Dear reader,

In this guide we introduce the potential of Vietnam’s education market for Dutch Higher Education Institutes (DHEIs) and set out how to go about establishing a structural and dynamic presence in Vietnam tapping into that potential. Vietnam is rapidly becoming an international commercial player. Its education system is responding, expanding far beyond national borders to meet the new demand of skilled labourers and innovation. This offers many possibilities for foreign educators. We propose three strategies to tap into this potential that can deliver a long-term steady influx of Vietnamese students to The Netherlands: Linking Dutch and Vietnamese Institutes in joint programmes, linking to Vietnamese scholarships, and linking to Vietnamese recruitment agencies. These strategies may after an initial minimal input develop into a structural self-sustaining collaboration between Vietnam and The Netherlands. Successfully implemented, both countries will benefit. For the Netherlands it will lead to the future internationalization of its education system.

Our office welcomes requests from DHEIs to facilitate and guide them on the challenging but rewarding road to Vietnam.

For our other publications, such as the ‘Alumni Directory’, the yearly ‘Factsheet Vietnamese Education Market’ and the ‘Trends and Developments’, please contact info@nesovietnam.org.

Kind regards,
Malte Stokhof
Director Nuffic Neso Vietnam

www.nesovietnam.org
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Ho Chi Minh City
Introduction

Goal

“There are great prospects in Vietnam in the field of education! We welcome the Dutch: the more countries and the more universities assisting Vietnam, the better. […] In this situation there is room for everyone!” Professor Le Quang Minh, vice-president of the Vietnam National University in Ho Chi Minh City, pleads Vietnam’s case to attract foreign higher education institutes to internationalise and strengthen Vietnamese academic staff and curricula. In this booklet NNVN examines ‘this situation’, where there is ‘room for everybody’. Vietnam is a market with great potential for foreign educators.

Upon examination of market research and discussions with specialists in both Vietnam and The Netherlands, Nuffic Neso Vietnam (NNVN) concludes that, in order to tap into this potential and to succeed in this market, Dutch Higher Education Institutes (DHEIs) need to establish a structural approach or strategy using so-called multipliers. A multiplier is a form of collaboration where a minimum initial input delivers long-term self-sustaining structural gains. With less and less resources at their disposal, DHEIs would do well to make use of multipliers. With an initial investment of time and finances, dynamic and self-sustaining networks can be achieved economically. The networks consisting of Dutch and Vietnamese institutes, recruiting agents and industries will lead to structural exchanges of students, staff and officials between the Netherlands and Vietnam. In the following chapters we introduce these multipliers and their uses.

Chapters 3, 4 and 5 lay out these three multipliers: ‘linking institutes’, ‘linking scholarships’ and ‘linking recruitment to Vietnamese agents’.

Nuffic Neso Vietnam 2012

Annex 1 presents the NNVN promotion agenda for 2012.

Nuffic’s Netherlands Education Support Office in Vietnam promotes Dutch higher education and maintains a network of Vietnamese alumni of Dutch higher education institutes. Additionally, NNVN discloses facts and figures about Vietnam’s education market for Dutch stakeholders and facilitates institutional cooperation between the educators of these two coastal countries.

One of NNVN’s goals is to connect DHEIs to as many multipliers as possible. Simultaneously the office organizes monthly seminars for, and with DHEIs, to connect them to the many prospective Vietnamese students. DHEIs are invited to join NNVN activities, such as student seminars, alumni meetings and matchmaking sessions. Moreover, NNVN is a demand driven office and as such welcomes requests from DHEIs.

Vietnam

Since the 1986 introduction of the so-called ‘Doi Moi’ reform, Vietnam changed from a centrally planned economy to a tailored mix between socialism and free market capitalism. Meanwhile, the Socialist Republic of Vietnam remains a one-party state. It is envisaged that the Communist Party of Vietnam will most probably maintain rule over the Vietnamese population of approximately 90.5 million in the coming years, (EIU, 2011).

Vietnam’s largest city is the bustling metropolitan Ho Chi Minh City, home to approximately 8 million people. Its capital Ha Noi is the second largest city with a population of around 6.5 million (CA, 2011).

