



SYLLABUS

I. GENERAL DATA

1.1. Course	:	INTERNATIONAL OUTSOURCING
1.2. Code	:	NG02608
1.3. Academic cycle	:	VI
1.4. Credits	:	03
1.5. Nature of the course	:	Obligatory
1.6. Weekly hours	:	4 (Theory: 02, Practice: 02)
1.7. Requirement	:	Operations Administration
1.8. Curriculum	:	2006-II

II. SUMMARY

The course presents the way as the organizations they support the key activities and subcontract other functions of an external way, to be realized by companies or independent persons located in different countries, developing a relation by means of electronic contacts basically. In addition it presents the functioning of this activity and the way as it influences in the growth and in the operability of the global business. Their subject matter allows the study of the nature of the outsourcing, their origins, their characteristics, the strategies of the outsourcing, the electronic managing of the outsourcing, the outsourcing of manufactures, of sales, logistic, financial, etc.

III. COMPETITION OF THE PROFESSIONAL CAREER

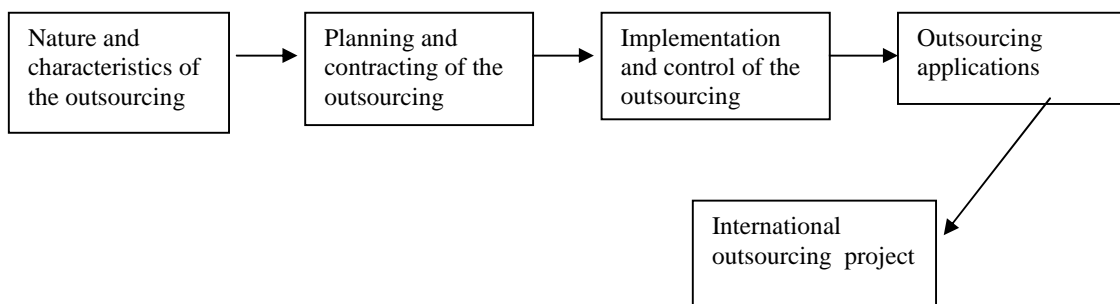
- Acts as manager of world class orientated by values, respecting the dignity humanizes and the cultural diversity of people.
- Develops a discipline that allows to assimilation of scientific and technological advances.
- Preactive attitude to defend human ecosystem and the most valuable features of a culture of peace.
- Interprets objectively the national and international reality, to lead the transformation of the society.
- Dominates diverse languages that facilitate the interaction with persons of different countries and cultures.
- Forms enterprises with global vision and demonstrates attitudes of leadership in the performance of the managerial labor respecting the environment and using strategies to guarantee the sustainable development.
- Managements effectively and efficiently global organizations, for which possesses competitions of the administration and of the diverse processes that are realized in the chain of value of the organizations.
- Investigates, analyzes and interprets the trends of the global markets to offer products and quality services with technological innovation; applies policies that facilitates the financing in the operations of global trade and the ideal functioning of the logistic chain.
- Designs strategies of negotiation that allows achieving beneficial agreements for the involved parts and realizes changes on competitive markets with strategic mentality.
- Develops the technological transfer and the E-Learning, to create internal chains of value.
- Manages organizations using the total quality and the constant improvement as principal instruments of management.
- Directs and advises organizations with high place felt of social responsibility.

- Stimulates any process of investigation that gravitates in the development of the global business.

IV. COMPETITIONS OF THE COURSE

- 4.1 Includes the importance of realizing international outsourcing for the achievement of a strategic competitive management in a modern organization.
- 4.2 Develops the planning with a global orientation of the process of outsourcing.
- 4.3 It identifies and selects international suppliers of outsourcing using modern technologies of information and communication.
- 4.4 Understands the procedures and regulations demanded in the international outsourcing process development.
- 4.5 It manages processes of outsourcing of manufactures, logistics, sales and other activities.
- 4.6 Develops a project of international outsourcing.

V. NETWORK OF LEARNING



VI. UNITS OF THE LEARNING

THEMATIC UNIT I.- Nature and characteristics of the international outsourcing.

Achievement: The student understands that in the modern administration it is important that the companies center in their business core and recognizes the impact that the outsourcing can have to generate major value in the organizations.

