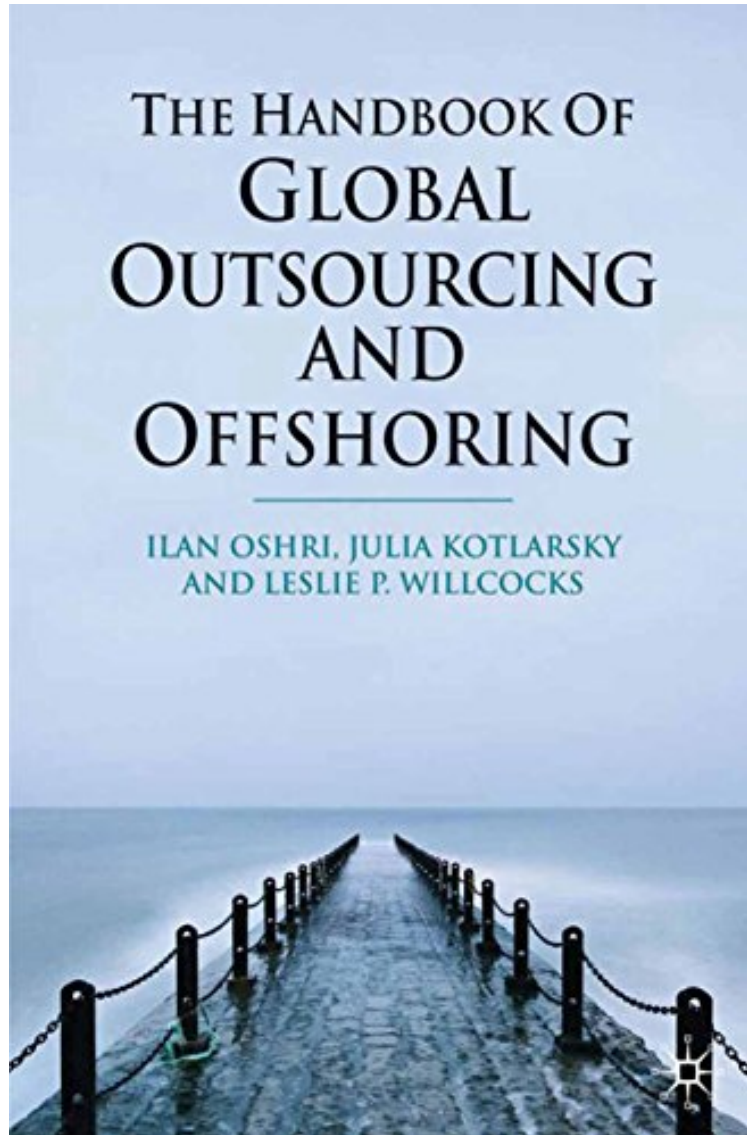


The Handbook of Global Outsourcing and Offshoring

I. Oshri, J. Kotlarsky, L. Willcocks

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I. Oshri, J. Kotlarsky, L. Willcocks : The Handbook of Global Outsourcing and Offshoring before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Handbook of Global Outsourcing and Offshoring:

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people found the following review helpful. Easy to read and up-to-date
By Michael Merker
If you're looking for a book to give you some current perspectives and some prescriptive advice on offshoring, then this book will help. The case studies show that these types of arrangements have various complexities involved and that offshoring doesn't have to be an all-or-nothing venture. Easy to read, reasonably comprehensive for a short book, and very current.

This book offers a broad perspective on issues relating to the sourcing of systems and business processes in a national and global context, examining the client's and the vendor's involvement in sourcing relationships by putting the emphasis on the capabilities that each side should develop as a result of their interactions with each other.

'Written by outstanding academics well-recognized for their expertise on the topic, this long-awaited book is a must have to anybody embarking on the process of global sourcing or seeking to enhance their existing knowledge. It provides a comprehensive conceptual overview of three crucial aspects of global sourcing - strategy, governance, and daily management - supplemented by well-researched case studies and lively examples.' - Professor Natalia Levina, NYU Stern School of Business
'In a truly globalized world, customers are looking not just at delivery excellence from service providers, but also global execution capabilities. Outsourcing providers need to look beyond standardized services to include innovation and transformation capabilities, embedded into their offering. This requires providers to focus on the customer's business, understand the issues and then provide solutions. This book provides a very good customer-centric view of how providers need to approach the market.' - Girish Ramachandran, Corporate Director - Strategic Business, Tata Consultancy Services
'Outsourcing and offshoring are commonplace terms, but they're often poorly understood and inexpertly practiced. Yet there is much 'out' left in 'sourcing,' and even more 'off' ahead of us in 'shoring.' The Handbook of Global Outsourcing and Offshoring is an intelligent user's manual essential reading for those starting out as well as those who find they may have strayed off course.' - Dr. John Hindle, Senior Manager, Global Marketing, Accenture
'Out of sight but not out of mind' could well be the motto of this book. It is a 'must read' for those studying the global phenomenon and in managing outsourcing relationships. The frustrations and rising costs experienced by many can and need to be avoided. The Handbook of Global Outsourcing and Offshoring goes a long way in providing insights drawn from real-world experience in reducing the risks.' - Professor Robert D. Galliers, Provost, Bentley College.
'Sourcing optimization is a key strategic lever being deployed by global corporations as they adapt to the challenging business and economic climate. Sourcing practitioners will find this book a useful guide in terms of avoiding the common pitfalls that impact the success of such initiatives. The examples used in the book are free of jargon, drawn from real-life situations and easy to relate to.' - Srikanth Iyengar, Associate Vice President, Global Head of Business Development - SGS, Infosys Technologies Limited
'The Handbook of Global Outsourcing and Offshoring is outstanding. It is both insightful and practical. It is useful for companies that are considering outsourcing as a growth strategy as well as those that set out to provide high quality outsourcing services to its clients globally.' - John Peng, Sr. Vice President, Global Strategic Account iSoftStone Information Service Corp
'The Handbook of Global Outsourcing and Offshoring provides a broad and in-depth understanding of outsourcing from the client perspective. From the early days of outsourcing, client and provider companies alike have made innumerable mistakes. This handbook provides valuable guidance about what it takes to avoid the pitfalls and outsource successfully. This should be a required reference for any company considering outsourcing.' - Wendell O. Jones, Outsourcing pioneer and thought leader
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