

# Subject : Outsourcing

## Essentials of Outsourcing

### Program overview

- 2 hours e-learning
- 2 days classroom

Outsourcing involves transferring or sharing management control and/or decision-making of a business function or capability to an outside supplier, which involves a degree of two-way information exchange, coordination and trust between the outsourcer and its client. Such a relationship between economic entities is qualitatively different than traditional relationships between buyer and seller. In deciding whether certain activities should be handled inside or outside the company, the decisive criterion is the question of whether the activity concerned contributes to achieving a competitive advantage. After the training, participants will be able to comply with the defined processes and are able to effectively participate in an outsourcing team.

### Target Audience

#### **This program is intended for employees:**

- with a bachelor or master degree (or on equivalent level via work experience);
- with at least 3 years of purchasing experience;
- who are involved in outsourcing projects and/or have to work with outsourcing related suppliers.

### Objectives

#### **Through this program participants will be able to:**

- understanding of the different phases of the in sourcing/outsourcing process;
- understanding in depth the decision making process, implications, risk management and the implementation process;
- understand the effects and required ways of working when (parts of) the value creation, value delivery and business process are outsourced;
- understand and apply the relevant tools;
- effectively participate in an outsourcing team.

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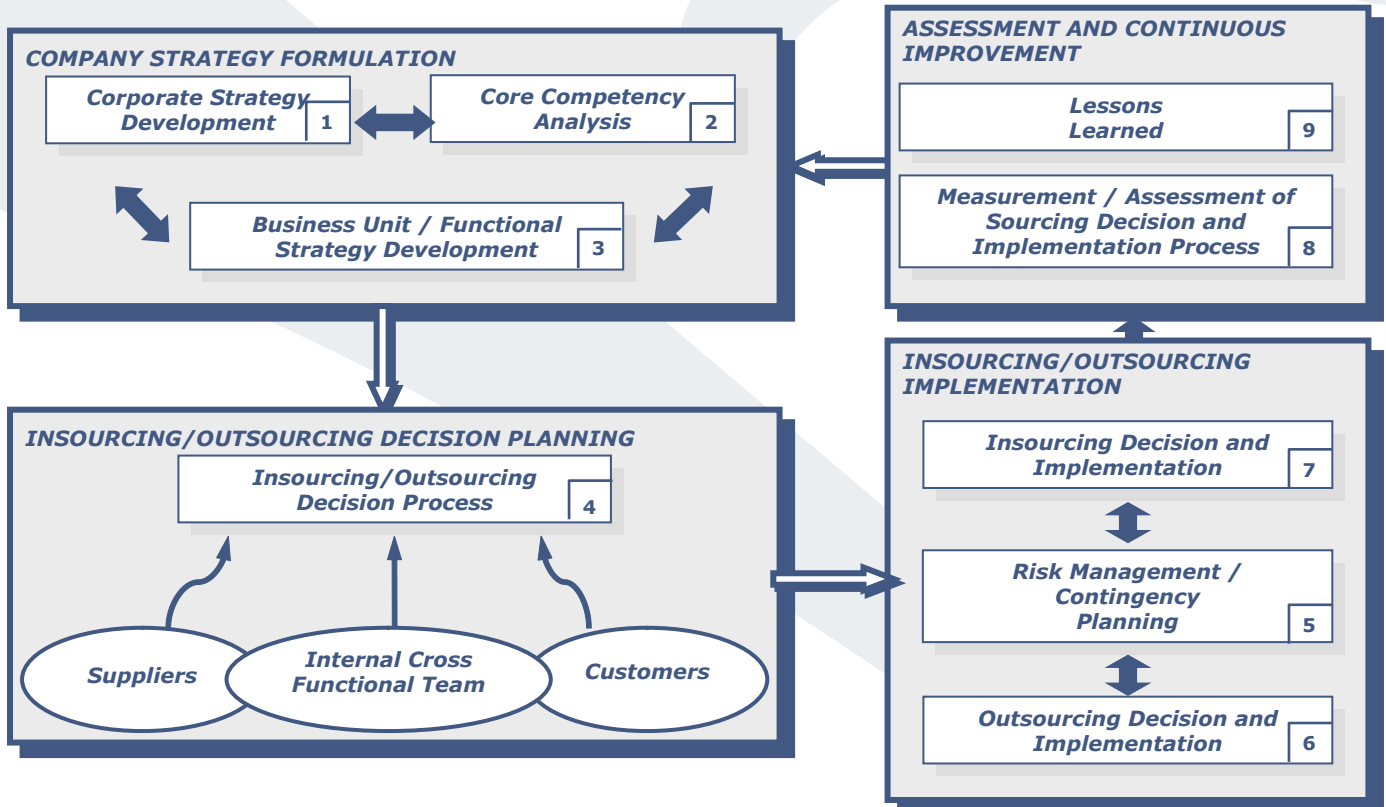
Content: E-learning, 2 hours

1. Introduction World Class Excellence Framework (MSU)
2. Insourcing / Outsourcing

Content: Classroom, 2 days

- Introduction to outsourcing
- EMS/OEM/ODM: General introduction
- Outsourcing process (see figure)
- Value creation process & outsourcing
- Value delivery process & outsourcing
- Managing outsourcing effectively
- Legal issues related to outsourcing
- Value management
- Life cycle management
- Introduction to collaborative advantage in the chain
- Collaborative advantage

### AN INTEGRATED FRAMEWORK



Source: R. M. Monczka