

Globalization: Outsourcing to Bangalore

Overview: Technological advances in communications and the growth of the Internet have created a number of changes in the way companies do business. Someone in Bangalore, India could very likely answer your next phone call to a help line.

This lesson will focus on: The pros and cons of globalization, especially in relation to outsourcing. Provide students with awareness of what price others are willing to pay in order to earn the things United States citizens have. Introduce them to their competition.

Minnesota Social Studies Standards:

V. Geography

C. Spatial Organization

4. The student will use regions and the interaction among them to analyze the present patterns of economic activity in the United States and around the world at various scales.

#4 Students will understand how the transportation and communication systems have impacted the development of regions.

#10. Students will cite a variety of examples of how economic or political changes in other parts of the world can affect their lifestyle

Objectives: Students will be able to:

- Formulate opinions about topics related to outsourcing
- Support their opinions using reasons, facts, and examples gathered from primary source research and classroom activities and discussions
- Analyze primary sources and develop lists of pros and cons related to what they have learned
- Participate in large and small group debates and discussions
- Construct a persuasive essay with supporting reasons, facts, and examples based on research findings

Grade Level: 9-12

Time: 4 (55-minutes class periods) days

Subjects: Geography, World Cultures, World History (supplement), Economics

Required Materials:

- Friedman, Thomas. "Globalization: The Challenge to America" New York Times Up Front, September 5, 2005; pp. 12-15. (You will also need the teacher edition.)
- Access to photocopies or online versions of the New Hour article listed below: "U.S. Jobs Going Overseas Becomes Election 2004 Issue"
http://www.pbs.org/newshour/extra/features/jan-june04/outsource_3-10.html
- Visit PBS website Wide Angle to purchase the episode which first viewed on Tuesday, September 13, 2005. Wide Angle. 1-800-INDIA PBS
- "Globalization" PowerPoint
- Blank outline map of India, atlases, colored pencils
- Anticipation Guide

- Graphic Organizer – Meet Your Competition
- Meet Your Competition Answer Key

Suggested Procedure:

Day 1:

Write GLOBALIZATION in big letters across the board. List: Finland, Korea, Netherlands, Japan, Canada and Belgium (Countries above U.S. for college graduates). Write: \$11,152 (How much U.S. spends on educating students).

1. Have the students complete the Anticipation Guide, “Meet Your Competition”, by writing True or False before each of the statements.
2. After students complete the Anticipation Guide briefly talk about question #12. (The United States graduates more students from college than any other country—False.) Have the students try to guess what the list of countries on the board means. The United States came in seventh on the list of college graduates this year below the other countries! And yet we spend the most per student then the other countries on the list. Achievement must be something other than money—What is it? What does it mean for the United States?
3. Show population density map of India and have students brainstorm the possibilities for Bangalore based on location and population.
4. Have students use an atlas or a map of India and identify the physical features. They should label and color the physical features. The map should include a title, direction compass, and key. (For example, the mountains would be brown, rivers blue, basins green, deserts tan, etc.)
5. Introduce the vocabulary to the students: outsourcing, call-centers, high tech, integrated technology, World Trade Organization (WTO), free trade, liberalized trade, exploitation, developing countries, third world countries, globalization, global market
6. Watch the “Globalization” PowerPoint and discuss.
7. Closure: Students are to write a paragraph explaining why they think U.S. students are scoring so poorly in math and science. Do they enjoy math and science? Do they seem like important subjects to them? What is their favorite subject and why? How could schools increase student’s interest in math and science?

Day 2:

1. View [Wide Angle. 1-88-INDIA /PBS](#)
2. Read aloud together: “Globalization: The Challenge to America.” [Up Front](#), September 5, 205; pp. 12-15. Assign questions 1-6 at the end of the article.
3. Have a discussion about the questions.

Day 3:

1. Students work with partners to complete the graphic organizer, “Meet Your Competition”.
2. Divide class into groups of four. Each group will use Internet access to provide rationale for three reasons supporting outsourcing and three reasons against the growth of outsourcing.

Day 4:

Divide class in half for a debate for/against out-sourcing. Halfway through the class period have students switch sides.

