



MOA SIGNING CEREMONY

HANOI UNIVERSITY AND THE UNIVERSITY OF CANBERRA (AUSTRALIA)
MASTER OF TESOL & FLT PROGRAM



& Education Skills Update in Vietnam 2018 - 2019

Education & Skills Update in Vietnam



Ms Joanna Wood

*Education Counsellor
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Australian Embassy Vietnam*

This year marks 25 years since the Australian Government, Department of Education signed the first Memorandum of Understanding with the Government of Vietnam, Ministry of Education and Training. Our bilateral education and training relationship continues to go from strength-to strength, with more workshops, events, Ministerial visits and other activities.

This update highlights activities that continue to support the *National Strategy for International Education 2025 and Australian International Education 2025*.

Highlights of the year include the:

- visits by **Senator the Hon Michaelia Cash**, Minister for Employment, Skills, Small and Family

Business and the **Hon Gayle Tierney MP**, Victorian Minister for Training and Skills and Minister for Higher Education;

- **20th anniversary of Know One Teach One (KOTO)**, a social enterprise delivering Australian vocational education and training qualifications;
- launch of the inaugural **Australia Vietnam Centre of Excellence in Teacher Training** by Box Hill Institute, which will deliver the Australian Government's International Skills Training Courses;
- launch of the **Inspired Potential** publication that identifies innovative research collaboration between Australia and Vietnam;



Ms Yvonne Chan

*Senior Trade Commissioner
Australian Trade and Investment Commission
Vietnam*

- **Australia-Vietnam School Partnership Showcase** which strengthened collaboration opportunities in the schools sector, across subjects including curriculum design and professional teacher training;
- **Australia-Vietnam Tourism and Hospitality Education and Training Showcase** that capitalised on the growing opportunities in Vietnam's tourism sector;
- inaugural **digital delivery of the annual Future Unlimited education agent briefing** in Vietnam using the Webex platform;
- opening of the **Hanoi Adelaide School**, which offers Australian school education.

Both Education and Austrade are committed to raising the profile of Australian education and training in Vietnam and we hope you will find this update useful.

To stay up to date about Education activities in Vietnam, please visit our Facebook page: Australian Education in Vietnam.



<https://www.facebook.com/AustralianEducationinVietnam>



Australian Government
Department of Education



Ms Joanna Wood, Education Counsellor, at the ASPIRES workshop on 'Centres of excellence – partnering with industry' – 14 June 2019, Hanoi



Dr Richard Ede, Director and CEO and Mr Stephen Marks, Board Chair from Chisholm Institute, Ms Joanna Wood, Education Counsellor and Dr Trung Anh Dung, Deputy Director, DVET and Vietnamese industry representatives at the ASPIRES workshop on 'VET – A return on investment' – 6 September 2018, Hanoi



The ASPIRES workshop on 'Centres of excellence – partnering with industry' – 14 June 2019, Hanoi

ASPIRES – Australian Speakers and Partners in Research, Education and Skills

The Education Team at the Australian Embassy have delivered 11 successful ASPIRES events in collaboration with the Government of Vietnam and Australian education and training providers. Our ASPIRES events this year continue to contribute significantly to our education diplomacy approach, attracting a remarkable number of participants and media attention.

With a focus on industry links, the workshop 'Vocational education training (VET) - A return on investment' provided a valuable platform for Chisholm Institute executives and industry representatives from Vietnam to share their insights on how to work collaboratively to achieve more effective and practical outcomes for students, institutions and employers.

In the higher education space, we co-organised a workshop with Vietnam's Ministry of Education and Training to discuss how universities can and should work closely with industry, with

appropriate incentives from all levels of governments, to deliver the cross-sectoral, inter-disciplinary responses to borderless issues in a world of extensive, rapid technological changes.

With outstanding speakers from Swinburne University of Technology (Australia) and FPT University (Vietnam), the workshop attracted over 60 participants including senior policy makers, university leaders and education



Panel discussion session with executives from the Australian Embassy, Swinburne University of Technology, FPT University and the University of Da Nang at the ASPIRES workshop on 'Preparing a future technology workforce' – 14 May 2019, Hanoi

practitioners from Hanoi, Da Nang and other cities in Vietnam as well as media attention.