N ° of Hours: 09 hours

TOPIC	ACTIVITIES	WEEK
Change in the organizations and outsourcing	Topic exposition. Selected reading.	1
Strategy of the enterprise and outsourcing	Topic exposition. Study of the case.	2
Why to do outsourcing?	Topic exposition. Study of the case.	3



THEMATIC UNIT II.- Planning and contracting of the outsourcing.

Achievement: Understands the importance of the planning of the international outsourcing. Recognizes the general model of outsourcing and the different types that can be found in the global practice; likewise is capable of identifying the different forms of contracting.

N ° of Hours: 12 hours

TOPIC	ACTIVITIES	WEEK
General model of outsourcing	Topic exposition. Study of the case. Evaluation 1	4
Types of outsourcing	Topic exposition. Study of the case. Web work	5
Planning of the process of outsourcing	Topic exposition. Study of the case.	6
Contracting of the supplier of outsourcing	Topic exposition. Study of the case. Evaluation 2	7
MIDDLE EXAM		8

THEMATIC UNIT III.- Implementation and control of the outsourcing.

Achievement: Understands the importance of the implementation and control of the outsourcing, especially of those strategic activities near to the business nucleus of the organization. Identifies and selects global suppliers of outsourcing and designs strategies of negotiation with the suppliers.

N ° of Hours: 06 hours

TOPIC	ACTIVITIES	WEEK
Implementation of the outsourcing.	Topic exposition. Study of the case. Web work	9
Control of the process of outsourcing. Balanced Score Card	Topic exposition. Study of the case. Web work	10

THEMATIC UNIT IV.- Outsourcing applications.

Achievement: Recognizes different models of international outsourcing. Understands the schemes of outsourcing of manufactures, logistic, sales and other forms of outsourcing as that of finance and administration; likewise understands the practices of electronic commerce used for these purposes.

N ° of Hours: 12 hours

TOPIC	ACTIVITIES	WEEK
Outsourcing of manufactures	Topic exposition. Study of the case. Web work	11
Logistic outsourcing	Topic exposition. Study of the case. Web work	12
Outsourcing of sales	Topic exposition. Study of the case. Evaluation 3	13
Other forms of outsourcing	Topic exposition. Study of the case. Web work	14

THEMATIC UNIT V.- International outsourcing project.

Achievement: Designs a project of international outsourcing; recognizes the importance of the information systems and applies the method of spreading across the presentation and exposition of the project report.

N ° of Hours: 06 hours

TOPIC	ACTIVITIES	WEEK
Information systems and outsourcing	Topic exposition. Work in groups	15
Project presentation		16
FINAL EXAM		17

VII. Methodology

- A participative methodology will be used to favor the learning of the student.
- A work of application will develop for groups to a situation especially of the model and the concepts learned along the course.
- The students will sustain in class the topics proposed in the different units of learning.
- Practice with feedback, with support of equipments: Overhead projector and Multimedia.

VIII. Evaluation.

The evaluation system is the following one:

$$\text{Final average} = (\text{EX1} + \text{EX2} + \text{AEVAL}) / 3$$

(Substitute exam is applied for the middle exam or final exam), providing that the evaluations average is higher than 07.

Evaluations average (AEVAL) will be obtained: $(\text{EVAL1} + \text{EVAL2} + \text{EVAL3} + \text{APW}) / 4$



The used abbreviations are:

Middle exam	(EX1)
Final exam	(EX2)
Evaluation 1	(EVAL1)
Evaluation 2	(EVAL2)
Evaluation 3	(EVAL3)
Application work	(APW)

IX. Bibliography:

1. Outsourcing. Corbett, Michael. Michael F. Corbett & Associates Ltda.. 2001
2. Outsourcing. The management tool that revolutionizes the business world. Schneider Ben. Publishing Group Norma. Bogota. 2004.
3. Manual of Outsourcing. White Robert y Barry James. Manual of Outsourcing. Management 2000. Barcelona, Spain. 2000.
4. Outsourcing: The subcontracting. Rothery Brian and Ian Robertson. Limusa. Mexico DF, Mexico. 1996.
5. Limits to outsourcing and the evolutionary perspective on firm boundary. Mahne Volker. Copenhagen Business School. Copenhagen, Dinamarca. 2000
6. The speed of change in the connected economy. Capstone, Oxford, Inglaterra. 1998.
7. Sustainable advantage. Harvard Business School. Boston, Massachusets. EE.UU. 2002.
8. Competing for the future: breakthrough strategies for sizing control for the industry and creating the markets of tomorrow. HBSP. Boston, EE.UU. 1994.