



The Vested Outsourcing Manual

By Vitasek, Kate

Book Condition: New. Publisher/Verlag: Springer Palgrave Macmillan | A Guide for Creating Successful Business and Outsourcing Agreements | In this must-have guide for creating and implementing successful outsourcing processes and partnerships, Vitasek drives the principles of Vested Outsourcing beyond theory into practice. From shared vision, desired outcomes to win-win and long-term success the manual will help managers build an agreement vested in each other's success. | Introduction PART I: LAYING THE FOUNDATION Review of Vested Outsourcing 5 Rules Creating a System that has a flexible framework WIIFWe/ Creating a Shared Vision PART II: CREATING A PROCESS BY THE RULES Rule 1: Outcome-Based vs. Transaction-Based Business Model Intent Rule 2: Focus on the WHAT, not the HOW Statement of Objectives Rule 3: Clearly Defined and Measurable Desired Outcomes KPIs/Metrics Rule 4: Pricing Model with Incentives to Optimize Cost/Service Tradeoffs Matching Incentives Continuous Alignment Rule 5: Insight vs. Oversight Governance Structure Relationship Management Framework Change Management/ Agility Transformation Management Process Exit Management, People Changes Other PART III: GETTING TO WE Collaboration, not Negotiation Writing the Contracts Conclusion Appendix | Format: Hardback | Language/Sprache: english | 730 gr | 246x177x27 mm | 395 pp.



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