

# VEFAQ

## FREQUENTLY ASKED QUESTIONS

**How To Become a Certified Deal Architect**



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



## What

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 both coursework and as well as apply their knowledge in a real relationship/contract.

Individuals interested in pursuing their CDA must complete the required courses in the Certified Deal Architect program to qualify to become a CDA. Some of these courses are free, some are “live” schedule courses and others online/distance and be take “on demand” at your own pace. The live scheduled courses are offered in person at the University of Tennessee and at other locations around the world as well as through a live virtual option.



\* 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**

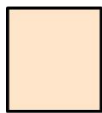
The UT Validation course (highlighted in orange above) is the capstone experience for the CDA program complete a [capstone course](#) which involves delivering a Vested agreement.<sup>1</sup> *Registering for the UT Validation course is a requirement for anyone wanting to become a Certified Deal Architect.*

<sup>1</sup> 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.

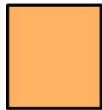


The UT Validation course provides CDA Candidates with feedback on how well they have applied the Vested 5 Rules/10 contractual Elements in their contract. Individuals submit their agreement/artifacts for review to a UT faculty member. If the agreement does not score at least 4 out of 5 on an element, 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.

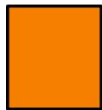
It is important to note that completing all of the course work is not essential if you are simply wanting to “do a deal”; however, all of the courses are required for those planning to earn their CDA.



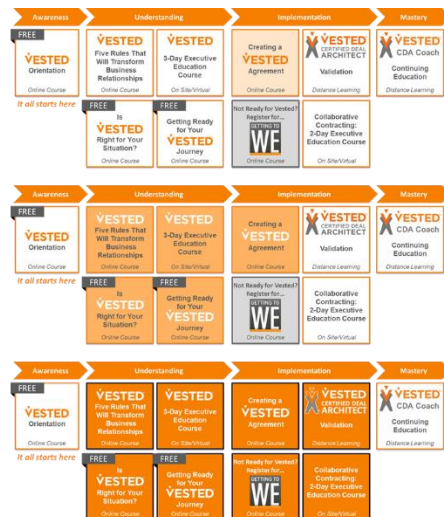
Required to do a deal if you are working with a Center of Excellence



Required to do a deal if you are doing a self-implementation without guidance from a Center of Excellence



Required to become a Certified Deal Architect



Besides the knowledge gained in the University of Tennessee courses, CDA Candidates must complete the 402 UT CDA Validation capstone course and apply that course knowledge by creating a Vested agreement. CDA Candidates should participate in the majority of the solutioning workshops where key decisions are made and play a significant role in at least some aspect of the writing of the actual contract.

The UT Validation course includes a formal validation review which is typically conducted remotely via Zoom/Teams Virtual coaching session 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 logo (at right) for promotional purposes for their company with the Vested agreement they have validated.

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.



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.<sup>2</sup> 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.

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





## When

The UT Validation course is undertaken after the individual(s) pursuing their CDA have completed their Vested Agreement. 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 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*
Is Vested Right For Your Situation?	Free
Getting Ready	Free
Vested Outsourcing Executive Education (offered on-site or virtual)	\$3500 onsite/ \$2975 virtual
Collaborative Contracting Executive Education (offered on-site or virtual)	\$2975 onsite/ \$2975 virtual
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. For example, the cost of four people on a deal time would cost \$2500 each. If the agreement does not pass (score at least 4 out of 5 across all 10 of the Vested Elements), your organization can resubmit the contract for additional reviews at the cost of \$2,000 per resubmission.



## 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 which is \$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, the UT Validation tuition 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 tuition was included as part of the coaching support proposal.



## ***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 updates 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 tools, 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’s 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 struggles 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](mailto:kvitasek@utk.edu)) for information about how you can license the Vested trademarks and tools for commercial purposes.





## Who Can Help

To learn more about the CDA program	Email <a href="mailto:VestedFaculty@utk.edu">VestedFaculty@utk.edu</a> and a UT Faculty member will schedule a conference call to answer your questions.
To get help on a deal you are working on	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.
To get group rate for any of our courses	Email Mike Watts ( <a href="mailto:mwattts10@utk.edu">mwattts10@utk.edu</a> ), the Chief of Staff for the Vested team
For help with registering for a course	Email Mike Watts ( <a href="mailto:mwattts10@utk.edu">mwattts10@utk.edu</a> ), the Chief of Staff for the Vested team
For a referral to a Vested Center of Excellence	Email Mike Watts ( <a href="mailto:mwattts10@utk.edu">mwattts10@utk.edu</a> ), the Chief of Staff for the Vested team
General Questions	Contact your local Center of Excellence or email <a href="mailto:VestedFaculty@utk.edu">VestedFaculty@utk.edu</a>



## FOR MORE INFORMATION ABOUT...

**The University of Tennessee** is highly regarded for its Graduate and Executive Education programs. Ranked #1 in the world in supply chain management research, researchers have authored seven books on the Vested business model and its application in strategic sourcing.



We encourage you to read the books on Vested, which can be found at most online book retailers (e.g., Amazon, Barnes and Noble) or at [www.vestedway.com/books](http://www.vestedway.com/books).

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](mailto:kvitasek@utk.edu)