Vietnam is one of Southeast Asia’s fastest growing economies, with an estimated average GDP growth of 7.1% till 2015 (EIU, 2011). This is partly due to an increasingly warm relationship between the US and Vietnam: the US is one of Vietnam’s biggest export markets while Vietnam is an important strategic Southeast Asian ally for the US.

The gross enrolment rate (GER) of tertiary degree students has risen from an estimated 2% in 1992-93 to 13% in 2008-09 (EU, 2011). Currently Vietnam’s universities only take in 1.8 million of the approximately 2 million students who sit for the university entrance exams. This leaves 200.000 students who have to look for other academic institutes either in Vietnam (community colleges, international university RMIT) or abroad. The education system is also unable to meet the growing demand for (highly) educated workers and professionals. One of the reasons being outdated curricula. The government in general and the Ministry of Education and Training (MoET) in particular have only recently changed control over educational institutes in a move towards decentralization. The government seeks to shift from a highly specialised centrally planned system to a more autonomous system of multi disciplinary universities. Today, the Vietnamese government is keen to progress this development by achieving a system that meets international educational standards by 2020. The question remains if such a system will be able to deliver the workforce needed to sustain the country’s economic growth.

Apart from highly skilled specialists with doctorates, Vietnam currently and for the coming decade needs to train people to work in factories, agricultural settings, transportation, food processing and the services industry on a level below (like MBO) and up to Dutch University of Applied Sciences (UAS) levels with a very ‘applied’ approach. Vietnamese universities, well aware of this, try to cater to these needs while at the same time attempting to achieve the goals set by the MoET. MoET’s goals include achieving 20.000 PhDs working at Vietnamese institutes by the year 2020. MoET also expresses the need for Vietnam’s higher education system to become an incubator of innovation, by advancing the link between research and development (R&D) and creating a critical ‘soft skilled’ human resources pool.

Both the needs of the country and the aims of the MoET present Dutch UASs and Research Universities (RûS) with opportunities in Vietnam. With their experience in R&D and critical student centred learning environments the Dutch educational institutes are excellent potential partners. As Professor Minh asserts, for DHEIs the chances in Vietnam are there for the taking.

Dutch Higher Education Institutes

Using one or more of the entry strategies NNVN proposes, Dutch higher education institutes can ride along on Vietnam’s education wave. Dutch education can offer what Vietnamese education lacks and as such attract Vietnamese students, student and staff exchanges, research projects, offshore courses and more.

However, the market is highly competitive. Education heavy weights such as the USA, the UK, and Australia are popular destinations for Vietnamese mobile students. The challenge for Dutch higher education institutes will be to stand out in this competitive field.

We recommend using multipliers to take on this challenge and establish a structural and dynamic self-sustaining influx of Vietnamese students into the Dutch education market.

The layout of this booklet

Chapter 1 forms a general introduction to the Vietnamese education market. Chapter 2 provides a profile of Vietnamese prospective students based on NNVN market research. Chapter 3 focuses on institutional cooperation and provides suggestions for the various steps on the way to a successful partnership. One of the first steps is to look for a partner in Vietnam. As no comprehensive list of Vietnamese institutes of quality exist, we have developed one for you. We provide profiles of 20 top Vietnamese universities in Annex 2. Chapter 4 focuses on the link with Vietnamese funds or scholarship programs. Establishing cooperation with institutes and scholarship programmes in Vietnam is a relatively labour-intensive process in the early stages, but has the potential to create a structural influx of students once established. In chapter 5 we describe how working with Vietnamese ‘study abroad’ recruitment agencies may be of great use when recruiting students.

The annexes to this text contain all contact details of Institutes, scholarship programs and agents. In so doing, we hope to lower the entry threshold to the Vietnamese education market to a simple phone call or email.
1. Vietnam’s Education Market

1.1 A Market Conducive to Growth

Vietnam’s education system attempts to keep up with the pace of the economic development of the country, both qualitatively and quantitatively. International academic cooperation may strengthen the academic environment in Vietnam and facilitate filling the knowledge gap. The MoET and universities welcome all serious partners and have funds at their disposal for capacity building. There are, therefore, great opportunities for DHEIs to expand their international network to Vietnam.