We also brought ASPIRES to a local university for the first time. 'Mental health – challenges and possibilities' was the topic of the ASPIRES seminar at Hanoi Medical University (HMU). Mental health experts from the University of Queensland had an open discussion with academic staff and

students at HMU about the importance of mental health, especially the need for all doctors to be trained and educated in the subject. Professor Stuart Carney from UQ shared useful knowledge and practical experiences in mental illness treatment and mental health care, and thereby affirmed Australia's excellence in medical education and proposed ways in which Australia could assist Vietnam.

We wrapped up the second ASPIRES series with a workshop on industry engagement in VET, with speakers from Box Hill Institute – CEO Vivienne King and Ms Ann Goodman. Leaders from Vietnamese VET institutions had the opportunity to hear from the panellists, including representatives from government, industry and institutions, on how VET institutions can develop Centres of Excellence by partnering with industry to deliver high quality and industry relevant training courses in Vietnam.



Professor Stuart Carney, Medical Dean, Faculty of Medicine at the University of Queensland at the ASPIRES seminar on 'Mental health – challenges and possibilities' – 27 May 2019, Hanoi

Australian Education in Vietnam Advisory Group

Since inception in August 2017, the Advisory Group has met eight times in Hanoi and Ho Chi Minh City. The meetings had different focuses, derived from members' interests and shared concerns around the challenges that Australian international education currently faces in Vietnam.

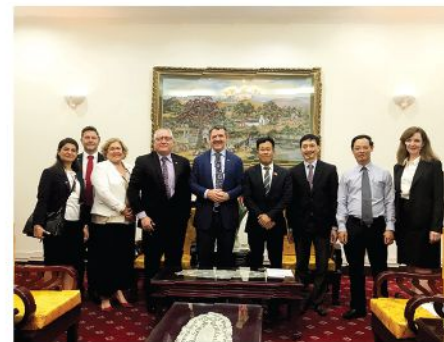
One of the aims of the group was to discuss new approaches to improve the knowledge and performance of education agents, who recruit 70 per cent of students in the Vietnamese market.

Members received an overview of the *National Foreign Languages Project* and had the opportunity to discuss new potential for Australia in the English language training sector with Ms Nguyen

Thi Mai Huu, Director of the *National Foreign Languages Project*.

The meeting in January 2019 focused on the opportunities for research collaboration between Australia and Vietnam. Senior representatives from the Ministry of Education and Training and the National Agency for Science and Technology Development shared Vietnam's current research priorities and funding mechanisms with Advisory Group members.

In April 2019, members had a thorough discussion around Vietnamese students studying in Australia. Discussion items included recruitment trends, visa numbers and promotion and marketing strategies to strengthen Australia's position as a leading study abroad destination for Vietnamese students.



The Hon Michael Gunner, Chief Minister of the Northern Territory of Australia and Prof Le Quan, MOLISA Vice Minister at a meeting – 7 November 2018, Hanoi

The Hon Michael Gunner, Chief Minister of the Northern Territory of Australia

Chief Minister of Northern Territory of Australia, Michael Gunner, made an official visit to Vietnam in November 2018. During his visit, the Chief Minister met with Vice Ministers from the Ministry of Education and Training (MOET) and the Ministry of Labour, Invalids and Social Affairs (MOLISA) to discuss potential cooperation opportunities around higher education and VET between the Northern Territory and Vietnam.



The Hon Gayle Tierney MP, Victorian Minister for Training and Skills and Minister for Higher Education met with staff and students of Hanoi University – 14 June 2019, Hanoi

High level visits in education and training

Australian Minister for Employment, Skills, Small and Family Business, Senator the Honourable Michaelia Cash

During her visit to Vietnam, Senator the Hon Michaelia Cash paid a visit to Know One Teach One (KOTO), Vietnam's first social enterprise. Minister Cash had a cooking lesson with the trainers and students from KOTO before attending a Roundtable with prominent Australian Alumni who work in the education and skills sector in Vietnam.



Australian Minister for Employment, Skills, Small and Family Business, Senator the Hon Michaelia Cash joins a cooking lesson at KOTO – 13 September 2018, Hanoi

The Hon Gayle Tierney MP, Victorian Minister for Training and Skills and Minister for Higher Education

The Hon Gayle Tierney's visit to Vietnam in June 2019 has fostered and reaffirmed Vietnam's position as one of Australia's closest partners in education and training.

