

WFAQ

FREQUENTLY ASKED QUESTIONS

How To Become a Certified Deal Architect



This FAQ answers the most common questions about the University of Tennessee's Certified Deal Architect (CDA) program such as who, what, when and how much. It also addresses the benefits associated with becoming a CDA. If you still have questions after reviewing this FAQ, please reach out to Kate Vitasek (kvitasek@utk.edu), the lead researcher and faculty member for UT's CDA program.

Who

The CDA program is ideal for anyone with responsibility for more than one deal or those that will be leading their organization's future Vested agreements. Some of the job titles of CDAs include:

Buying Organizations		Supplier Organization	
<ul style="list-style-type: none"> • Sr. VP Corp Real Estate • VP Business Partnerships • VP Corp Services Sourcing • VP Business Management and Governance • Sr. Director, Global Category Group Leader • Strategic Director • Dir. Enterprise Strategy • Dir. BPO Center of Excellence • Dir. of Logistics Procurement • Dir. Business Operations • Dir. Services and Suppliers • Dir. Contract Development and Support • Sr. Sourcing Manager • Sr. Operations Leader Category Manager • Cross Country Category Lead • Global FM Sr. Manager • Sr. Global Category Manager • Manager Contract Development Business Initiatives • Demand Manager • Supplier Relationship Manager • Vendor Management Lead 		<ul style="list-style-type: none"> • Sr. Vice President • VP, Client Service Delivery • Sr. Legal Counsel • Dir. of Innovation and Transformation • Director, Innovation and Strategy • Alliance Director • Sr. Director, Business Development • Director • Head of European Sales/Business Development • VP, Global Sales and Support • Segment Director, Business Services • Business Development Manager • International Director • Regional Director • Global Finance Manager • Site Manager • Key Account Manager 	
Consulting/Advisory Firms			
<ul style="list-style-type: none"> • Partner • Managing Director • Strategic Advisor • Sr. Advisor 	<ul style="list-style-type: none"> • Sr. Consultant • Principle • Labor Procurement Professional 	<ul style="list-style-type: none"> • Founder • CEO • Consultant 	
Law Firms			
<ul style="list-style-type: none"> • Partner 		<ul style="list-style-type: none"> • Commercial Contract Coach 	



What

Individuals interested in pursuing their CDA must complete six courses in the Certified Deal Architect program to qualify to become a CDA. Some of these courses are free, some are conducted on-site at the University of Tennessee (or at hosted locations around the world) and some are on-line.

The CDA program is modeled after typical journeyman approach to learning where individuals must successfully apply their knowledge in practice. To do this, CDA candidates complete a [capstone course](#) that involves delivering a Vested agreement.¹



¹ The concept of a capstone course has been in use since the mid-twentieth century in the United States. The term derives from the final decorative "cap-stone" used to complete a building or monument. A capstone course serves as the culminating and usually integrative experience of an educational program in higher education. A capstone course, module, project, subject, or unit may also be referred to as a capstone experience, senior seminar (in the U.S.), or final year project or dissertation (more common in the U.K.).

The concept of a capstone course has gradually been gaining currency in other countries, particularly where attention has focused on student outcomes and employability in undergraduate studies. National grant projects in Australia and the U.K. have further raised the profile of the capstone experience. See Wikipedia for more information about the concept of a capstone course.



The UT Validation course is the capstone experience for the CDA program. *Registering for the UT Validation course is a requirement for anyone wanting to become a Certified Deal Architect.*

The UT Validation course provides CDA candidates with feedback on how well they have applied the Vested 5 Rules/10 contractual Elements in their contract. Individuals submit their agreement/artifacts for review to a UT faculty member. If the agreement does not score at least 4 out of 5 on an element, the CDA candidate will need to explain the reason for the gap, identify any potential risk associated with the gap, and how they would close the gap.

It is important to note that the UT Validation course is NOT a UT faculty member consulting project or a complete [Deal Review](#) of an outsourcing relationship, but rather a UT Faculty's review of the CDA candidate's contract and artifacts to ensure the CDA candidate has demonstrated their knowledge by leading a Vested initiative for their organization.² Organizations wanting coaching support beyond the 8 hours of provided support with the Creating a Vested Agreement online course should work with one of the Vested Centers of Excellence around the world.

