# VESTED® FOUNDATION

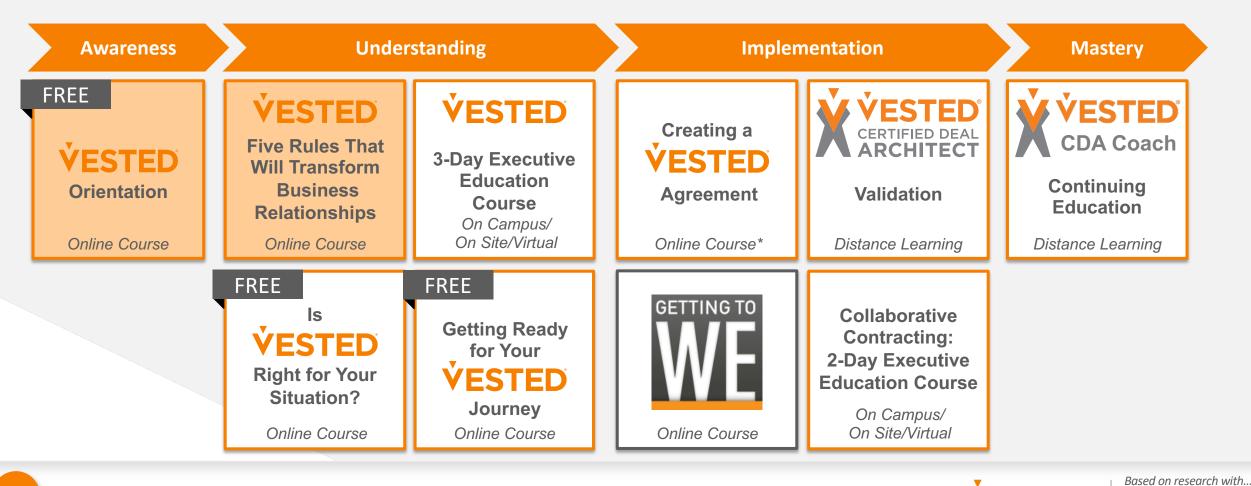
## About Each Course in Foundation Certification



#### 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





#### Awareness

#### **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

Introduction
 About the Research/Key Findings
 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







#### Understanding 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...



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





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