During her visit, the Minister met with leaders from MOLISA to discuss the current challenges Vietnam faces in skills, and

Vietnam's approach to address these challenges. The Minister also explored opportunities for training providers in Victoria to contribute to upskilling Vietnam's large and diverse workforce.

The Minister also had a visit to Hanoi University where she met and talked with senior executives, alumni and university students about institutional collaboration and the future of work.

Facilitating institutional collaboration



Ms Joanna Wood, Education Counsellor chairing a discussion at the workshop on 'Australia - Vietnam institutional collaboration and capacity building for teachers in VET' – 18 September 2018, Hanoi

Australia – Vietnam institutional collaboration and capacity building for teachers in Vocational Education and Training

On 18th September 2018, as invited by the Directorate of Vocational Education and Training (DVET), the Education Counsellor chaired a workshop on how to improve the capacity of VET trainers in Vietnam with a range of specific courses, including International Skills Training Courses for Trainers and Assessors developed by the Australian Government.

The workshop attracted a large number of leaders from DOLISA* in different cities and provinces as well as representatives from VET providers.

Led by Austrade and the Department of Education, Vietnamese and Australian VET providers discussed a possible process to increase institutional collaboration between Vietnamese and Australian VET institutions. As an outcome of the workshop, Austrade, the Department of Education and DVET have agreed on a streamlined process to facilitate institutional collaboration between Australian and Vietnamese training providers.

Launch of the Australia Vietnam Centre of Excellence

The launch of the Australia Vietnam Centre of Excellence (AVCOE) in VET teacher training, with the presence of the Hon Gayle Tierney MP, Minister for Training and Skills and Minister for Higher Education, marked a new milestone in the bilateral cooperation between Australia and Vietnam in this area.

Established under the collaboration between Hanoi College of Electro Mechanics and Box Hill Institute, the Centre provides short-course capacity building programs for local VET teachers against Australian standards. All learners who successfully complete an International Skills Training (IST) course will be awarded a completion certificate carrying the Australia Future Unlimited brand. The Centre will deliver meaningful and practical assistance to help Vietnam meet its increasing demand for high-quality trainers and assessors, which is the foundation of a modern industry relevant training system.

* Department of Labour, Invalids and Social Affairs



Launch of the Australia Vietnam Centre of Excellence under the collaboration between Hanoi College of Electro Mechanics, Vietnam and Box Hill Institute, Australia – 14 June 2019, Hanoi



MOU signing ceremony between RMIT and the National Foreign Languages Project – 16 April 2019, Hanoi

MOU between RMIT and National Foreign Languages Project

On 16th April 2019, RMIT signed a Memorandum of Understanding (MoU) with the National Foreign Languages Project, MOET. The MoU focuses on teachers' capability improvement and the development of digital teaching methods, content and learning platforms. RMIT and MOET will also look to set up national guidelines for testing and assessment E-learning systems and foster academic exchange.

Visit to start-ups founded by Australian Alumni

In November 2018, Australian Ambassador to Vietnam H.E. Mr Craig Chittick and Education Counsellor Ms Joanna Wood paid a visit to Early Start JSC, a start-up company founded by Hoang Dao, an Australian alumnus. Early Start is well known for its educational apps, which have attracted over 5 million users from 100 countries. This visit was a great opportunity for the Australian Embassy to maintain a close relationship with Australian alumni and to discuss potential collaboration between Early Start JSC and other Australian stakeholders in the Edu-tech sector.



Ms Joanna Wood, Education Counsellor, Mr Hoang Dao, CEO and Co-founder of Early Start and staff – 9 November 2018, Hanoi

At the end of May 2019, the Education Counsellor visited Student Life Care centre – a start-up co-founded by Mr Eric Ha, an outstanding Australian alumnus. Student Life Care provides services to Vietnamese students before and during their time studying abroad. Joanna and Eric had a fruitful discussion on how Student Life Care can expand their services to Vietnamese students in not only Australia but also other countries.



Ms Joanna Wood, Education Counsellor and Mr Eric Ha, Co-founder of Student Life Care Ltd.

Other education activities

KOTO 20th Anniversary

2019 marks the 20th anniversary of KOTO - Know One Teach One. KOTO, through collaboration with Australia's Box Hill Institute, provides a free, two-year Australian Certificate III in Hospitality, English and Life Skills to disadvantaged youth from a training centre and two training restaurants in Hanoi and Ho Chi Minh City.

