

Jerome G. Grzeca published an article, “*Targeting Politics of White Collar Visas*”, which appeared in the July 11, 2003 issue of ***The Business Journal***.

## **Targeting politics of white collar visas**

In the story “Congress addresses offshore trend in white-collar jobs” in *The Business Journal* on June 27, engineer Ron Hira asserts that H-1B visas, as well as widespread use of L-1 visas for intra company transfers, “accelerated movement of work offshore as temporary workers in management positions outsource to overseas colleagues, and as temporary workers who have returned home to use their knowledge and connections in the U.S. market to competitively bid for outsourced work.”

Hira’s comments seem to evoke a fear of a global marketplace, in which workers make cross-border connections for business purposes. But the real reasons for offshore outsourcing are that labor is much cheaper in countries such as China and India, and the H-1B visa program is a heavy administrative and financial burden on American employers, in its present form.

These visa categories are easy political targets for a country understandably frustrated by a loss of jobs, but restricting immigration will only further exacerbate the problem of offshore outsourcing. If the United States will not allow employers here to hire talented foreign nationals on a temporary basis, the work can easily be done elsewhere.

Our experience is that even if employers prefer to hire U.S. workers, they ultimately choose the best person for the job, based on credentials, and then go through the visa process reluctantly, if they must.