



Outsourcing For Dummies

Ed Ashley

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Think outsourcing may be the best way to enlarge your talent pool and increase your profits? *Outsourcing For Dummies* gives you hands-on, step-by-step guidance in implementing an effective and productive outsourcing program that reduces costs and improves your company's capabilities.

This practical, plain-English guide helps you prepare your people and plan an effective sourcing strategy. You'll find plenty of tips on negotiating with vendors, get help in drafting a binding contract, and find out how to verify and maintain compliance. Plus you'll get a handle on the importance of communicating with vendors; find ways to measure performance, productivity, and cost-effectiveness; get the lowdown on troubleshooting and solving outsourcing problems; and, if the arrangement isn't working out, get advice on ending the deal. Discover how to:

- Determine the costs and risks of outsourcing
- Identify qualified suppliers and consultants
- Minimize the impact of outsourcing on your employees
- Define the scope of your outsourcing program
- Decide whether to go offshore, nearshore, or onshore
- Understand the impact of cultural differences on outsourcing
- Document objectives and review proposals
- Plan for the disruption in business operations
- Deal with international employees and vendors
- Manage outsourcing relationships
- Protect your data from piracy
- Avoid common outsourcing mistakes

Outsourcing can be the best decision your company has ever made—or the worst! Read *Outsourcing For Dummies* today, and get it right the first time.

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