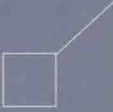


Information Systems and Outsourcing



Studies in Theory and Practice

Mary C. Lacity
and Leslie P. Willcocks



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Professional Credits

Over the course of a 20 year publication record on IT outsourcing, the authors comment on which findings remain robust and which findings have significantly changed since initial publications. The authors have thus updated and revised material for this book. The editors and publishers are grateful for permission to reproduce in full or in part versions of our work that was initially published elsewhere.

Chapter 2, 'Transaction Cost Economics Applied to IT Outsourcing: Findings and Critique', by Mary C. Lacity and Leslie P. Willcocks. An initial version of this chapter was published by Elsevier Limited. in the *Accounting, Management and Information Technology*, Vol. 5, 3/4, 1996, 203–244.

Chapter 3, 'The Normative Value of Transaction Cost Economics in IT Outsourcing', by Laura Poppo and Mary C. Lacity. An initial version of this chapter was published by Springer (New York) in *Information Systems Outsourcing: Enduring Themes, New Perspectives, and Global Challenges*, Hirschheim, R., Heinzl, A. and Dibbern, J. (eds), Springer-Verlag, Berlin-Heidelberg-New York, 2006, pp. 259–282.

Chapter 4, 'Domberger's Theory of Contracting Applied to IT Outsourcing', by Peter Seddon, Sara Cullen, and Leslie P. Willcocks. An initial version of this chapter was published by Palgrave Macmillan Ltd. in *European Journal of Information Systems* Vol. 16, 3, 2007, pp. 237–254.

Chapter 5, 'Contracting and Relationship Theories Applied to IT Outsourcing', by Thomas Kern and Leslie P. Willcocks. An initial version of this chapter was published by Palgrave Macmillan Ltd. in *European Journal of Information Systems*, Vol. 11, 1, 2002, pp. 3–19.

Chapter 6, 'Outsourcing Myths and Contracting Realities' by Mary C. Lacity and Rudy Hirschheim. An initial version of this chapter was published by Massachusetts Institute of Technology, in *Sloan Management Review*, Vol. 35, 1, 1993, pp. 72–86.

Chapter 7, 'Making the Outsourcing Decision', by Mary C. Lacity, David Feeny and Leslie P. Willcocks. An initial version of this chapter was published by Massachusetts Institute of Technology in *Sloan Management Review*, Vol. 37, 3, 1996, pp. 13–25.

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Chapter 14, 'IT Offshore Outsourcing: Supplier Lessons on the Management of Expertise', by Ilan Oshri, Julia Kotlarsky and Leslie Willcocks. An initial version of this chapter was published in *MIS Quarterly Executive*, 2007, Vol. 6, 2, pp. 53–65.

Chapter 15, 'Playing Catch-Up' with Core IS Capabilities: The Secrets of Success', by Leslie Willcocks, Peter Reynolds and David Feeny. An initial version of this chapter was published in *MIS Quarterly Executive*, Vol. 6, 3, 2007, pp. 127–145.

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Part I

Introduction