In the coming years Vietnam is expected to be the fastest growing of the ASEAN countries, with an average real GDP growth of 7.1% (OECD, 2010). Its 2007 membership of the World Trade Organisation (WTO) and its 2010 commitment to establish a Free Trade Agreement (FTA) with the European Union (EU) are expected to support this rapid economic advance and will steadily establish Vietnam as a ‘lower middle income’ country (OECD, 2011; ADB, 2010a).

Vietnam’s purchasing power parity (PPP) reveals a steady growth in average income per capita. In 2009 its PPP was $2,944, in 2012 it is $3,560 and for 2016 it is estimated to be $4,677 (IMF, 2011). Note that under pressure of quick economic growth there is a vast difference between Vietnamese rural agriculturists and urban corporate employees, while the former represent an estimated 50% of the country’s labour force. Therefore, the average PPP underestimates the purchasing power of those families that are likely to invest in foreign education.

The primary catalyst for sustained growth will be the service and industry sectors. The share of agricultural employment in the past decade has decreased from 66% to 50%, while that of industry and construction increased from 10% to 20% and service sector employment grew from 24% to 30% (ADB, 2010b). This indicates the need for an increase of tertiary graduates, mainly at vocational level, but increasingly at research level, as the expansion of industries increasingly requires knowledge-based innovation (HDD, 2008; MoET, 2008).

Despite its inability to meet the demand for skilled labour Vietnam’s education system has expanded at a remarkable rate. In 1987 Vietnam had only 101 higher education institutes; in 2009 it was home to 376 HEIs, with an estimated GER increasing from 2% to 14% (ADB, 2010a). Yet, compared to a GER between 20% and 40% of other high-performing economies in the region, Vietnam lags far behind (HDD, 2008).

A System Facing Challenges

Several problems threaten the qualitative and quantitative enhancement of Vietnamese higher education.

Firstly the quality and number of staff is a concern. In 2009 just 10% of academic staff held...
Secondly, curricula are often out-dated because they are centrally designed and ratified by the MoET, inhibiting swift curricular adaptation to changing needs and standards (HDD, 2008).

Thirdly, there is little university experience with research and few students apply for hard sciences. In Vietnam research traditionally takes place in highly specialised institutes, separate from universities. Consequently, research and development are not synergistic.

Fourthly, the infrastructure of both private and public higher education institutes is relatively poor. In general, technological infrastructure at private institutes is better, i.e. access to computers and Internet, while public institutes have superior libraries. Both are poorly equipped in terms of laboratories and experiment settings (HDD, 2008).

The lack of adequate English language skills among both students and academic staff is a serious obstacle for further internationalisation of Vietnam's higher education. Vietnam ranks 39 out of 44 countries in the English Proficiency Index (EPI), classified as having 'very low proficiency' in the English language. IELTS' country average is a more telling figure, because it shows the national average of test-takers, of which in Vietnam the bulk is made up of prospective overseas students. Vietnam scores an average of 5.9, which is just below the general Dutch higher education threshold of 6. These students have probably had intensive English training courses. We find that without extra training many Vietnamese students do not meet the English language requirements.

Faced with such challenges, the Vietnamese government is eager for foreign educators to work with Vietnam.

**Vietnam's Commitment to Growth**

In 2005 the government of Vietnam adopted the Higher Education Reform Agenda (HERA), acknowledging the need for its higher education system to develop. HERA's five main objectives are: establishing a national network of diverse HEIs consistent with Vietnam's socio-economic prospects; a higher education (HE) curriculum in support of research, quality assurance, the labour market and international standards; a rapid growth in GER, in cooperation with (international) private institutes, an increase in staff quality and quantity and advancing scientific and technological research in support of R&D (HDD, 2008).

