



Instructions for becoming a Certified Deal Architect



What do I do as a Certified Deal Architect?



The Certified Deal Architect (CDA) program is a highly regarded certification designed for people who are responsible for strategic partnerships and supplier/client relationships

- CDAs are individuals who have led at least one Vested deal and are skilled in the art, science, and practice of highly collaborative relationships
- CDAs typically are individuals who are responsible for more than one deal or individuals who will be leading their organization's future Vested agreements

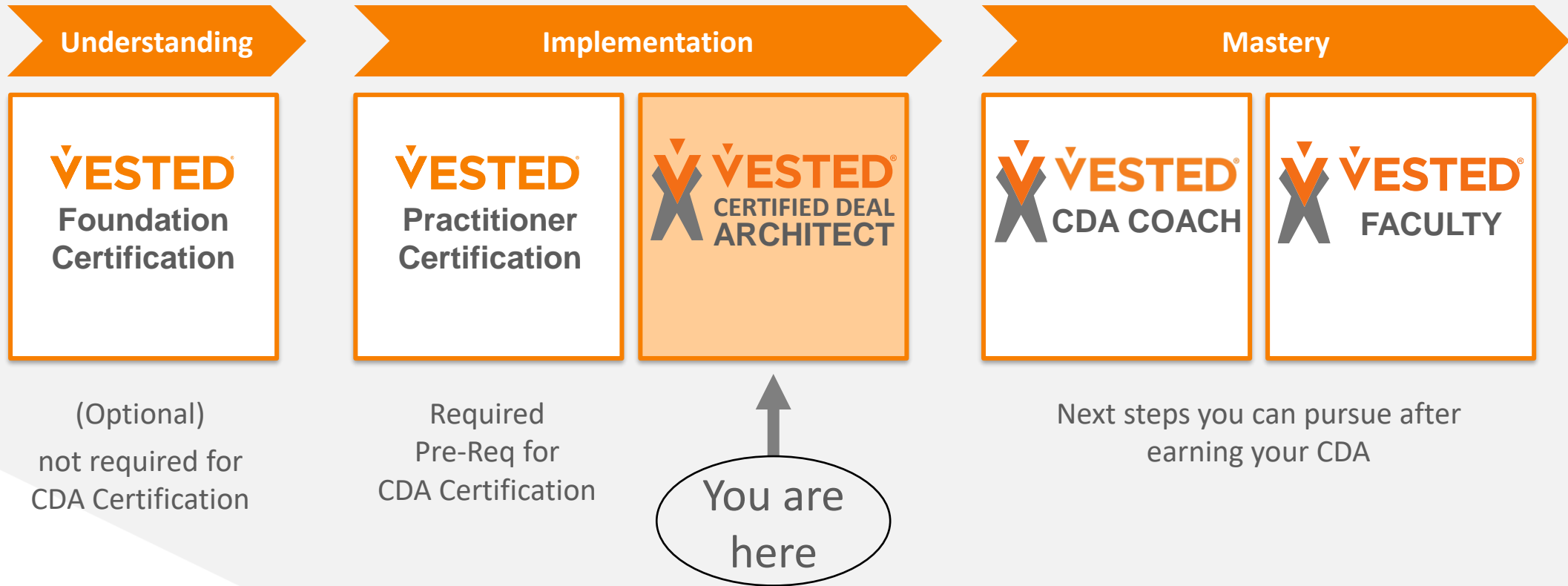




Where is CDA in the Vested Certification levels?

The CDA Certification is the 3rd of five Vested Certification levels

In order to become a CDA, you must have previously earned your Practitioner Certification





CDA Certification: Courses You Must Have Taken

Individuals wanting to become a Certified Deal Architect must complete *all* of the Vested courses and lead their organizations through the successful completion of a Vested Agreement, including completing a UT CDA Validation distance learning course



All orange highlighted courses above: required for CDA Certification



Workshops and Contract Work



In addition to the coursework CDA Candidates must also do the following:

- Participate in the majority of the solutioning workshops where key decisions were made
- Play a significant role in at least some aspect of the writing of the actual contract
- Complete the 402 UT CDA Validation capstone course that involves delivering a Vested agreement
 - In this course, your UT Faculty member will provide 1 on 1 to you/your team with feedback on how well you have applied the knowledge gained from the coursework.
 - Ideally teams use this feedback to make improvements to their agreement



CDA Certification Requirements

1. Complete each Topic in each Course
2. Pass the Quizzes for #3 & #4



There are *four* required elements you must complete to earn your CDA certification

Please complete each required element in its listed course. All of your courses can be found in your Vested "My Account" page.



