS IN WORKPLACE LIABILITY. *Industrial and Labor Relations Review, 61* (2).

Bashir, S., Anwar, S., Awan, Z., Qureshi, T. W., & Memon, A. B. (2018). A holistic understanding of the prospects of financial loss to enhance shopper's trust to search, recommend, speak positive and frequently visit an online shop. *Journal of Retailing and Consumer Services, 42*.

Bruno, T. (2016). Tort/Negligence - Traffic Accident – Truck Driver & Employer – Respondeat Superior – Negligent Hiring & Retention. *North Carolina Lawyers Weekly*.