



Offshoring - Making it Work

The immediate financial and scale benefits of offshoring are obvious to all and most major organisations make the decision to move part of their operations to areas such as China, India or Eastern Europe.

Huge amounts of effort are put into selecting the most appropriate partners and locations, but one part of the process that is often overlooked are the difficulties inherent in aligning working practice and process with new colleagues in a completely different part of the world.

However, a strong argument can be made that unless we are able to ensure that people can work effectively and efficiently together across geographic boundaries, then the full financial benefits of the process will never be achieved.

Global Business Culture has developed a portfolio of training interventions, specifically designed to help organisations maximise the benefits of an offshore relationship.

How we add value

With over 15 years' experience of working with some of the world's most prestigious global companies, Global Business Culture has developed a range of training interventions which are designed to be of immediate, practical value to everybody who is working in an offshored environment. We do not talk theory; we talk practice by addressing such issues as:

- Leading distant teams
- Working with a distant leader
- Key national cultures
- Understanding client expectations
- Developing common process
- Communicating effectively
- Making conference calls work
- Building trust across time and distance

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Typical training interventions

Although all our programmes are tailored to suit the needs of each individual client, our courses could cover the following formats:

- Leading offshore team members
- Working in an offshore team
- Improving the effectiveness of offshored operations
- Effective communication within the offshoring environment
- Effective conference calls