Ensuing, the HERA has set the following targets for 2020: 25% of total university revenue from science and technology; 60% of university teaching staff with master degree and 35% with doctoral degree, a GER of 25%, and student teacher ratio reduced to 20:1 (ADB, 2010a). The figures are opportune, but nonetheless indicative of Vietnam's intentions.

In keeping with the demands of the labour market, the MoET intends to divide universities into UASs and RUs, according to Professor Minh respectively supposed to cover 75% and 25% of total tertiary education. This division within tertiary education is much like the Dutch system. Therefore, DHEIs could play a key role in Vietnam's education development.

The Netherlands has played a role through the Nuffic administered Profession Oriented Higher Education (POHE) projects. The first project ran from 2005 to 2009, under the HBO-Raad, and the second started under administration of Saxion UAS. In 2011, Pursuant to POHE, the MoET and selected Vietnamese universities work together to align education curricula to labour market needs.

**1.2 An International Market**

Vietnamese students have recognised the need for quality education and pursue foreign degrees in mass.

The number of mobile students is steadily growing. Between 1999 and 2007 Vietnam's total outbound students grew with an annual average of 16%, ranking the second highest growth rate in the world (UNESCO, 2009).

Official statistics on Vietnamese mobile students are difficult to obtain and those available are often contradictory. UNESCO estimated the total number of Vietnamese students abroad at 27,865 in 2007 (UNESCO, 2009), while in 2009 this number nearly doubled to 44,038.

According to Ashwill (2010) the official estimate in 2010 of 60,000 overseas students is more likely to be 100,000.

Dr. Vang, director of the Vietnam International Education Development (VIDE) department of MoET, estimates the total number of overseas Vietnamese students in 2011 also at 100,000 (Tuoi Tre, 2011).

UNESCO ranks the top-five destination countries for Vietnamese mobile students in 2009 as follows: the USA (12,612), Australia (7,648), France (5,803); the Russian Federation (3,518) and Japan (2,859). Together these countries host 74% of the total number of Vietnamese overseas students. Germany and the UK follow closely.

In contrast Dr. Vang asserts that in 2011 Australia was the most popular destination, receiving 25,000 Vietnamese students, followed by the USA and China, both receiving approximately 13,000 students. Other popular destinations according to MoET are: Singapore (7000); UK (6000); France (5540); Russia (5000) and Japan (3500). Furthermore, MoET estimates the Netherlands together with Laos, Czech, and Switzerland received between 100 and 700 students each (MoET, 2011).

Despite surprising differences in these estimates it is fair to say that Australia, the USA, China, Singapore, The UK, and France are the weightiest competitors on the Vietnamese education market.

By way of government-to-government cooperation, Australia and the USA currently provide the biggest share of foreign scholarships and funds to Vietnamese students for long-term education and varied short-course training, across all higher education levels (US-Vietnam Education Task Force, 2009).

Looking at Europe, French, British, and German education has an established presence in Vietnam's education sector. Respectively, their German Academic Exchange Service offices (DAAD), The British Council and Campus France provide information, grants, funds and scholarships (also see box 4.3).

What piece of the Vietnamese education pie is left for The Netherlands? The American institutes of International Education (IEi) in 2010 held an online survey among 700 Vietnamese students interested in studying in the US. Among the respondents 0.7% indicated that The Netherlands was their first destination of choice. In 2011 the NNVN office held similar surveys among 1,236 visitors of international education promotion events. 12.2% of the respondents indicated that their first destination of choice was The Netherlands. Assuming these percentages to be representative of the total 100,000 overseas students as estimated by MoET, this would mean that between 700 and 12,200 would potentially study at a DHEI.

However, based upon IND (Dutch immigration authorities) data, in 2010 'only' 400 Vietnamese students studied in The Netherlands.

