7 Attributes of Highly Effective Development Vendors E-Learning

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This book examines many of the cases from the author's experiences and sets forth to determine what contributes to a successful outsourcing relationship and what makes so many of them fail in the world of e-learning. This guidance is tangible and applicable. We all understand that attributes like trust and passion are important, but it is vital that the Seven Attributes focus on those areas where you have total control. Trust is the first word of successful relationship. It is the heart of what we endeavor to provide, but it is only achievable when we get the job done and our clients enjoy our relationship.

Some preliminary assumptions regarding these Attributes include:
-Defining a manageable number of attributes that matter most.
-A focus on the day-to day experience working with the vendor.
-Assessment of the maturity of the development vendor s operations.
-Consideration of fulfilling the global promise presented during sales.
-Treating the vendors fairly; not applying an unrealistic benchmark.
-Balancing objectives based on quality and performance; not just size or cost.

So, what are the Seven Attributes? In very simple terms and in order of importance , the Seven Attributes are: 1. Experience 2. Methodology 3. Infrastructure 4. Process 5. Technology 6. Talent 7. Innovation

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