

Cause/Effect Essay ("Outsourcing"), Model essay and outline

Prompt **Outsourcing is changing the ways businesses operate around the world, summarise the main causes and then discuss two key effects.**

Introduction	
<p>* General topic of research</p>	<p><i>Outsourcing - [O.S.] - linked to Int. Trade // moving production to other countries.</i></p>
<p>* Background and/or history of the subject in question</p>	<p><i>O.S. industry is worth \$500bn per year (Booth, 2013)</i> <i>> Started 80s >> huge in 1990s 'Time Peak' (White, 2012)</i></p>
<p>* Why the topic interesting and/or important</p>	<p><i>Def. O.S. (White, 2012) - moving ops. to other 'agencies'</i> <i>> interesting b/c key part globalisation / impacts everyone in many ways</i></p>
<p>* Aim of essay</p>	<p><i>-- Purpose = <u>examine</u> the causes & [+][-] effects of O.S.</i></p>
<p>* Sequence of the main points to be covered in the essay</p>	<p><i>(1) Reasons for O.S. (2) 1st Effect [+] for West + dev. world</i> <i>(3) 2nd Effect [-] for West: companies & citizens</i></p>

Body Paragraph 1: O.S. History + Reasons for it	
<p>* Main idea (a sentence setting out the paragraph's focus)</p>	<p><i>Beq. 1980s - <u>grew</u> --ly 90s/00s (Booth, 2013) (Dunkley, 2016)</i> <i>"Economists link O.S. to <u>globalisation</u>" (Dunkley, 2016)</i></p>
<p>[Summarise the main causes – reasons – for the issue at hand]</p>	<p><i><u>Reasons</u></i></p> <p><i>(1) COST // (Booth, 2013) Western factory worker=\$23.32 p/h - Asian worker=\$1.36 p/h</i></p> <p><i>(2) to seek 'economies of scale' (3) 'core competencies'</i> <i>^^ (White, 2012)</i></p> <p><i>> <u>UK FACTS & FIGURES</u></i></p>
<p>* Supporting details, explanations & examples</p>	<p><i>UK - 1/3 comp. O.S. manufacturing / 2/3 O.S. admin jobs.</i> <i>^^ (White, 2016)</i></p> <p><i>USA - 100,000 American jobs O.S. <u>annually</u> (Booth, 2013)</i></p>

Body Paragraph 2: effect 1 O.S. beneficial - ESP. dev. economies	
<p>* Main idea (a sentence setting out the paragraph's focus)</p> <p>[First effect]</p> <p>* Supporting details, explanations & examples</p>	<p>E1. O.S. brings bens. - Western businesses + consumers + 2 the dev. World - poverty reduction b/c job creation</p> <p>[+] - <u>WEST BUSINESSES & CONSUMERS</u></p> <p> > For businesses == Save \$\$\$== get 'economies of scale' able to focus on 'core competencies'</p> <p> ^^ (White, 2012)</p> <p> > Western consumers more choice goods/services (Klein, 2013)</p> <p>[+] -- <u>DEVELOPING WORLD</u></p> <p> > Biggest winners</p> <p> > Job creation [;earn vocational skills]</p> <p> = poverty reduction > health care > education (Klein, 2013)</p>

Body Paragraph 3: effect 1 harmful (partly) - to workers in West	
<p>* Main idea (a sentence setting out the paragraph's focus)</p> <p>[Second effect]</p> <p>* Supporting details, explanations & examples</p>	<p>E2. "Nonetheless, ..." main [-] Job losses (unemployment) in the West.</p> <p>[-] (Dunkley, 2016) 40% of UK IT customer support prov. By India.</p> <p>[-] (Klein, 2013) 80% of UK citizens dislike O.S. idea</p> <p>(1) Competitive advantages from O.S. not <u>long run</u>.</p> <p>(2) citizens of West dislike O.S. -> neg. for business <-> customer/community relations</p> <p>(3) Western workers less loyal if their comp. big on O.S.</p> <p>~~~~~ (Mourdoukoutas, 2011)</p>

Conclusion	
<p>* Restate the aim</p> <p>Summarise the main ideas covered</p> <p>Select 2 or more of the following:</p> <ul style="list-style-type: none"> • Personal opinion • Suggestions • Future predictions 	<p>[To sum up,] objective of essay - consider O.S. = reasons and then costs/benefits</p> <p>?? started with causes econ. Benefits/Reasons ?? EI (POSITIVE) to West & dev. world ?? (NEGATIVES) for Western workers + companies + consumers</p> <p>“mixed blessing” good/bad</p> <p> Recommendation = better safety ++ security</p> <p>?? workers in West && Workers in Asia</p> <p> “Going ”</p> <p>?? Businesses will lose customers b/c O.S. if don't manage employees more fairly.</p>