The UT Validation course includes a formal validation review which is typically conducted remotely via GoToMeeting/Webinar with a UT Faculty member. However, the review can be done in person at an additional cost to cover incremental faculty time and travel costs.

If the CDA candidate's submitted contract and artifacts scores at least a 4 out of 5 across all 10 of the Vested Elements, the organization sponsoring the CDA candidate will receive a plaque and can use the following logo for promotional purposes for their company with the Vested agreement they have validated.



² To learn more about the difference between a Deal Review and a UT Validation [download an FAQ using this link.](#)



If the CDA candidate's submitted contract/artifacts do not score at least 4 out of 5 across 10 of the 10 Vested Elements, the CDA candidate can still be awarded their certification, but their deal will not "pass" the validation. Upon completion of the UT Validation course, the CDA candidate will individually be awarded "Certified Deal Architect" status and can use the CDA logo (below) for promotional purposes for their own credentials. The logo can be used on business cards, as part of the signature line on emails, etc.



When

The UT Validation course is undertaken after the individual(s) pursuing their CDA have completed their Vested Agreements. Ideally, it is done just prior to signing the agreement to provide timely feedback on how well the CDA candidate applied their learning's. However, the course can be taken any time after the CDA candidate has completed their Vested agreement.

CDA candidates must complete all six of the Vested courses as part of the CDA program. The UT Validation is the final step in the process.



How Much

The tuition for each course is noted below.

	Tuition
Vested Orientation (online)	Free
Five Rules (online)	Free*
Vested Outsourcing Executive Education (3 days on-sit in Knoxville, TN or a host location)	\$3500
Collaborative Contracting Executive Education (2 day on site in Knoxville, TN or a host location)	\$2000
Creating a Vested Agreement (online)	\$3500
UT Validation	\$8500 (per deal)**

* *The Five Rules online course is free when registering for the Creating a Vested Agreement online course or the Vested Outsourcing Executive Education course. The standalone tuition is \$495 per person.*

** *If multiple people are getting validated on the same deal – there is only an additional \$500 administration fee for each person.*

Additional Information About Costs

- Group/Corporate rates are available for all courses. For example, a company can get an unlimited license for the Creating a Vested Agreement online course for an individual deal team for \$10,000. This makes great sense for larger deal teams.
- Tuition is per person except for the UT Validation course \$8,500 *per deal*.
- The cost of the UT Validation course is typically split between the buyer and supplier (or all parties if over two parties are involved).
- The tuition for the UT Validation course is for ONE CDA candidate. Often organizations have more than one CDA candidate working on the same deal as part of the Deal Architect Team.



- If multiple people are getting validated on the same deal,, there is a \$500 administration fee for each person. The following example shows the cost for two organizations with three (buyer) and two (supplier) prospective CDA's.

	Buyer	Supplier
UT Validation	\$ 4,000	\$ 4,000
CDA Accreditation - 1st CDA	\$ 500	\$ 500
CDA Accreditation - 2nd CDA	\$ 500	\$ 500
CDA Accreditation - 3rd CDA	\$ 500	N/A
Total	\$ 5,500	\$ 5,000

- Only “core” team members who have led and participated in the vast majority of all Vested workshops/meetings are eligible to use a group Validation for justification for becoming a CDA.
- The majority of organizations working on larger/complex deals work with a Vested Center of Excellence for coaching support. Often, a formal post-contract review is included as part of a Center of Excellence’s service offering. If your organization is working with a Center of Excellence, you may qualify to have the cost of the UT Validation course waived if the validation was part of the coaching support proposal. However, CDA candidates will still need to cover a \$500 administration fee for each person receiving their CDA as part of a deal.



Benefits of Becoming a CDA

The Certified Deal Architect program comes with several benefits post-graduation.