1. Certified Deal Submission

(submitted in 402 UT CDA Validation course)



2. Practitioner Certification

(taken in Practitioner Certification course)



3. Getting to We

(Quiz taken in 301 Getting to We course)



4. Collaborative Contracting

(Quiz taken in 302 Collaborative Contracting course)

If you are having trouble accessing a course or cannot access a course at all, please email Mike Watts at mwatts10@utk.edu for assistance.



CDA Certification: Course Requirements



- Take each required course
- As you complete each Topic, close the video to return to the Topic Screen
- You must click the **Mark Complete** button to assure you receive credit for completing each Topic

An Introduction to Getting to We

AUGUST 31, 2020 BY KATE VITASEK

301 – Getting To We (online) > Introduction > An Introduction to Getting to We

IN PROGRESS

MODULE PROGRESS

0% COMPLETE

Topic

Materials

VESTED 

Introduction

Based on research with...
T HASLAM
COLLEGE OF BUSINESS
THE UNIVERSITY OF TENNESSEE, KNOXVILLE

Mark Complete ✓

Back to Module

Next Topic >



CDA Certification: About each Requirement



1. **Certified Deal Submission**
(submitted in 402 UT CDA Validation course)



2. **Practitioner Certification**
(taken in Practitioner Certification course)



3. **Getting to We Quiz**
(taken in 301 Getting to We course)



4. **Collaborative Contracting Quiz**
(taken in 302 Collaborative Contracting course)

Description

Avg. Time to Complete

completed deal 3-7 months*

175 questions 2-3 hours

20 questions 20-25 minutes

20 questions 20-25 minutes

*The time to complete the Certified Deal Submission varies. Once you have submitted your deal in the 402 course, please allow approximately 2 weeks for the Vested faculty to review your deal and provide feedback, and to either approve your deal or provide feedback for revisions during one-on-one dialogues to discuss potential gaps.



CDA Certification: Are you ready?



Learn More About Vested Certified Deal Architect (CDA) Certification

SEPTEMBER 7, 2021 BY KATE VITASEK

0% COMPLETE 0/5 Steps

An ongoing continuing education program that brings both on-demand and in-person learning opportunities to CDAs, and is designed to give all CDAs the ability to stay current. Ready to begin your CDA Certification Program? Click below to begin.



Click through the slides above for instructions for becoming a Certified Deal Architect (CDA). This is the next step for current Certified Vested Practitioners. There are several pre-requisites before you can take this certification, so please read through the above thoroughly to learn about the requirements.

Course Content

About the Certified Deal Architect (CDA) Program

One-Page Overview of CDA Certification

CDA FAQ

About Each Course in CDA Certification

Instructions for Becoming a CDA

Final Step: Print Your CDA Certificate

Print Your CDA Certificate

- To check if you have completed all of the requirements and courses, go down to the “**Print Your CDA Certificate**” section of the course

- On the next screen, click on **click here**

Print Your CDA Certificate

SEPTEMBER 7, 2021 BY KATE VITASEK

[Learn More About Vested Certified Deal Architect \(CDA\) Certification](#) > [Print Your CDA Certificate](#)

IN PROGRESS

Once you have completed the courses required for this certification, please [click here](#) to print your certificate.



CDA Certification: Are you ready?

