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Titolo	Offshoring opportunities [[electronic resource] ] : strategies and tactics for global competitiveness // John Berry
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Note generali	Includes index.
Nota di contenuto	Offshoring and its discontents -- Everything you can send down a wire is up for grabs -- Coase and the changing nature of work -- Pouring the foundation : the offshoring value delivery framework -- Is the organization ready? -- Making the case -- So many choices -- Location is everything -- An alliance is forged -- Let's make a deal -- Other relationship details -- Start of a beautiful friendship -- Calling all low cost reps -- Toward best practices.
Sommario/riassunto	offshoring opportunities is on target for today's marketplace""This book provides a much needed framework for offshoring that supports making sound business decisions in this area, and it can help guide the management of the resulting offshore relationship in an efficient and effective manner. John brings clarity and structure to this broad and complex subject.""-Jim Maloney Chief Security Executive Corillian Corporation""An extremely well-written and researched book. Starts with a good background on the political and cultural implications of offshoring and proceeds to prov

