



SIETAR INDIA, Bangalore Chapter is proud to invite you to its learning event

“Connecting Worlds: Offshoring to India from the U.S. American Perspective – Strategies and Solutions”

While India and the United States have solved many of the challenges around offshoring between them, significant challenges remain that impact revenue and relationships. Many U.S.-based organizations continue to face the hidden costs of offshoring that were not anticipated during the planning and decision making processes. In this highly interactive workshop we will explore whether these costs are inevitable or preventable. We will examine what role culture plays in the difficulties of offshoring, and what strategies work best for addressing differences. The presenter, a U.S. American, will offer perspectives and best practices from her U.S. based clients, which we will then examine from the Indian point of view. We will identify perception gaps and explore best practices for ensuring that the voices on both sides of the world are heard. Questions for discussion include: How do we help our clients to best meet their goals and objectives? How do we develop greater cultural understanding between Indian offshoring teams and their U.S. or other Western partners? How do we promote cultural exchange to elevate the relationship beyond cost savings? How is revenue impacted by cultural differences and how do we address those gaps? Through group discussion, games and video, this session will spark our thinking about connecting worlds between East and West, and what role interculturalists play in bringing about a win-win for both business and people.

The Facilitator:

Vicki Flier Hudson, is the USA-based president of Highroad Global Services, Inc. She provides cross-cultural training and consulting with a focus on Asia to medium and large-sized businesses. Previously, in Atlanta, Georgia, Vicki supervised and conducted training for a worldwide medical company with affiliates throughout Europe. In the past, Vicki has worked in Canada, Belgium, China, Germany, India Nepal and Thailand. She has traveled in several countries, but India is her primary passion. She has spent traveled to many areas including Rajasthan, West Bengal, Karnataka, Assam, Meghalaya, Sikkim, Kerala, Uttar Pradesh, Bihar and more. Vicki spent the summer of 2006 and the winter of 2008 interviewing Indian business people for reports that she now shares with clients. She serves on the Board of Directors for the Georgia Indian American Chamber of Commerce. She has trained and consulted for Procter & Gamble, United Parcel Service (UPS), The Home Depot, Intercontinental Hotels Group, Emory University School of Medicine, and more. Vicki is certified in the Intercultural Development Inventory (IDI) and received Kennesaw State University’s Instructor of the Year award for international programs.

Date: Monday 9th November 2009 **Time:** 6:30 to 9:00 p.m.

Venue: Alliance Française de Bangalore, Thimmaiah rd, Vasanthnagar, Bangalore

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