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   Titolo   Off-The-Shelf IT Solutions [[electronic resource]] : A practitioner's guide to selection and procurement

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   Nota di contenuto Front Cover; Copyright page; CONTENTS; LIST OF FIGURES AND TABLES; LIST OF EXECUTIVE PERSPECTIVES; AUTHORS; FOREWORD; ACKNOWLEDGEMENTS; ABBREVIATIONS AND GLOSSARY; INTRODUCTION: PURPOSE AND PRINCIPLES; I.1 OVERALL PURPOSE OF THIS BOOK; I.2 WHY YOU SHOULD READ THIS BOOK; I.3 HOW TO GET THE BEST FROM THIS BOOK; I.4 MAJOR GUIDING PRINCIPLES OF THE METHOD; I.5 NATURE AND CHARACTERISTICS OF THE SELECTION PROCESS; I.6 CHAPTER SUMMARY; I.7 REFERENCES; I.8 FURTHER READING; 1. INTRODUCTION TO OFF-THE-SHELF SOLUTIONS; 1.1 WHAT YOU CAN LEARN FROM THIS CHAPTER; 1.2 INTRODUCTION TO OFF-THE-SHELF SOLUTIONS
                      1.3 INTERACTION OF STRATEGY AND SOFTWARE1.4 IMPETUS - THE PROJECT PRE-CONDITIONS; 1.5 WHY BUY AN OFF-THE-SHELF SOLUTION?; 1.6 AVOIDING COMMON PITFALLS WHEN PROCURING OFF-THE-SHELF SOFTWARE; 1.7 IT CONSULTANCY FOR IT SELECTIONS; 1.8 CHAPTER SUMMARY; 1.9 REFERENCES; 1.10 FURTHER READING; 2. TALENT MANAGEMENT: SUPPLIER PSYCHOLOGY; 2.1 WHAT YOU CAN LEARN FROM THIS CHAPTER; 2.2 OVERVIEW; 2.3 CANDIDATE SUPPLIER

Sommario/riassunto	This practical book presents a proven decision-making process to help IT and business managers select the off-the-shelf software product that best fits the needs of their organisation. Suitable for all sectors, it offers a structured approach to managing stakeholders, requirements and candidate IT vendors.