

Is Your Career Offshore Proof?

Active Career Planning in a truly Global World is Key to Success!

OffshoreProof.com

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This eBook describes 15 Key factors that help in analyzing a Job's Offshorability - Probability that it could be sourced from an Inexpensive Offshore Location.

With Millions of White Collar Jobs having been Outsourced from High Cost Developed Countries to Low Cost Developing Countries (Emerging Markets), this eBook is a "Must Read" for Career Aspirants, Students and Professionals who need to take control of their careers in a World without Boundaries!

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Implication of Globalization on Jobs in Developed Countries

Last 2 decades have witnessed a consistent movement of Jobs from Developed Countries (US, UK, Japan etc.) to Developing Countries, better known as “Emerging Markets”.

While Multi National Corporations (MNCs) expanded into overseas markets to sell their products, they increasingly felt the need to urge Developing Countries to open their Markets, implement Economic Reforms and integrate into the world economy by promoting Free Trade in Goods and services.



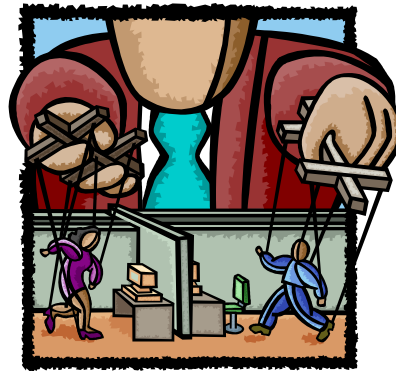
While China and certain Asian countries took a lead in becoming Low cost Manufacturing hubs for the world, other countries in Latin America and Eastern Europe did not stay behind in picking their niches.

Advances in Information Technology and Telecom brought the world a lot more closer as Internet usage became cheaper, faster and widespread, with computing and telecommunication costs coming down substantially. This Further fuelled the movement of Company Operations and Jobs to low cost Offshore Locations in India, China, Russia, Israel, Philippines, Ireland etc.

Operations Analysis for Cost Optimization

CXOs (CEO, CFO, CIO, COO, CTO) in any organization are required to take a hard look at their Costs of Running the Business while Maximizing Revenues. Simply explained, the top management in any company has a single goal – Increasing Shareholder Value:

$$\text{Profit} = \text{Revenue} - \text{Cost}$$



While Employees are a valuable asset for any organization, they do add Payroll, Benefits and other HR expense costs to a company's bottom line. Top Management in an Organization has a mandate to take critical decisions on Sourcing Goods and Services of "Best Quality" at "Best Prices". Increasingly, Management resorts to Operations Analysis to determine from where they can best source Raw Materials, Services, Employees, and Operations and in a truly global world, their choices are not limited by geographic locations.

Organizations like GE, HP, Microsoft, IBM, Cisco, Intel although founded and headquartered in USA, today derive more sales from international markets than they do from the 50 US states. Their company operations, sales offices, back office centers, manufacturing, sourcing are spread all over the world, leveraging whatever could be optimally sourced from whichever geography.

Key Factors that help determine if a “Job” is likely candidate for sourcing from an Inexpensive Offshore location

As much as technology has enabled it, a large proportion of Jobs “CANNOT” be sourced from an Offshore location. When we discuss the decision factors in details below, you’ll realize that there are certain “key criteria” that need to be met for a job to be shipped to a remote location. Let us discuss the important ones here:

1. Education Requirements for the Job

Jobs that require Bachelors or Masters Degree qualifications or Advanced Professional or Specialized Knowledge are less likely to be sourced from offshore locations. Most people with Advanced degrees are generally groomed for Managerial careers in a few years and they can move up the career ladder to manage a team of onsite or offshore resources. Example – Careers in Management Consulting, Marketing, Sales Management, Lawyers, Doctors etc.



Jobs that do not require any degree are also less prone to getting sourced from Offshore locations. Example – Retail Sales or Clerks, Fast Food Restaurant Jobs, Trucking or other Transportation Jobs, Other professions like Plumbing, Cooking, Electricians, Construction Work, and Gardening etc. that require a specialized skill but no education cannot be sourced from Offshore locations.