Established by Vietnamese Australian Jimmy Pham, KOTO was the first social enterprise recognised by the Vietnamese government.

The KOTO Graduation Ceremony in June was a signature event to celebrate the milestone and to look back at KOTO's 20-year journey of



MOU signing ceremony between RMIT and the National Foreign Languages Project – 16 April 2019, Hanoi

changing the lives of disadvantaged and marginalised youth from across Vietnam.

As part of the anniversary activities, Ms Joanna Wood shared her practical knowledge on career planning with KOTO alumni.

Australia - Vietnam Young Leadership Dialogue 2019

The Australia - Vietnam Young Leadership Dialogue (AVYLD) is an independent non-profit initiative established to nurture relationships, promote engagement and incubate collaboration between Australian and Vietnamese young leaders from a broad spectrum of society.

This year, the Education Counsellor participated in the AVYLD as an advisory board member and mentor. Ms Wood provided mentorship to the AVYLD working groups whose projects focus on Quality Education under Sustainable Development Goal (SDG) 4.

As part of the 2019 program, Ms Wood also facilitated a panel discussion on 'Educating for the future'.



Ms Joanna Wood, Education Counsellor, Ms Thao Nguyen, Founder of AVYLD and AVYLD delegates

The 2019 AVYLD aims to strengthen mutual understanding between leaders of the two countries to create a sustainable future together. The program intends to shape AVYLD young leaders to think more deeply about their role and responsibility in building a country and world that is prosperous for all, while avoiding further degradation of our ecological system.



Hanoi Adelaide School Opening Ceremony – 5 September 2019, Hanoi

Education and Science Counsellor attended Hanoi Adelaide School Opening Ceremony

At the Hanoi Adelaide School Opening Ceremony on 5th September 2018, Australian Education Counsellor Joanna Wood joined and delivered an insightful speech on Australian education, culture and the Vietnam – Australia partnership in education and training.

Hanoi Adelaide School students enjoyed a quiz with Ms Wood and learned many interesting facts about Australia. The School is the first to deliver the South Australian curriculum in Hanoi.

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Promotional events

Outreach to the highlands of Vietnam – September 2018

Austrade led representatives of seven Australian institutions to promote Australian education in Da Lat.

The group attended the School Open Day at Da Lat Vocational Training College (DVTC), launched an Australia Corner to showcase Australian education, hosted the first Study in Australia Seminar and visited several local institutions to explore commercial opportunities in Da Lat. The series of events attracted 400 participants.

While in Da Lat, Senior Trade Commissioner Yvonne Chan witnessed an MOU signing between the DVTC and three Australian international recruitment and program accreditation institutions (Quality Training Solutions - QTS,

Southern Cross University and Torrens University). QTS also opened an office for study abroad and diploma program delivery at DVTC to show Australia's strong support to the region.

DTVC has become a hub for promoting Australian education in this highland region.

Australia-Vietnam School Partnership Showcase – November 2018

To provide a platform for Australian and Vietnamese education authorities and schools to exchange expertise and build partnerships, Austrade partnered with the Hanoi and Ho Chi Minh City Departments of Education and Training in organising the *Australia-Vietnam School Partnership Showcase 2018*.

In particular, the event enabled Australian and Vietnamese education authorities



Roundtable discussion: Opportunities for schools and students in global engagement

and schools to identify collaboration opportunities through a series of activities including policy dialogue, seminars, business matching, site visits and media exposure on national television.

Australia is one of the most desirable destinations for international education in Vietnam, with a well-recognised, excellent education system that operates under the States and Territories model. Schools in Vietnam are attracted by the high quality Australian school curriculum, teachers and school management, and the strong focus on digital learning and 21st century skills.

Tourism growth in Vietnam opening opportunities for tourism and hospitality – April 2019

Tourism is an engine of growth for many ASEAN economies, including Vietnam. The Prime Minister of Vietnam has prioritised tourism as a driving force for economic growth from 2020. Australian

vocational education and training capabilities in tourism and hospitality are well-positioned to assist Vietnam in filling the skills gap.

