

1. Record Nr.	UNINA9910783448903321
Titolo	Outsourcing--insourcing [[electronic resource]] : can vendors make money from the new relationship opportunities? // Per Jenster ... [et al.]
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley, c2005
ISBN	1-280-27474-3 9786610274741 0-470-01480-6
Descrizione fisica	1 online resource (204 p.)
Altri autori (Persone)	JensterPer V
Disciplina	658.7/23
Soggetti	Contracting out Industrial procurement
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Understanding the opportunities -- Moving to supplying total solutions -- Retooling marketing and the sales force -- Managing buyer/supplier relationships -- Pricing solutions and managing risks -- "Transitioning" human resources -- Structuring "next generation" it solutions -- Achieving quality in outsourcing -- Getting a good slice of a bigger pie.
Sommario/riassunto	Outsourcing became fashionable in the late 1980's, came of age in the 1990's, and is now a normal part of corporate life. Written by well-known and respected business authors and incorporating new research from Copenhagen Business School, this book covers the newest elements of outsourcing today and discusses how strategic alliances should be established between the buyer and supplier. Topics explored throughout include the scope, scale and importance of what is outsourced; the pricing and risk sharing involved; and changes to organizations which lead them to seek more outsourcing.