

KATE VITASEK

Crack The Code On Collaboration

- International authority on creating highly collaborative business relationships
- Author of nine books and over 400 articles including HBR, Chief Executive and World Financial Review
- Architect of the award-winning “Vested” business model
- 2025 *Thinkers50* Breakthrough Idea Award Recipient
- Featured on Fox Business News, CNN International, NPR and Bloomberg



**BREAKTHROUGH
IDEA AWARD**

2025 RECIPIENT

**Faculty, Distinguished Fellow and
Graduate & Executive Education Faculty
University of Tennessee**

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“Kate is the cutting-edge big thinker behind getting collaboration right.”

Magnus Kuchler, Markets Leader, Nordics and Country Managing Partner EY Sweden

Meet Kate...

Kate Vitasek an international authority on how to build and sustain highly collaborative relationships. She received the Thinkers50 Breakthrough Idea Award in 2025 and is lauded by World Trade Magazine as one of the “Fabulous 50+1” most influential people impacting global commerce. She has been featured on CNN International, Bloomberg, NPR, Fox Business News, and Forbes.

Vitasek is a Distinguished Fellow and Graduate & Executive Education Faculty at the University of Tennessee’s Haslam College of Business. Her award-winning research on the Vested® business model has been adopted by over 150 organization such such as bp, Intel, EY and the Canadian government for its ability to create true win-win business relationships.

Vitasek is the author of nine books and over 400 articles in publications including Harvard Business Review, Chief Executive Magazine, The Economist, FAST Company, Information Week, CIO Magazine, World Financial Review and Supply Chain Management Review.

She is in both the Sourcing Industry Group and the International Association of Outsourcing Professional’s “Hall of Fame,” and is a World Commerce and Contracting “Fellow.” Prior to making the shift to academia, Vitasek held positions on all sides of the business table: the buy side (Microsoft), the sell-side (Stream International and Modus Media) and the consulting side (Accenture).



Alternative Length Bios

50 Words

Kate Vitasek is an international authority on collaboration and creator of the award-winning Vested® business model. A University of Tennessee faculty member and author of nine books, she received the 2025 Thinkers50 Breakthrough Idea Award and was named by *World Trade Magazine* among the “Fabulous 50+1” most influential voices in global commerce.

75 Words

Kate Vitasek is an international authority on collaboration and trust-based relationships. Creator of the award-winning Vested® business model, she serves on the University of Tennessee faculty and is author of nine books. Recognized with the 2025 Thinkers50 Breakthrough Idea Award and named by *World Trade Magazine* among the “Fabulous 50+1” most influential voices in global commerce, Vitasek’s work has been featured on CNN, Bloomberg, NPR, Fox Business, and in *Harvard Business Review* and 400+ other publications.

100 Words

Kate Vitasek is an international authority on collaboration and creator of the award-winning Vested® business model for highly strategic partnerships. A Faculty member at the University of Tennessee, she received the 2025 Thinkers50 Breakthrough Idea Award and was named by *World Trade Magazine* among the “Fabulous 50+1” most influential people impacting global commerce. Author of nine books including *Vested*, *Getting to We*, and *Contracting in the New Economy*—Vitasek’s pioneering research continues to reshape how organizations build trust and create value together. Her work has been featured on CNN International, Bloomberg, NPR, and Fox Business News.

150 Words

Kate Vitasek is an international authority recognized for her award-winning research and creation of the Vested® business model for highly collaborative, win-win relationships. A Faculty member at the University of Tennessee, she received the 2025 Thinkers50 Breakthrough Idea Award and was named by *World Trade Magazine* among the “Fabulous 50+1” most influential people impacting global commerce.

Author of nine books—including *The Vested Way: Five Rules for Achieving the Impossible*, *Getting to We*, and *Contracting in the New Economy*—Vitasek is known for her research-driven yet practical insights that inspire transformation



Let's Connect!

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