

**Indian Institute of Technology Kharagpur**  
**Vinod Gupta School of Management (VGSOM)**  
Proposed Management Development Programme on  
**“Outsourcing and Contract Management for Competitive Advantage”**  
for Public Sector Enterprises: 4-Day Programme  
Location: VGSOM, IIT Kharagpur  
Programme Coordinators: **Prof. Sanjib Chowdhury** and **Prof. Anupam Ghosh**

**Programme Coverage and Expected Learning Outcomes:**

**Introduction:**

Organizations throughout the world have realized that concentrating on core competence gives strategic advantage. The non-core activities are outsourced. Some organizations are extending the boundaries of outsourcing by outsourcing even the core activities. To them, coordination is the key to strategic advantage.

Outsourcing has to be looked into from different perspectives and each perspective has its own dimensions. The most important components of outsourcing, in a sequential manner are - taking a decision on outsourcing, supplier selection, procurement strategies and contract management.

The global business process outsourcing industry has a market size of approximately USD 250 billion. The market size for the outsourcing industry in India is about USD 93 billion. Outsourcing in India mainly comprises of onshore, offshore and nearshore outsourcing. IT outsourcing is the main component of outsourcing followed by outsourcing of numerous business processes, including manufacturing processes.

This proposal is a response to equip the industry with the newer dimensions of outsourcing and contract management.

**Objectives:**

The objectives of the programme are to:

- Understand the strategic dimensions of outsourcing as a competitive advantage
- Identify sources of supply and develop strategies for supplier selection
- Understand methodologies for purchase of capital and non-capital goods
- Appreciate contracting strategies and contract management

**Learning Outcome:**

The participants will be able to:

- Frame appropriate outsourcing strategies for their organization
- Identify suppliers based on multiple criteria
- Frame policies and procedures for purchasing capital and non-capital goods
- Design contract management strategies for their organization

Implementation Plan to conduct training program

S. No.	Ref. No. of Program <sup>1</sup>	Mode <sup>2</sup>	Participants Level <sup>3</sup>	Duration (in days)	Venue (name of city)
	13	R	ML	4	Kharagpur (IIT Kharagpur Campus)

Proposed Schedule

[Each session is 75 – 90 minutes]

Day	Session-1	Session-2	Session-3	Session-4
1	Introduction to Outsourcing and Contract Management	Strategic dimensions of outsourcing	Specification and Standardization issues in outsourcing	Models and Techniques in outsourcing
2	Finding the sources of supply – global vs. local supply	Supplier selection Models and Techniques - I	Supplier selection Models and techniques - II	Strategic dimensions to supplier selection
3	Tendering for Procurement – best practices	Procurement of Capital Equipment including Government procurement	Procurement for items other than non-capital equipment	Art of Negotiations
4	PPP model and financial aspects in contracting	Risk Management	Arbitration and Alternate Dispute Resolutions	Test and Valedictory session