Assessment:

- Assign students to compose a position paper essay. They will do the following

- State the outsourcing issue and express a clear position on it.
- Refer to information in the article from Up Front.
- Support the position they take on the issue with clearly reasoned arguments.
- Include in supporting arguments information that they discovered from their internet search and identify the source(s) of their information.
- Identify an opposing position and explain why they think their position on the issue is more persuasive than the alternative.
- The essay should be typewritten and no longer than 500 words in length. It is due in three days.

Resources:

CIA World Factbook: India

<http://www.cia.gov/cia/publications/factbook/geos/in.html>

An authoritative source for maps, historical and statistical data, and general information about India, produced by the Central Intelligence Agency.

U.S. Department of State, India Page

<http://www.state.gov/p/sa/ci/in/>

A good starting place to keep up with the official news on U.S.-India relations and economics

Library of Congress Country Studies: India

<http://lcweb2.loc.gov/frd/cs/intoc.html>

The site is a deep resource of historical and cultural information about India

Bureau of Labor Statistics

<http://www.bis.gov>

The U.S. government's official repository of data related to employment and consumer behavior. Very helpful given the incredible variety of conflicting statistics that exist relating to outsourcing

Government of India

<http://goirectory.nic.in/>

Official website of the Indian government; a portal to sites for a number of state and national agencies and organizations

Homepage of the Prime Minister of India

<http://www.pmindia.nic.in/>

The official page of Dr. Manmohan Singh's office; a source for official economic and other news and announcements from the Indian government

NASSCOM

<http://www.nasscom.org/>

Homepage of the National Association of Software and Service companies--the trade, research, and advocacy organization representing the Indian information technology industry

World Trade Organization

<http://www.wto.org/>

The international organization that deals with the rules of trade between nations. A good source for those interested in the mechanisms of the global economy

McKinsey Global Institute

<http://www.mckinsey.com/mgi/>

The home page of the research firm's economics think-tank. A wide variety of studies, along with audio and video and interactive features are available, many covering off shoring, outsourcing, and global economic issues.

Institute for International Economics

<http://www.iie.com/>

A research organization focusing on international economic issues; a number of publications on the outsourcing phenomenon and its effects are available

Economic Policy Institute

<http://www.epinet.org/>

An economic policy think tank, its work on international economics focuses on the possible effects of outsourcing and globalization on individuals rather than on the economy as a whole

A.T. Kearney: global business Policy Council

<http://www.atkearney.com/main.taf?p=3.3>

The consulting firm's research subgroup devoted to the study of global economic and business issues. The Globalization Index is a useful source of information on countries involved in the outsourcing debates.

South Asian Journalists Association: Outsourcing Page

<http://www.saja.org/outsourcing.html>

Maintained by Columbia University Graduate School of Journalism's Dean of Students, Sreenath Sreenivasan, an exhaustive page of links to coverage of outsourcing in the world press and to experts in the field on all sides of the issue, though the focus is on India-related stories

BBC Country Profiles: India

http://news.bbc.co.uk/1/hi/world/south_asia/country_profiles/1154019.stm

The BBC's thorough compilation of articles and web features covering India, along with social and economic profiles, maps, and historical information

Asia Times Online

<http://www.atimes.com/>

A web-only newspaper, covering business, economics, and politics from an Asian perspective. A source for a different perspective on outsourcing than readers might find in the U.S. or European press.

Guardina Unlimited News guide: India

<http://www.guardian.co.uk/worldnewsguide/asia/page/0.11376.622917.00.html>

The British newspaper's page of links to the leading Indian dailies and weeklies. A first stop for access to India's headlines.

BPO India

<http://www.bpoindia.org/>

An India-based compendium of links to information of all kinds on India's role in the outsourcing industry

Gecis Global

<http://www.gecisglobal.com/>

Official website of the firm whose employees are profiled in "1-800-INDIA"

POV: The Fire Next Time

http://www.pbs.org/pov/pov2005/thefirenexttime/special_casestudies_3.html

A web-based case study developed by the documentary program POV, exploring the feelings of American consumers about Indian call-center operators. The special focuses on a racist incident engineered by Philadelphia radio shock jocks

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