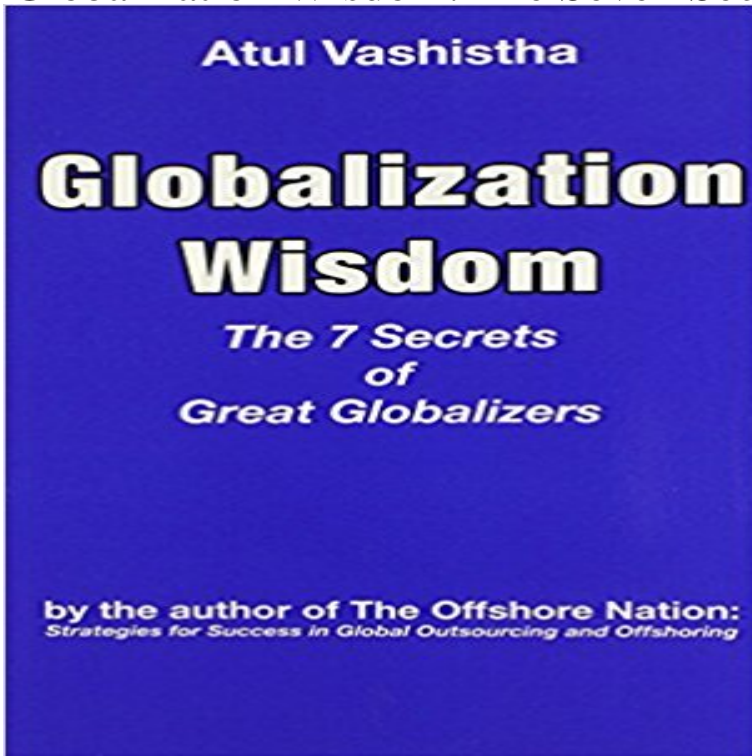


Globalization Wisdom: The Seven Secrets of Great Globalizers



Not surprisingly, the companies and leaders that are successful globalizers engage in similar practices - key practices that other companies regardless of size can emulate. In my two decades of operating and consulting to over 200 major corporations on outsourcing and globalization, I've seen similar trends and patterns among firms that have succeeded in services globalization and have come to recognize that there are seven best practices. This book is about sharing those practices, these seven secrets. The seven secrets also includes sage advice and wisdom from executives at organizations that are successful globalizers, including Applied Materials, Lenovo, Cisco, Fedex, Virgin and Plantronics. The end result is a book designed for executives at organizations positioned at all levels of global maturity.

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