

Outsourcing Essentials



Course Overview

Globalization, macro-economic conditions and technological advances have been a disruptive force in transforming today's business landscape. Companies are under pressure to generate profits and maximize return on investments for their shareholders. All these elements combined with 9/11 have given rise to the phenomenon known as 'Outsourcing'. Outsourcing is not new, yet it is least understood.

This seminar is designed for managers of any size company, who want to learn about 'successful outsourcing' to grow their business profitably, yet be socially responsible in local or global landscape. Simply put, this seminar covers the ABC's of Outsourcing with real world examples - On-Shore, Offshore, On-Site, Off-Site and Near-Shore.

Who Should Attend?

- Senior Management/Owners
- Procurement Managers
- Management Consultants
- International Trade Consultants
- General Managers

Benefits

At the end of seminar, the participant will be able to:

- Define various 'outsourcing' terms and outsourcing life cycle.
- Effectively manage each stage of outsourcing project life cycle
- Discuss with service providers with confidence.
- Understand and apply industry best practices.
- Enhance relationship management skills.
- Select the right partner whether they are located locally or in India, Canada, China, Russia, Philippines or EU block.
- Satisfy business's outsourcing needs.

Seminar Content

The seminar will cover the following content:

- What is Outsourcing?
- Types of Outsourcing
- Outsourcing project life cycle
 - Assessment
 - Evaluation
 - Vendor selection
 - Contract negotiation
 - Relationship management
 - Monitor/Manage deliverables
 - Implementation / Transition plan
 - Close-out
- How do I conduct Risk/Market evaluation?
- How do I check references? Due diligence?
- What about intellectual property rights?
- How to deal with cultural differences?
- How to manage the time difference?
- What if the vendor does not deliver?
- How about Joint Venture, Partnership, Licensing and M&A?

Instructional Methods

Includes discussion, lecture and group exercises

Duration

1 Day