- If you have not completed all of the requirements, the next screen will advise what remains
- If you have completed the requirements, you then proceed to the Final Step by clicking on **Final Step: Print Your Certificate**

Print Your Vested Certified Deal Architect (CDA) Certificate

SEPTEMBER 7, 2021 BY KATE VITASEK



To take this course, you need to complete the following courses first: [301 – Getting To We \(online\)](#), [302 – Collaborative Contracting Executive Education \(online and virtual live course\)](#), [402 – CDA Validation \(virtual live\)](#)

Print Your Vested Certified Deal Architect (CDA) Certificate

SEPTEMBER 7, 2021 BY KATE VITASEK

0% COMPLETE 0/1 Steps

Congratulations on completing the required courses to become a Certified Deal Architect (CDA). This is the next step for current Certified Vested Practitioners. Please select the topic below to complete the final step and print your certificate.

Course Content

Expand All

Final Step: Print Your CDA Certificate

Final Step: Print Your Certificate
1 Quiz



Note: Certified Deal Submission



NOTE: You submit your deal for certification in the 402 UT CDA Validation Course

Your Certified Deal Submission must be *APPROVED* by Vested faculty before you can complete the “Final Step” verification checklist

Once you have submitted your deal in the 402 UT CDA Validation course, please allow approximately 2 weeks for the Vested faculty to review your deal and provide feedback, and to either approve your deal or provide feedback for revisions

If there are revisions to be made, a Vested faculty will host one-on-one dialogues to discuss potential gaps in your deal



Print Your CDA Certificate

- Click the **Final Step** on the next screen
- On the next screen, verify that you have completed all of the Requirements and click **Next**
- On the next screen, type in the way you want your name to appear on your CDA plaque, your address and click **Finish Quiz**
- On the next screen, print your CDA Certificate

Final Step: Print Your Certificate

JULY 3, 2021 BY KATE VITASEK

Print Your Vested Certified Deal Architect (CDA) Certificate > Final Step: Print Your Certificate

IN PROGRESS

Module Content

Final Step: CDA Verification Checklist

CDA Verification Checklist

I verify that I have submitted my Certified Deal, earned my Practitioner Certification, and taken and passed the Getting to We and Collaborative Contracting quizzes

I have received notification that my Deal has been APPROVED by a Vested faculty

Next

Please input your preferred name to be printed on your CDA plaque, and your mailing address for the University of Tennessee to send your plaque to.

CDA Candidate
1234 Main Street
Wauseon, OH 43567

This response will be awarded full points automatically, but it can be reviewed and adjusted after submission.

Finish Quiz

RESULTS

2 of 2 Questions answered correctly

You have reached 5 of 5 point(s), (100%)

PRINT YOUR CERTIFICATE

Congrats on becoming a Certified Deal Architect!

You can print your digital certificate using the button above, and you will also be mailed your CDA plaque in the next few weeks. Congrats!





Receive your CDA Certificate and Plaque



Once you are certified as a CDA, in addition to being able to print your digital certificate, you will also be mailed a plaque

Congrats on becoming a Certified Deal Architect!





Benefits You Unlock as a CDA

Within a few days, you will be granted a one-year renewable access to the CDA Coach Library, which contains resources for CDAs

You will also have access to all the Vested and CDA logos and can use the CDA logo in your email signature

In addition, you will have invitation-only access to the **annual CDA Conference** where you can network and learn from other CDAs that have done Vested deals



CDA Coach Library

APRIL 18, 2020 BY ELIZABETH KANNA

28% COMPLETE Last activity on September 7, 2021 9:04 am IN PROGRESS

Course Content Expand All

- Vested Shared Vision & Desired Outcomes
3 Topics ✓
- Relational Contracting vs. Vested
- FAQs
- The Vested Glossary

Awareness

- Vested Way eBook
- Vested 101 Presentatio



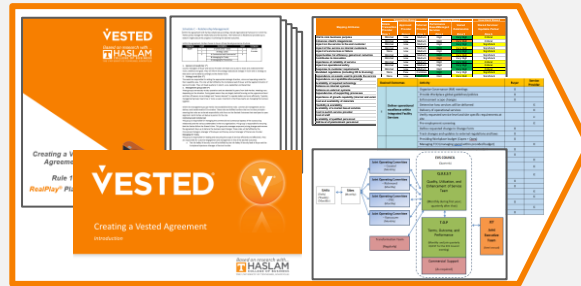


More Benefits You Unlock as a CDA



Recognition

- A prestigious certification
- Use of the CDA Logo (for business cards, etc.)
- Use of the term Certified Deal Architect (for LinkedIn, etc.)