- Use of the term CDA and the CDA logo
- Use of the Vested IP associated with the courses (e.g. the Vested toolkit you would have used to do your deal) on a recurring basis. Courses are a single use license, and upon graduating from the CDA program you can use the IP for future deals at no additional cost.
- Access to revisions to the Vested online courses at no additional costs. For example, when the Creating a Vested Agreement online course is refreshed with new case studies and additional tool, you will automatically have access to these future enhanced versions.
- Invitation only access to the annual CDA conference where you can network and learn from other CDAs that have done Vested deals
- Invitation only access to a CDA Distribution List where you can further network with other CDAs (as a CDA, you must opt-in to share your information).
- A “push” notification of new resources and tools. For example, when UT releases a new case study you will be notified. You will also get our exclusive and longer “teaching” case versions so you can further enhance your learning on a continual level (as a CDA, you must opt-in to this benefit).
- CDA candidates are “affiliated” with a “home” Vested Center of Excellence where they can further network on a regional or more local level. For example, some Centers of Excellence have roundtable meetings where CDAs share their successes and struggled in doing Vested deals.

As a CDA there is one restriction to using the Vested IP and that is that you must not use the Vested IP for commercial purposes (e.g., profit). If you are interested in using the Vested IP for commercial purposes, please contact Kate Vitasek (kvitasek@utk.edu) for information about how you can license the Vested trademarks and tools for commercial purposes.



Who Can Help

<i>To learn more about the CDA program</i>	Email VestedFaculty@utk.edu and a UT Faculty member will schedule a conference call to answer your questions.
<i>To get help on a deal you are working on</i>	The Creating a Vested Agreement online course comes with 8 hours of coaching support. You will be assigned to a Vested Center of Excellence upon registering. You should engage the Center of Excellence directly if you need more help/coaching support.
<i>To get group rate for any of our courses</i>	Email Mike Watts (mwatts10@utk.edu), the Chief of Staff for the Vested team
<i>For help with registering for a course</i>	Email Mike Watts (mwatts10@utk.edu), the Chief of Staff for the Vested team
<i>For a referral to a Vested Center of Excellence</i>	Email Mike Watts (mwatts10@utk.edu), the Chief of Staff for the Vested team
<i>General Questions</i>	Contact your local Center of Excellence or email VestedFaculty@utk.edu

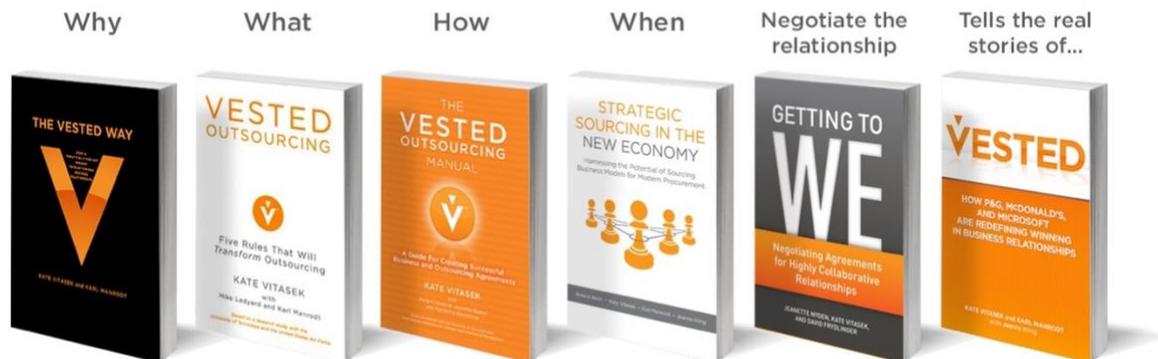


FOR MORE INFORMATION ABOUT....

The University of Tennessee is highly regarded for its Graduate and Executive Education programs. UT ranks

- #1 for relevance (The Economist Magazine)
- #3 among public universities specializing in Executive Education (Financial Times)
- #1 in the world in supply chain management research

Our research on highly collaborative win-win contracting led to six books on the Vested business model and its application in strategic sourcing.



For additional information visit the University of Tennessee's website dedicated to the Vested business model at <http://www.vestedway.com/> where you learn more about all of the Executive Education courses in the Certified Deal Architect program. You can also download white papers, watch videos, read articles and subscribe to the Vested blog and download the many resources and [tools](#) to help you understand and begin the Vested journey.

For more information, contact kvitasek@utk.edu