The assumption above is probably biased, as it is based upon data collected from students with an established preference for a destination. Nevertheless, it is fair to say that the Vietnamese education market presents an, as yet, unmet opportunity for DHEIs. Exploiting this potential entirely depends on the efforts DHEIs are willing to invest in Vietnam. NNVN proposes to proactively make use of the multipliers set out in the following chapters, as they enable a structural and dynamic influx of Vietnamese students as well as opportunities for professional exchanges. In the following chapter we provide a profile of a 'typical' Vietnamese student interested in the pursuing a course in The Netherlands.
Box 2.1

PROFILE VIETNAMESE PROSPECTIVE STUDENT

Based upon seminar/counselling surveys NNVN profiles a prospective Vietnamese student interested in studying in The Netherlands as a young female student from either the north or the south of Vietnam holding an undergraduate degree pursuing a Dutch scholarship for a master’s degree in Business Administration at a research university. In the Netherlands she wishes to become more independent and develop an international network of friends while looking for chances to do academic research abroad. She has found most information on the Internet, mainly on the Nuffic Neso website. She has also benefitted from NNVN counselling services and the Holland Education Fair. Her arrangements for studying in The Netherlands are made by a study agent.

2.1 Students Choosing a Destination

In this section we provide a profile of prospective mobile Vietnamese students, with regards to their interest in Dutch higher education.

NNVN has contact with Vietnamese prospective overseas students at different stages of their decision-making process, and collects surveys during their study experience. Unfortunately, research methods and designs have changed somewhat as the study experience progressed. Comparative data, while illustrative, is not conclusive.

Vietnamese Mobile Students in General

NNVN joins national and international education fairs as they are popular mass promotion events for Vietnamese students looking for general information about studying abroad. During such events we gauge the interest of students using surveys. At this mostly undecided stage of choosing a study destination NNVN finds that The Netherlands is on the radar of Vietnamese prospective students. Students consider studying abroad as early as at high school level. Mass promotion events consistently attract two-thirds female majority.

Economics and Business is the most popular field of tertiary studies, at BA or MA level, both in 2010 and 2011. Other popular study disciplines are ‘Service, Tourism, and Leisure’, ‘Information and Technology’, and ‘Medicine’.

Respondents see a lack of adequate English language skills and financial means as the main obstacles to studying abroad. Around two-thirds of the prospective overseas students did not sit for an English language test yet. As tests are expensive students postpone taking one until they feel confident about their English proficiency. Most of them need intensive language training before successfully sitting a test. Secondly, for their studies abroad, one-third need to rely on scholarships, either from their prospective host country or from Vietnam, to study abroad. Finding such a scholarship is a major task.

This lack of English proficiency and financial means provide an opportunity for DHEIs. In chapters 4 and 5 we describe how DHEIs could work together with Vietnamese scholarship schemes and provide English preparatory courses to foreign students before they commence their actual major in the Netherlands.

Vietnamese Mobile Students Interested in The Netherlands

In addition to providing general information on education fairs, we counsel Vietnamese students who show an interest in coming to The Netherlands. During so-called ‘Study in Holland seminars’, often in the presence of a DHEI, NNVN informs prospective students about The Netherlands as a study destination. We conduct seminar surveys, which are the basis for our student profile. They provide us with insights about why students would choose to study at a DHEI. Over the last three years 3160 prospective students have responded to NNVN in-house counselling surveys.

Two thirds of the respondents are female, and over 40% intend to study at MA level. In contrast to mass promotion events, seminars attract less high school students and more BA students and young professionals. People already studying a tertiary degree or at the labour market probably take into account less obvious and more specialized study destinations such as The Netherlands. As such, in line with our approach, DHEIs might consider focusing their promotion efforts at mid-career professionals in addition to undergraduate and graduate students.
Again, Business Administration and Management is the most popular prospective discipline. The second most popular majors are the alpha disciplines Arts, Humanities, Social and Behavioural sciences.

Respondents indicated the most important reason to study in The Netherlands is expected increased career prospects in, or outside Vietnam. Other commonly mentioned reasons were 'Interest in a foreign culture' and 'Learning a foreign language'.

We find that English requirements remain the biggest hurdle to commencing a degree at a DHEI. A positive new development these past years is the growing number of families who are able to finance their children's studies abroad: from 47.1% in 2010 to 53.4% in 2011.