Continued use of the Vested IP to use with other deals

- Access to latest revisions to the Vested courseware
- A “push” notification of new resources, case studies, tools, etc.



Access to the Vested Network

- Invitation-only access to the Annual CDA Conference
- Invitation-only access to the CDA Network
- Connect with Vested faculty even after you graduate



Affiliation with a “home” Vested Center of Excellence

- Network on a regional or more local level
- Meet other CDAs

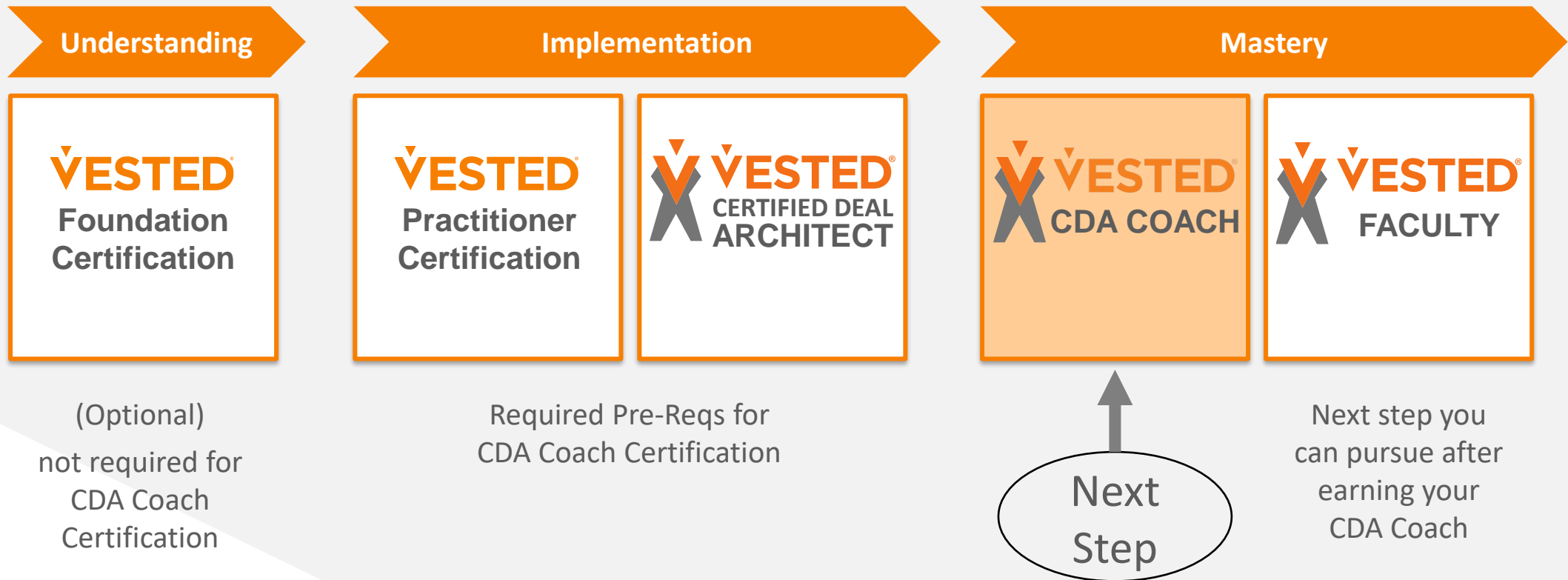
For more information...  [CDA FAQ](#)



Next Step: Becoming a CDA Coach

Once you are a CDA, you are eligible to enroll in our CDA Coaching Program where you can further improve your skills to not just architect a deal but learn how to coach deal teams

Within a next few days, you will be emailed a scholarship code for one year free in the 501 CDA Coach Program course





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