Internet of things

The Internet of Things (IoT) has made the leap to become a mainstream topic. This growing recognition is due to the impact the IoT has had on business analytics and the potential that still remains untapped. Each day, new machines, sensors, and devices come online and feed information into data systems.

Manging your premises remotely by IoT (internet of things) e.g. you can control lighting and heating while you were out of premises which will reduce the emission and cost.

As organizations embark on new IoT initiatives and work to extract more insight from swelling data volumes, a new data management approach is called for.

Machine and smart devices were connected to each other by wireless network technology covering longer range, high band width and platform independent software e.g. Java applet / java script based application with minimal overhead.

Traditional databases and analytics architectures will always be vital, but the IoT calls for specific capabilities to handle diverse data constantly streaming from untold numbers of sources. IoT data is complex, vast, and fast-moving.

2015 was the year when the internet of things-which connects physical objects which connects physical objects through electronics, software and wireless networks – had started to emerge as a genuinely feasible and scalable concept thanks to the launch of a number of new initiatives, project and concrete ideas.

2015 was the year there were lots of feasible and scalable concept were started to materialise.

Internet of things (IoT) helps to various mode of transport to communicate with one another e.g. motor transport held by road traffic data collected by roadside sensor pass to fleet vehicle controller to re-route the fleet vehicles to efficient route. This will again reduce the emission by cutting fuel consumption, travelling time and cost.

 "4G is about connecting people 5G is about connecting everything" explains Weidman-Granewald.

The new mobile network 5G expected hundred times faster than current internet speed. This will help to connect internet of things (IoT) connections.

Ericssion estimates that there will be 28 million connected devices on the planet by 2021, more than half of which will be machine-to-machine (M2M) or internet of thing (IoT) connections.

Internet of Things introduce video conferencing and home working using IOT devices will avoid unnecessarily traveling for business meeting and regular travel to office for work. Again, this helps to reduce the emission.

This is CCTV system connected to remote monitoring station will help to prevent crime and theft. At the same time, you will lose the privacy even criminals can tap into CCTV system to gather insider information, e.g. in the bank to find the safe box location the thieves may tap into back CCTV.

 "One major thing Ericsson would like to see is the development of more behaviour change initiatives to embed sustainable thinking into users of mobile devices"

Selling with technology and understanding the resistance to mobile sales assistant (MSA) use in retailing.

Different large companies have been recently used technology as the main importance of the marketing point. When design and manufacture products the companies engaged or meet expectation with salesperson resistance to mobile sales assistance (MSA). Competing with online-retailers will the salesperson be able to follow the rules or be broken without any consequences to grab the customer's satisfaction.

Relationship deterioration
Salespeople might perceive MSAs as negatively influencing the customer interaction. Retailers therefore must learn more about their customers' expectations. For example, which concrete actions do they perceive as impolite? How much physical proximity is appropriate? Which (type of) information can be presented on the MSA without harming the perceived competencies of the salesperson? In addition, some antecedents to resistance originate from the salesperson's supposition of customer evaluations, which are not necessarily correct. Thus, retailers should also clarify customers' actual perceptions of MSAs to relieve salespeople from superfluous concerns.

Salespeople are bit of the concerned their might perceive MSA as bad influence customer interaction. If salespeople want to improve themselves worthy in selling mobile devices, then research about the customer's taste of the technology through their own thoughts in what the big companies should include for the mobile sales to be sold largely big.

Conclusion

Invest to satisfy use of I.T. Currently majority of uses and I.T professional who uses IoT are not satisfied with their data access, speed of information delivery, an-ease-of-use of data system. The protentional of (IoT) internet of things is only as great as an organisation's ability to manage data and fully harvest the constant the flow of information.

Reference (APA Harvard system):

Source: Philipp, S. (2016, Jun28). Selling with technology understanding the resistance to mobile sales assistant (MSA) use in retailing. Routeledge taylor & Francis Group. Phillp Journal of Personal Selling & Sales Management, 2016 Vol. 36, No. 3, 240–263, retrieved from http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=117603857&site=eds-live

Source: Allen, B. (2016, Jan 12). How the Internet of Things is transforming sustainability. Edie Newsroom. Retrieved from http://www.edie.net/library/How-the-Internet-of-Things is transforming-sustainability/6679

Source: Peter Krensky. Data management for the internet of things, ABERDEN GROUP, February 2015. Retrieved from http://www.aberdeen.com .