



Smart Sourcing: International Best Practice

A. Kakabadse

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With a growing market currently in excess of \$150 billion, outsourcing has become a critical boardroom agenda. Meeting this challenge, Andrew and Nada Kakabadse answers key boardroom questions: Q What will be the key areas of outsourcing in the future? A IT and HR! Q What supplier relationships work best: partnerships, joint ventures? A No, the preferred single supplier still provides best service! Q Does well-managed outsourcing make a difference? A Substantially, both strategic and operational! As one of the largest international surveys on outsourcing, Smart Sourcing highlights what it takes to be "outsource ready" and thus become a high performing company. The message is focus on your strengths and know how to use others in order to clearly differentiate!

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