Sources to APA-formatted (in-text) citations
<p>Text 1. (Klein, 2013)</p> <p>Text 2. (Booth, 2013)</p> <p>Text 3. (Mourdoukoutas, 2011)</p> <p>Text 4. (Dunkley, 2016)</p> <p>Text 5. (White, 2012)</p>

Sources to APA-formatted (post-text) references
<p>Booth, T. (2013). Here, There and Everywhere. <i>The Economist</i>, 406(8819), pp. 3-5.</p> <p>Dunkley, E. (2016, Jun 2). Banks increase outsourcing to cut costs. <i>The Financial Times</i>. Retrieved from search-proquest-com.ezproxy.uaeu.ac.ae/docview/1801374553</p> <p>Klein, P. (2013, Sep 18). Outsourcing has a bad reputation is this justified? <i>The Guardian</i>. Retrieved from theguardian.com/sustainable-business/outsourcing-bad-reputation</p> <p>Mourdoukoutas, P. (2011, Dec 9). The Unintended Consequences of Outsourcing. <i>Forbes</i>. Retrieved from forbes.com/sites/panosmourdoukoutas/2011/12/09/the-unintended-consequences-of-outsourcing/</p> <p>White, A. (2012). Inside Britain's Shadow State. <i>New Statesman</i>, 141, pp. 13-14.</p>

Teacher's name:

EXAMPLE ESSAY

The practice of outsourcing started in the 1980s and fits in with globalisation. Because of increased competition, businesses started to move some of their operations overseas. Today the Outsourcing industry is worth \$500bn per year (Booth, 2013). To be clear, outsourcing means one business letting another business do some of its operations (White, 2012). The topic is important because it affects workers and consumers everywhere. Therefore, the purpose of this essay is to examine the causes of outsourcing and then look at its positive and negative effects.

There are a number of reasons for why a business decides to outsource. The process began in the 1980s and then grew rapidly in the 1990s and 2000s (Dunkley, 2016). The key reason was to save money. Workers take lower salaries in Asian compared to the West. For example a British worker costs \$20 per/hour while an Asian worker costs \$2 p/h (White, 2012). According to Booth (2013), every year 100,000 American jobs are outsourced. In the UK, one-third of companies now outsource some of their manufacturing operations and two-thirds of UK companies outsource some administrative operations to India White, 2012). Clearly then, outsourcing impact the labour markets of the West and the developing world.

Looking first at the beneficial effects of outsourcing, there are several. Some benefits are for the Western businesses and consumers, other advantages are for the developing world. Businesses that

outsourcing can save money and achieve economies of scale in terms of producing goods (White, 2012). Klein (2013) also points out consumers in the West have benefited from cheaper goods and services. However, the biggest advantage of outsourcing is poverty reduction. Outsourcing has created millions of jobs in places like Asia. Workers in the outsourcing industry in Asia can learn new vocational skills. Moreover, they can afford better healthcare and put their kids into better schools (Klein, 2013). It is clear then that outsourcing has some positive outcomes.

Nonetheless, outsourcing is having negative outcomes too. The main disadvantage is job losses in the West. According to Klein (2013), 80 per cent of UK citizens dislike the practice of outsourcing. Reasons include unemployment. As companies outsource work overseas, factories close in the west and there are less job opportunities. For instance, workers in India now provide almost half of UK IT customer support (Dunkley, 2016). Furthermore, according to Mourdoukoutas (2011), the competitive advantage from outsourcing does not last. In addition, as Western citizens do not like the outsourcing process, the businesses that do the most outsourcing may get bad reputations. Moreover, workers in such business may be less loyal and less motivated (Mourdoukoutas, 2011).

In conclusion, outsourcing is a key part of globalisation. After looking at the main causes of this recent business strategy, this essay then considered the beneficial effects: the main one has been to reduce poverty in the developing world. It then considered the

negatives. The main one has been the loss of many jobs in the West. In my opinion, outsourcing is a mixed blessing. Therefore, one recommendation would be to protect job safety and security in all countries. Going forward, if governments do not do more to protect jobs from outsourcing, citizens may reject goods and services from companies that outsource the most.

Words = 538