

VESTED[®] PRACTITIONER



About Each Course in Practitioner Certification

Practitioner Certification – Courses



Individuals must complete five courses to earn a Certified Vested Practitioner Certificate*



All orange highlighted courses above: required for Practitioner Certification

* Individuals pursuing their Practitioner Certificate do not have to complete the Foundation Certificate first. This allows people to skip the Vested Orientation basic course.

102 – 3-Day Executive Education Course



Onsite: Hosted in Knoxville, Stockholm and Amsterdam or available as a private course

Virtual: The virtual option than spans five 4-hour virtual sessions

- The 3-Day Executive Education course is ideal for companies who are uncertain whether Vested is right for them, or who are unsure how to start
- The course is designed to provide a comprehensive overview of the Vested business model; attendees see first hand how to develop their own highly collaborative Vested business model with their strategic partners
- The small class size provides a rich experience where participants can interact with the UT Faculty who created the Vested business model. In addition, the interactive Real Play® sessions allow you to identify gaps in your existing agreement and help you create an action plan for what needs to be done to shift your relationship to a Vested business model that will enable you – and your partner – to unlock hidden potential by creating a true win-win Vested approach.



The following page provides a course outline and learning objectives

This class is co-sponsored with Council of Supply Chain Management Professionals

UT is an IAOP Academic Alliance Partner, and this class has been accepted for the Certified Outsourcing Professional Bridge Program and qualifies for COP credit.

UT is also an NCMA Education Partner. Counts towards APICS recertification





What You Will Learn...



Even if you even if you don't intend to create a Vested agreement – you will walk away from this course with a practical, applied roadmap that will improve any relationship – not matter how big or small

Go behind the scenes with real case studies that profile how leading companies have applied a Vested business model to create true win-win business relationships yielding transformation results

- **Answer the question – Is Vested right for us?** by understanding the fundamental business model differences between traditional outsourcing approaches, performance-based approaches and the Vested business model – and when to apply them
- **Answer the question – Is our supplier is the right fit?** including identifying structural flaws and creating a roadmap for what needs to be done to shift your relationship to a Vested business model
- **Answer the question – Are we ready for Vested?** by working through the 5 key components of readiness and identifying your gaps
- **Answer the question – What resources do we need?** by getting hands-on experience and use of the Vested Toolkit[®], including practicing how to link Desired Outcomes to a Requirements Roadmap – a key to developing a sound Vested Agreement
- Leave the course with a **customized roadmap and action plan** for how you can begin to adopt a Vested business model in your organization

Cost: \$3,500*; \$1,750 If Repeating

This course can also be offered as a private course and delivered on site or in a virtual classroom for your organization

201 – Is Vested Right For Your Situation? (online)



- Like the idea of Vested but not sure it is the appropriate business model for your situation?
- This seven-topic **FREE online course** will help you answer the question “Is Vested right for your situation?”
- Start by understanding the basics of what a sourcing business model is and end the course by completing a Business Model Map for your potential partnership where you will determine if Vested is the best path for you



The following page provides a course outline and learning objectives



What You Will Learn...

FREE

Is Vested Right for You?

Introduction	Introduction – Leveraging this class
Topic 1	Why Change to Sourcing Business Models?
Topic 2	Sourcing Business Model Theory
Topic 3	Analyzing Sourcing Business Models
Topic 4	Using the Business Model Mapping Tool
Topic 5	Case Study – Shifting Up the Sourcing Continuum
Topic 6	Finding Additional Resources
Topic 7	What is Next on Your Journey?

The *Is Vested Right for Your Situation?* online course consists of seven self-paced video topics – each 20 minutes or less. Upon completion you will be able to:

- Understand the differences between Vested and the other six Sourcing Business Models
- Access resources to help you share the fundamentals of Sourcing Business Models with Key Stakeholders within your company
- Create a Sourcing Business Model Map for your spend category/deal/relationship
- Answer the question “Is Vested the most appropriate business model for my situation?”

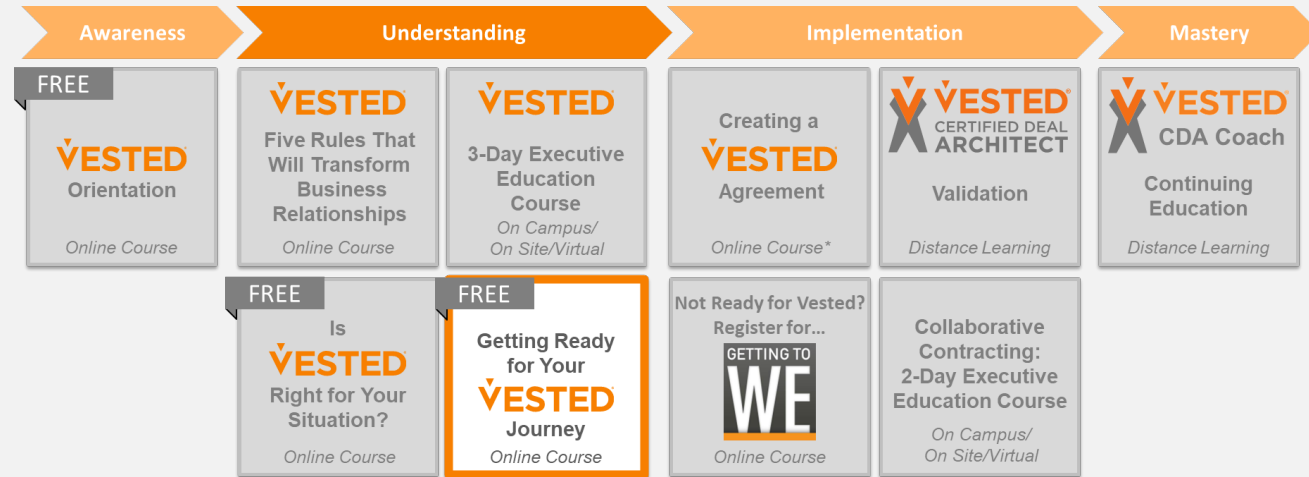
Cost: Free



Understanding

202 – Getting Ready For Your Vested Journey (online)