The charts below compare counselling data from 2009, 2010 and 2011. Generally, over three years a rather steady profile of Vietnamese prospective students with an interest in The Netherlands appears, as presented in box 2.1.

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also sparked by reasons outside NNVN’s sphere of influence such as Vietnam’s governmental (propaganda) focus on the environment or food safety.

**Pre-departure Students**

The next step we take is to prepare students who have been accepted at a DHEI and are about to travel to The Netherlands at so-called pre-departure briefings.

In 2011 48 students responded to the pre-departure survey. Two-thirds of the pre-departure students were female, of whom a 75% majority held a BA degree and accordingly went on to study a MA degree in The Netherlands. The remainder went for a BA degree, while only a few opted for short training courses.

A necessary distinction was made between prospective students at Dutch RUs and UASs. 56% went to a RU, and the remainder 44% to a UAS.

40% went to study Business Administration. The second most popular field of study was Transport (12%).

Why did these students choose to study at a DHEI, rather than one of the national top-five study destinations?

48% of pre-departure students indicate that the foremost criterion in choosing a foreign institute is ‘international ranking’, whereas 29% indicates that an ‘international study environment’ is most important to them.

International ranking is a problematic criterion for Dutch UAS, as they are not internationally ranked. But, seeing that nearly half of pre-departure students were to attend a UAS, the apparent priority given to international ranking is not proven. In-depth conversations with students and parents have shown that rankings are often misunderstood. For example people are confused by the criteria of different rankings or conclude that UAS are not ranked because they lack quality. For Dutch UAS it is crucial to keep promoting and emphasizing the quality of education provided and explain why they are not ranked.

In addition, respondents mention other Dutch strengths. The country is considered to be welcoming and safe, with a culture that befits Vietnamese students. Dutch higher education is considered to be of high quality and relatively inexpensive. Dutch tuition fees are substantially lower than HE heavy weight the USA.

Pre-departure students’ expectations about The Netherlands are high. They envisage a boost to their career prospects after graduating from a DHEI, and hope that the ‘international study experience’ will improve their chances of an equally international career. Furthermore, The Netherlands is seen as multicultural and internationally minded with an excellent command of the English language. Also, it is seen as a hub from where to explore the rest of Europe. Last but not least, students expect to find excellent command of the English language. Also, multicultural and internationally minded with an excellent command of the English language. Also, it is seen as a hub from where to explore the rest of Europe. Last but not least, students expect to find

A total of 56% of pre-departure students relied on scholarships: 42% received Dutch scholarships, 10% received Vietnamese scholarships and 4% received an Erasmus Mundus grant. The remaining 44% relied on self- and family-funding or funding from their employers.

**Alumni-to-be Data**

We also keep in touch with Vietnamese students during their studies in the Netherlands and conduct surveys among them. In 2011 we conducted a survey among 50 Vietnamese students currently studying at a DHEI, focusing on their experiences in the Dutch educational environment.

86.6% of the students were satisfied with their decision to study in The Netherlands. Unfortunately the remainder had second thoughts. Most of the students did not expect the relatively high living expenses. As predicted, only a few people feel unsafe in the country. Overall, living in The Netherlands is regarded to be unproblematic.

17% of the respondents said they experience great difficulties with (adapting to) the Dutch study culture, in particular the use of English and the difference between the Vietnamese and the Dutch education system: self-study and analysis versus rote-learning, group work versus individual tests, problem-solving skills versus answering questions which have been provided in advance to questions which do not veer away from set paths. In contrast only 6% expressed no difficulties, and 77% indicated that difficulties were no more than to be expected. However, nearly all of them see room for improvement of their absorption into the institution’s study environment. In the next chapter we focus in the institutional cooperation as a means to attract these students to the Netherlands.
3. Linking Institutes

3.1 Partnering with the Vietnamese

According to the HERA, Vietnam aims to achieve a division between UASs and RUs. The Dutch higher education system provides an excellent example of such a division. Therefore, DHEIs are welcome partners for Vietnamese educators. Institutional cooperation delivers a structural influx of quality Vietnamese students to The Netherlands.

