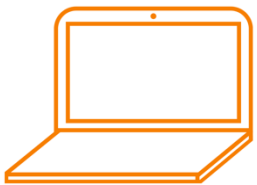




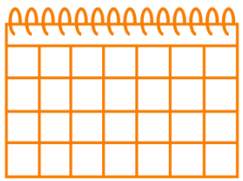
## HIGHLY INTERACTIVE VIRTUAL FORMAT !

The Vested Outsourcing Executive Education course is a crash course on the why, what and how of the Vested business model. This course is ideal for those who want to immerse themselves in the fundamentals of Vested. The highly interactive format enables participants to challenge the Vested faculty with their questions and learn how organizations are putting the theory into practice. Participants also engage in a series of *RealPlay*® exercises in virtual teams where they learn how Vested will change the game of how they work with potential business partners.



### FORMAT:

- 5 mini **zoom** sessions
- Highly interactive discussion and *RealPlay*® exercises
- Q&A sessions with real deal teams



### WHEN:

- January 23, 30, February 4, 13 and 20 2025
- Classes start at 9am Eastern / 3pm CET
- Sessions are 4 hours
- See following page for detailed schedule



### COST:

- \$2975
- Groups of 3+ receive an additional 15% discount (\$2529)
- Added benefit of no travel costs



### REGISTER:

- Use [this link](#) to register (use Vested as the program category)
- Or Email Kate Vitasek ([kvitasek@utk.edu](mailto:kvitasek@utk.edu))
- Or Call Kate Vitasek at 425-985-6396

Prior to each virtual session, participants complete pre-work such as reviewing a case study of a Vested deal in practice. In addition, attendees are asked to come to the course having done a self-assessment on an existing relationship to increase the impact of the learning. Participants leave the course with a license to the Five Rules online course (\$495 value) and access to 50+ resources and tools to give you a jump start on your Vested journey.



Session 1	Session 2	Session 3	Session 4	Session 5
Thursday Jan 23, 2025	Thursday Jan 30, 2025	Tuesday Feb 4, 2025	Thursday Feb 13, 2025	Thursday Feb 20, 2025
<p><b>Topic 0</b> 7:00 – 8:00</p> <p>Intro / Create Teams / Intro to Mural</p>	<p><b>Topic 3a</b> 7:00 – 8:15</p> <p><i>Is Vested Right for Your Situation: Sourcing Business Models - - BMM Breakout</i></p>	<p><b>Topic 4b</b> 7:00 – 8:15</p> <p><i>Partner Fit Discussion: Request for Partner</i></p>	<p><b>Topic 7</b> 7:00 – 8:15</p> <p><i>Doing a Deal: Requirements Roadmap Breakout and Discussion</i></p>	<p><b>Topic 9</b> 7:00 – 8:00</p> <p>Case Study Discussion</p>
8:00 – 8:20 Break				8:00 – 8:20 Break
<p><b>Topic 1</b> <i>What is Vested</i> Discussion 8:20 – 9:15</p>	8:15 – 8:35 Break	8:15 – 8:35 Break	8:15 – 8:35 Break	<p><b>Topic 10</b> 8:20 – 9:10</p> <p><i>Getting Started: Advice for Getting Started</i></p>
9:15 – 9:35 Break	<p><b>Topic 3b</b> 8:35 – 9:30</p> <p><i>Is Vested Right for Your Situation: SBM Discussion</i></p>	<p><b>Topic 5</b> 8:35 – 9:15</p> <p>Review Readiness Self- Assessments</p>	<p><b>Topic 8a</b> 8:35 – 9:15</p> <p><i>Doing a Deal: Pricing Model Q&amp;A and Discussion</i></p>	9:10 – 9:30 Break
<p><b>Topic 2</b> 9:35 – 10:45</p> <p>Case Study Discussion</p>	9:30 – 9:50 Break	<p><b>Topic 6</b> 9:35 – 10:45</p> <p><i>Getting Ready: Stakeholder Breakout and Discussion</i></p>	<p><b>Topic 8b</b> 9:30 – 10:45</p> <p><i>Doing a Deal: Pricing Model Breakout</i></p>	<p><b>Topic 11</b> 9:30 – 10:30</p> <p>Ask the Expert Panel</p>
10:45-11:00 Wrap and Prime for next session	<p><b>Topic 4a</b> 9:50 – 10:45</p> <p><i>Partner Fit Discussion: Trust, Transparency and Cultural Fit</i></p>	<p><b>Topic 6</b> 9:35 – 10:45</p> <p><i>Getting Ready: Stakeholder Breakout and Discussion</i></p>	<p><b>Topic 8b</b> 9:30 – 10:45</p> <p><i>Doing a Deal: Pricing Model Breakout</i></p>	<p><b>Topic 11</b> 9:30 – 10:30</p> <p>Ask the Expert Panel</p>
10:45-11:00 Wrap and Prime for next session	10:45-11:00 Wrap and Prime for next session	10:45-11:00 Wrap and Prime for next session	10:45-11:00 Wrap and Prime for next session	10:30 – 11:00 Wrap up

*Please plan ahead: we start **and** end class on time!*