Austrade organised a Tourism and Hospitality Education and Training Showcase in Hanoi and Ho Chi Minh City in April 2019 as the first step towards taking advantage of emerging opportunities in the sector. The activities included discussion forums, meetings with Vietnamese government authorities, panel discussions to exchange views on opportunities and challenges and one-on-one business matching sessions.

The events provided a platform for eight Australian providers to engage with more than 250 industry and institution contacts in Vietnam. Austrade also took the opportunity to launch its new *Tourism Education and Training Industry Capability Report* to highlight Australia's expertise in the area and provide practical examples of how its knowledge in delivering tourism training and education to the world can support institutions and businesses to achieve their workforce development ambitions.



Meeting with the Vietnam National Administration of Tourism to understand the master planning for tourism industry development



MOU signing between Da Lat Vocational College and Quality Training Solutions, Southern Cross University and Torrens University



Austrade's education agent briefing in Cambodia

Agent training activities in Vietnam and Cambodia

Engaging with education agents in Cambodia – June 2019

As part of the engagement to expand the Australian education market in Cambodia, Austrade hosted its second agent briefing in collaboration with the Department of Foreign Affairs and Trade, the Department of Education and the Department of Home Affairs. It was attended by more than 10 key education agents.

The group provided a holistic briefing to the Cambodian education agents covering the emerging increase in Cambodian students studying in Australia, upcoming activities to strengthen Australia's position as a

destination for quality education, the genuine temporary entrant requirement and expected ethical behaviour of agents.

Participating agents all expressed a positive outlook for future Cambodian student enrolments, a growing demand for Australian education and a desire to build stronger Australian institution linkages for recruitment. Austrade has committed to organise an annual agent briefing as one of its key activities to help the Cambodian agent network promote Australian education.

Vietnam uses Webex for education agent briefing in 2019

Austrade Vietnam used the Webex platform for the first time to deliver the annual Future Unlimited education agent briefing for over 250 education directors and counsellors in Vietnam and Australia.

The Webex meeting replaced the traditional in-person briefing events, which usually take place in hotels in Hanoi and Ho Chi Minh City and attract around 150 participants. By using the digital platform, education agents located in five other cities in Vietnam (Danang, Can Tho, Hai Duong, Hai Phong and Ca Mau) were able to join, along with their partner agents in Australia (Sydney, Perth and Victoria).

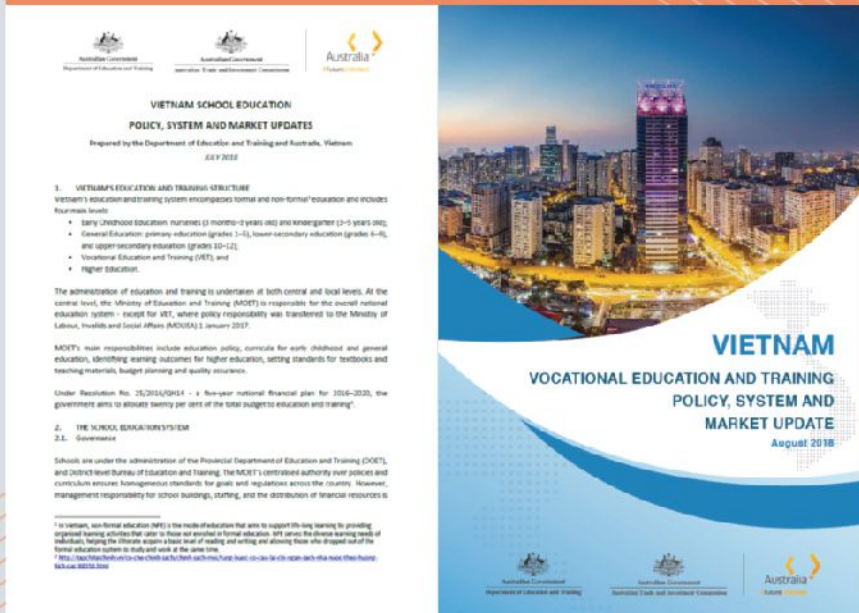
The briefing was a collaborative initiative with the Department of Education and

the Department of Home Affairs to provide updates on student protection and agent performance policies, the Australian education promotion forward plan and student visa trends. This support to education agents is strongly aligned with the fact that 75 per cent of Vietnamese student enrolments to Australia were facilitated by agents in Vietnam (source: Australia's Department of Education Report 2018).

