

# Kate Vitasek



Kate Vitasek is an international authority for her award-winning research and Vested® business model for highly collaborative relationships. Vitasek, a Faculty member at the University of Tennessee, has been lauded by World Trade Magazine as one of the “Fabulous 50+1” most influential people impacting global commerce.

Her pioneering work has led to 6 books, including: *Vested Outsourcing: Five Rules That Will Transform Outsourcing*, *Vested: How P&G, McDonald’s and Microsoft Are Redefining Winning in Business Relationships* and *Getting to We: Negotiating Agreements for Highly Collaborative Relationships*. Vitasek’s work also won the Supply Chain Council’s Academic Advancement award for its impact in advancing business.

Vitasek is internationally recognized for her practical and research-based advice for driving transformation and innovation through highly collaborative and strategic partnerships. She has appeared on CNN International, Bloomberg, NPR, and on Fox Business News. Her work has been featured in over 300 articles in publications like Forbes, Chief Executive Magazine, CIO Magazine, The Wall Street Journal, Journal of Commerce, World Trade Magazine, and Outsource Magazine. Passionate in her quest to help companies transform their business relationships, Vitasek inspires and motivates business leaders in the University’s onsite and online courses and her popular keynote addresses at major industry events and conferences.

Prior to joining the University of Tennessee, Vitasek’s storied career includes positions with P&G, Microsoft, Accenture, Stream International and founding Supply Chain Visions—a boutique-consulting firm recognized by ARC Advisory Group as one of the “10 Coolest” Boutique Consulting firms.