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**MANAGING INITIAL
EXPECTATIONS/PERCEPTIONS OF LOCAL
DEVELOPERS AND POINT OF ORIGIN
MANAGEMENT STAFF IN OFFSHORE
DEVELOPMENT CENTRES**

By

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The Dissertation was submitted to the Department of Computer Science & Engineering of the University of Moratuwa in partial fulfillment of the requirement for the Degree of Master of Business Administration.

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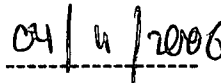
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STATEMENT OF ORIGINALITY

This work has not previously been submitted for a MBA, Degree or Diploma in any University. To the best of my knowledge and belief, the dissertation contains no material previously published or written by another person except when due references is made in the dissertation itself.



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ABSTRACT

The interest in offshore software development has been rapidly increasing as companies try to find better ways of delivering systems. Due to the low initial capital expenditure needed to set-up software development centres, Sri Lanka is an ideal destination for offshore software development. Already there are a few offshore software development centres in Sri Lanka.

This study attempts to identify initial expectations and perceptions of offshore management staff and local development staff in offshore software development centres.

This study attempts to achieve four objectives. The first objective is to find common expectations among local developers. The second objective is to find common expectations among offshore Managers. The third objective is to find gaps between expectations of offshore Managers and local Developers assuming the first two objectives are met. The fourth objective is to find differences in initial expectations in start-up firms and expectations in established firms.



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