

## Analyzing a Cartoon

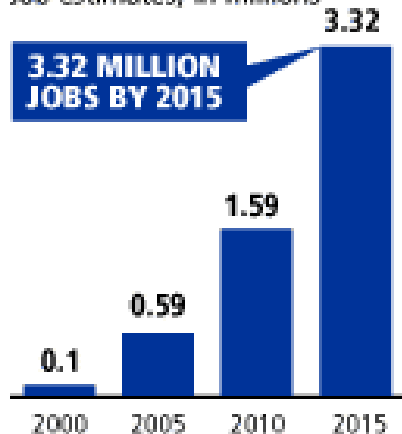


## OUTSOURCING: FIGURES AND FEELINGS

At least 40 percent of Fortune 1,000 companies are dabbling or fully engaged in sending U.S. jobs overseas. Cheaper labor in countries such as India is making doing business abroad attractive to companies' bottom lines. But what about the American workers left unemployed? More than 40 percent of U.S. executives surveyed said that outsourcing wouldn't be good for business. And with the majority of Americans doubting the concept benefits them, the issue is already being addressed by public officials up for election this year.

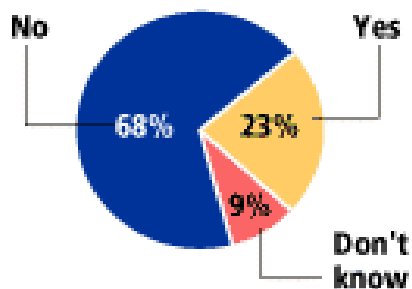
### U.S. outsourcing trends

Job estimates, in millions



### Is it good for Americans?

1,019 adults surveyed Feb. 4

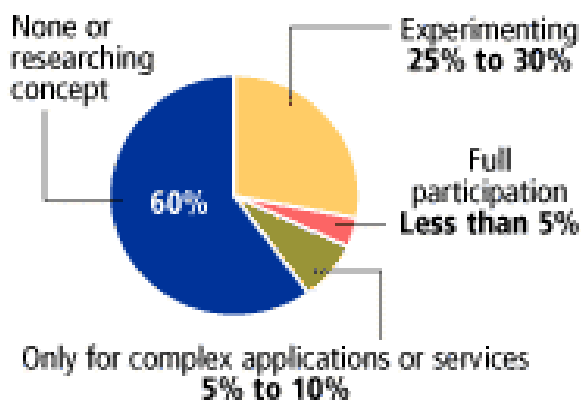


NOTE: Margin of error was plus/minus 3 percentage points.

Sources: Forrester Research, McKinsey & Co., Pollingreport.com

### Company participation

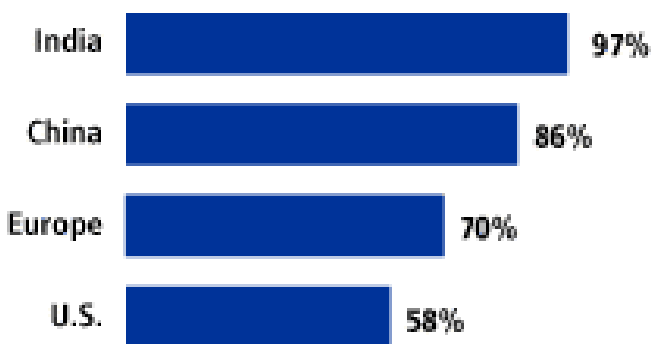
Percent of Fortune 1,000 companies



### Is outsourcing good for business?

7,300 senior executives surveyed globally

#### Executives who say "Yes"



JENI MYSTROWSKI/SEATTLE POST-INTELLIGENCER

## Outsourcing: Looking at Both Sides of an Issue

### THE BOEING CORPORATION

Perhaps no player in the local economy has sent more jobs overseas than Boeing.

The company makes no excuses for sending work to South Africa, Italy, China, Russia and other far-flung parts on the globe.

But unlike the new breed of outsourcers, Boeing isn't only hunting for cheaper labor. Rather, it places work in countries where it is also trying to sell planes or spreads risks on new projects by farming out work to foreign suppliers. Officials are drawn to cheap labor, but sales are more important, a top Boeing executive said

And the company argues it has no choice. It must build planes with fewer and more productive workers to remain competitive.

"If we don't change, we die," the executive said last year.

### TECHNOLOGY COMPANIES:

Technology companies say they need a global work force to compete and that the current wave of outsourcing follows a trend that began when international barriers started tumbling in the 1990s.

But don't tell that to Myra Bronstein, a Mercer Island resident who lost her software-testing job last year when her company shifted the work to India. Before she was laid off from Watchmark-Comnitel, Bronstein was making \$76,500 a year.

Now with her paycheck gone and unemployment benefits exhausted, Bronstein has resorted to selling furniture and collectibles on eBay.

She blames outsourcing. "The fact that they not only outsourced my job, but my entire industry, makes me feel powerless and paralyzed," said Bronstein. "Frankly, this situation has created problems that are way too big for one person like me to solve."