



108 Best Practices to Build Sustainable Strategic Outsourcing Partnerships

Dr. Raghu Korrapati

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This book is the essence of author's 30 years of business management experience with highly successful multinational companies, coupled with distilled knowledge of his close interactions with great industry leaders.

The book comprehensively covers - developing a solid outsourcing strategy, deciding what to outsource, negotiating a good deal, keeping the engagement on track, ensuring access to the vendors' best resources, or even terminating a deal in a way that does not harm you.

The book helps everyone whether you are from a firm that is looking to outsource or a vendor who seeks to establish his company as first choice partner for clients, to gain the advantage you are looking for in the fiercely competitive marketplace of today.

The book is not just a guide to people who want to benefit from outsourcing. It is a comprehensive account of what all vendors must do if their goal is to establish trust, grow the engagement, and be known as a trusted partner. And 108 required knowledge and skill areas so that one can develop an action plan to build a sustainable partnership for competitive advantage.

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