

VESTED[®] FOUNDATION



About Each Course in Foundation Certification

Foundation Certificate – Courses



To earn a Foundation Certificate, individuals must complete two online courses, both the *001* Vested Orientation course and the *101* Vested Five Rules course





001 – Vested Orientation (online)

- Learn more about how to achieve your goals through a highly collaborative Vested business model with our free Vested Orientation online course
- Vested Orientation is a **free** online course comprised of thirteen self-paced video Topics of 20 minutes or less designed to help anyone, anywhere in the world build a basic understanding and awareness of Vested
- This course is designed to provide an overall awareness of Vested and will help you learn the essential principles of why a Vested approach is needed for strategic relationships.



The following page provides a course outline and learning objectives



What You Will Learn...

FREE

| Vested Orientation | |
|--------------------|--|
| 1 | Introduction |
| 2 | About the Research/Key Findings |
| 3 | Overview of the Vested Methodology |
| 4 | Mindset, Business Model, Movement |
| 5 | Outsourcing Paradox |
| 6 | 12 Ailments of Conventional Outsourcing |
| 7 | New Economics of Commerce |
| 8 | Lessons for Commercial Relationships |
| 9 | Laying the Foundation for a WIIFWe Mindset |
| 10 | WIIFWe Case Studies |
| 11 | Getting Started on Your Journey |
| 12 | Resources to Assist You |
| 13 | What's Next? |

- Understand why and how Vested is different than conventional approaches for procuring goods and services
- Recognize the “ailments” in your existing relationships – including being able to complete your own self-diagnostic
- Learn the essential foundational elements of developing any relationship – Vested or not
- Understand whether a Vested approach is right for you
- Learn from the Vested journeys of several notable companies

Cost: Free



101 – Vested Five Rules (online)

- This course uses self-paced, video-based Topics allowing you to learn and do at your own pace
 - Seven Course Modules, with one Module dedicated to each of the Five Rules
- Each Module includes several short (20 minutes or less) “Topics” , which will help you learn how to apply the Vested “Five Rules” that are essential for creating a highly collaborative Vested business model
- The course provides a perfect blend of theory and practice – sharing real examples of how companies are applying each of the Five Rules
- The course also includes two self assessments – included to help you analyze how you have structured an existing relationship



The following page provides a course outline and learning objectives



What You Will Learn...

| <i>Five Rules</i> | |
|--------------------------|--|
| Introduction | An Introduction to <i>Five Rules</i> |
| Rule 1 | <i>Outcome-Based vs. Transaction-Based Business Model</i> |
| Rule 2 | <i>Focus on the What, Not the How</i> |
| Rule 3 | <i>Clearly Defined and Measurable Desired Outcomes</i> |
| Rule 4 | <i>Pricing Model with Incentives to Optimize the Business</i> |
| Rule 5 | <i>Insight vs. Oversight Governance Structure</i> |
| Conclusion | Applications and Next Steps |

- Understand each of Vested’s Five Rules, including why they are so crucial
- Learn from real world examples of how companies have applied each of Vested’s Five Rules
 - Perform a self-diagnostic using the Vested 10 Elements self-assessment to see how one of your deals stacks up
- Understand the foundational elements needed begin your Vested journey
- Complete a “Readiness Assessment”
- Explore the options for Creating a Vested Agreement

Cost: \$475 as a standalone class

Free if registering for any of our other courses



VESTED[®], Vested Outsourcing[®], the Vested business model, Vested concepts, and related intellectual property, evolved from a research project conducted by the University of Tennessee's College of Business Administration, are the property of Vested Outsourcing, Inc. and are subject to Terms of Use located at www.vestedway.com.termsofuse

*The materials contained in this presentation are copyrighted.
©2021 Vested Outsourcing, Inc. All Rights Reserved*