- You’ve learned enough about what Vested is
- You’ve completed a Sourcing Business Model Map and know it is a great option for your potential partnership
- So what is next?
- The **Getting Ready online course** is place to start your Vested journey
 - You will start the course with a quick readiness assessment
 - The course comes with 10 proven tools to help you close gaps in your readiness – including templates and resources to help you develop a project plan for your Vested initiative and determine who is best suited to be on your Deal Architect Team



The following page provides a course outline and learning objectives



What You Will Learn...

FREE

Getting Ready For Your Vested Journey

Intro	Getting the Most From This Course
Topic 1	Readiness Factors and Pitfalls
Topic 2	Completing a Readiness Assessment
Topic 3	Closing Gaps – Stakeholder Analysis
Topic 4	Closing Gaps – Vested Knowledge Base
Topic 5	Closing Gaps – Champions
Topic 6	Closing Gaps – Organizational Alignment
Topic 7	Closing Gaps – Guardrails
Topic 8	Building Your Team
Topic 9	Establishing a Steering Committee
Topic 10	Tips for Success – Structured Process
Topic 11	Planning Your Initiative

The **Getting Ready** online course consists of twelve self-paced video topics – each 20 minutes or less

- In this **online course** you will understand the five key "Readiness" factors that lay the foundation for a successful Vested journey, and complete a Readiness Self-Assessment to gauge your Readiness to kick off your Vested journey
- You will learn how to use resources and tools to help you close any gaps you have in Readiness before you start your Vested journey
- You will also learn from common pitfalls others have experienced so you can avoid similar mistakes

Cost: Free



Register [here](#)



Implementation

401 – Creating A Vested Agreement (online)

- Not everyone can come to the University of Tennessee. And organizations typically develop agreements with their business partner at a pace that is unique for them.
- For this reason we've created a unique **Creating a Vested Agreement online course** and comprehensive Vested Toolkit® you can use to help you to physically create an actual Vested agreement – regardless of your location
- Whether you are developing a contract for a new relationship, or restructuring an existing agreement, this course is a must-have resource that is your roadmap to creating your own Vested Agreement



* Prerequisites for **Creating a Vested Agreement** class are:

Five Rules, Is Vested Right?, Getting Ready, and the Vested 3-Day Executive Education Course



Be working with a Vested Center of Excellence

The following page provides a course outline and learning objectives

We have had individuals and organizations that want to use the course for educational purposes only and do not intend to create a Vested Agreement. The course can be repeated at no additional cost for up to one year when the individual/organization is ready to complete an actual Vested Agreement.





What You Will Learn...

- The ***Creating a Vested Agreement*** course is designed to help you and your partner (e.g., customer, supplier, non-profit alliance partner) jointly develop a Vested Agreement
 - The course consists of Seven Course Modules, with one Module dedicated to each of the Five Rules
 - Each Module includes several short (20 minutes or less) “Topics” where you will learn how to put the Vested theory into practice



- The course includes a comprehensive Vested Toolkit[®] that accompanies each module; when completed – you will create the physical deliverables and contractual schedules of your own Vested Agreement
- Ideally, all partners involved will take this course as a joint “deal architect team” and complete the work jointly using the Vested Toolkit provided

Cost: Individual Seat License for \$3,500*



Innovative Learning by Doing *RealPlay*® Method

Online Course



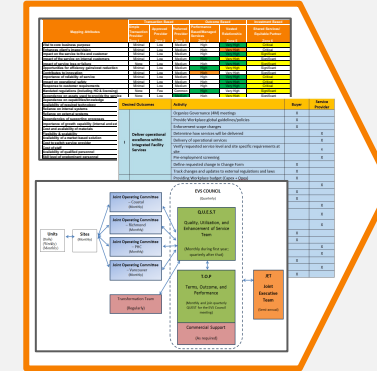
Vested Toolkit



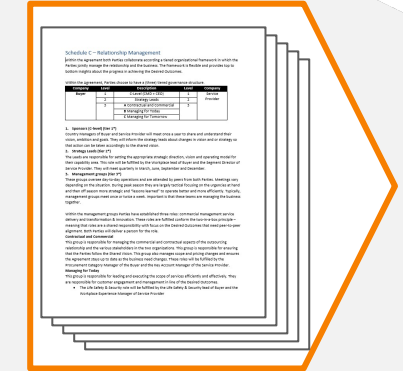
Workshops



Deliverables



Contract



- Team members review bite size video-based topics aligned to where you are in the Vested process enabling on demand “just-in-time learning”
- Includes a license to the comprehensive Vested Toolkit®

- Practical resources and guides support you in “doing” – helping you turn Vested theory into practice
 - Playbook provides the overall direction for each Vested Rule
 - Individual Toolkits are used for completing Deliverables

- The joint buyer-supplier Deal Architect Team comes together in a series of workshops to collaboratively make decisions using the Playbook and Toolkits

- Team members complete Deliverables as they work their way through the course/workshops one Rule at a time
- Core Team Leads ensure all Deliverables are complete

- Deliverables and decisions become the foundation of your agreement
- Use the easy to follow Contract Template and Deliverables checklist to ensure you are thinking through all aspects of your Vested Agreement

Build your contract as you go!

Workshop photo source: <https://commons.wikimedia.org/User 80686>



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