Feedback from participating education agents was positive and upbeat about promoting Australian education and achieving quality Vietnamese student enrolments to Australia. They found this inaugural digital delivery experience unrivalled and expressed interest in joining more digital update sessions in the future.



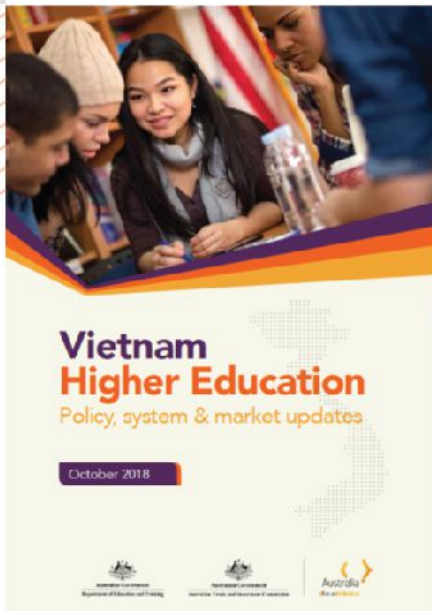
Austrade, Department of Education and Department of Home Affairs jointly presented at the agent briefing using WebEx platform for the first time.



MIP – Sectoral market snapshots

Updated market information is essential in helping Australian education and training providers assess partnership and recruitment opportunities in market. To support the providers, Austrade and the Department of Education jointly published sectoral snapshots of school, vocational education and training, ELICOS and higher education. These reports were published in MIP from July to November 2018.

The sectoral snapshots provide an overview of structure, governance, regulations related to education and foreign investment, statistics and analysis, and potential opportunities. They are highly regarded by Australian institutions and organisations who are currently active and/or interested in expanding their education business to Vietnam.



Artist's impression of the new VinUniversity in Hanoi.

Institutional partnerships

Vingroup / VinUniversity selected Australian universities in their newly established scholarship program

Four leading Australian universities are set to receive the first six Vietnamese scholars to study in Australia under the new scholarship program from Vingroup / VinUniversity. The scholars will study Master and PhD programs in the academic year 2019-2020.

Vingroup, a leading multi-sectoral conglomerate in Vietnam, has recently been approved by the

Prime Minister of Vietnam to develop a new private and non-profit university in Hanoi. VinUniversity is expected to recruit its first batch of students in 2020.

As part of the vision to become a world-class university, VinUniversity will offer up to 100 fully funded Master and PhD scholarships each year for

highly qualified Vietnamese scholars to study overseas in science and technology. Australia has been selected as one of the eight target study destinations for this scholarship program. The program is expected to be implemented from 2019 to 2030 with the objective to develop potential teaching human resources in STEM for VinUniversity.



Business matching discussion between Australian and Vietnamese institutions at the showcase.

learning, but has also paved the way for concrete commercial partnership opportunities between the two countries.

So far, a number of Australian institutions have concluded MOUs with their identified Vietnamese school partners, working on long-term and sustainable engagement in quality school education delivery.

Australia and Vietnam work towards a win-win partnership in the vocational education and training (VET) sector

To strengthen the VET sector, the Government of Vietnam has adopted a win-win partnership approach as the country is gradually phasing out of ODA funded projects from international donors. Austrade has capitalised on

this trend by actively exploring quality opportunities for TNE and partnerships between Australia and Vietnam in the VET sector, with increasingly more Vietnamese VET institutions seeking international collaboration in teacher training and accreditation to strengthen their capacity and quality VET delivery.

The recently launched *Centre of Excellence for Vocational Teacher Training*, a partnership between an Australian VET institution and a Vietnamese education entity is well aligned with this strategy. In addition to teacher training, the Centre is expected to become the hub for professional capacity development for VET trainers across Vietnam, which is essential to ensure quality training delivery in the sector.

Australian school sector successfully introduced to Vietnam, yielding both policy and commercial outcomes

With eight Australian institutions representing education, curriculum authorities and schools from Victoria, Western Australia, South Australia and ACT, the Australia-Vietnam School Partnership Showcase 2018

provided an useful opportunity to present a comprehensive overview of Australia's excellence in the school sector at both policy and operational levels.


The showcase has not only successfully raised the profile of our world-class school curriculum and professional expertise in teaching and

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