



Offshoring Opportunities: Strategies and Tactics for Global Competitiveness

John Berry

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offshoring opportunities is on target for today's marketplace

"This book provides a much needed framework for offshoring that supports making sound business decisions in this area, and it can help guide the management of the resulting offshore relationship in an efficient and effective manner. John brings clarity and structure to this broad and complex subject."

-Jim Maloney Chief Security Executive Corillian Corporation

"An extremely well-written and researched book. Starts with a good background on the political and cultural implications of offshoring and proceeds to provide an invaluable guide to take the reader through the sourcing decision and how to make it."

-Charly Paelinck Vice President of Application Development Harrah's Casino

"We evaluate many different offshoring and site selection decisions each year for our clients, and I encourage every executive faced with these quandaries to consider the strategies discussed in this book. Offshoring Opportunities can be used as a practical review before investing millions, and it may just help you avoid several unintended consequences."

-Jay Doherty Principal Mercer Human Resource Consulting

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