Although beneficial to DHEIs, institutional partnerships should not be seen as cash cows. Instead, such relations should commence with the goal to benefit both the Dutch and the Vietnamese institutes. An investment of time, funds, and knowledge precedes benefits.

Dynamic Institutional Cooperation

In a world characterised by globalisation higher education has to respond to new challenges and chances. Cross border institutional cooperation is an advantageous strategy for internationalization. A sound cross border cooperation between a Dutch and a Vietnamese higher education institutes will not only accelerate the influx of Vietnamese students, it will also give more control over the academic quality of students coming to The Netherlands.

INSTITUTIONAL COOPERATION IN 8 STEPS

DHEIs are excellent partners for Vietnam’s higher education development, as they are an example of a successful division of UASs and RUs. For DHEIs Vietnam is a market with potential for the exchange of students, staff, curricula and research. Eight steps to set up a joint programme:

1. Find a partner
2. Find common strengths and interests
3. Link with commercial industry
4. Establish programme
5. Sign an MoU
6. Operationalise and implement MoU
7. Achieve MoET government approval
8. Attract students

Box 3.1

TON DUC THANG AND SAXION UAS

In this programme 15-30 students come to study in The Netherlands each year. The Dutch UAS Saxion and the Vietnamese Ton Duc Thang University set up a 3+1 programme in 2007. Students study the first three years in Vietnam and the graduation year in The Netherlands. When successfully finishing the last year students receive a Dutch BA degree. The programme needed an incubation period of three years, but currently 30-40 students enroll each year for either Electrical Engineering or Finance and Accounting. Of these programmes respectively 30% and 80% of the students actually transfer to Saxion. Tuition fee at Saxion is set at US$6000, the Vietnamese institute has kept its original tuition fee.

Box 3.2

Cooperation needs to link curricula, experience and know-how of teaching staff if it is to succeed in effectuating an influx of high quality students. Close cooperation, supervision, and evaluation are needed in order to guarantee that Vietnamese students meet Dutch entry requirements. On the Vietnamese side there are both quantitative and qualitative benefits from institutional cooperation: curricula may be improved and the skills of lecturers strengthened. This in turn may be instrumental in recruiting local students to their institute.

Institutional cooperation is not only useful on its own, but may also generate wider possibilities. When a solid relationship with a Vietnamese partner has been achieved, other activities may follow: research may be initiated concertedly; the local partner may allocate funds which were unknown to the Dutch partner; the local partner may provide access to its formal and informal network and introduce the Dutch partner to local, urban or provincial governmental officials or businesses who have access to funds to train their staff abroad.

Box 3.3

Vietnam National Economics University and Stenden University signing memorandum of cooperation
Possible Programmes

There are many different forms of institutional cooperation.

A joint study, or ‘twinning’ programme is beneficial in several ways. For Vietnam, successful twinning programmes have proven to be the ‘2+2’ and ‘3+1’ formulas. Students study the first two or three years of their degree in Vietnam and the second part at a DHEI. For DHEIs a twinning programme provides an opportunity to participate in setting the curriculum in Vietnam, re-assuring quality before students make the leap overseas. This assures the academic quality of students. For students it is financially more attractive to study in a twinning programme compared to a full degree overseas, while they still receive the greatly desired and highly regarded foreign degree.

DHEIs can also consider offering a complete degree offshore. For DHEIs, offshore programs widen international reach and provide a chance for staff to teach and conduct research in a unique setting unavailable in The Netherlands, using an established infrastructure. Offshore programs provide Vietnamese students the possibility of receiving foreign training in their home country and for Dutch students to receive training in a foreign country. This is economically attractive and saves Vietnamese students the time abroad away from their relatives.

Another form of institutional cooperation is the exchange of staff and introduction of Dutch curricula to Vietnam. In certain subjects, such as water-management, urban-planning, agriculture and international business, Vietnam offers extraordinary opportunities for Dutch scholars to do research and train Vietnamese students and professionals in Dutch expertise.

Short training courses, full curricula export, joint research programs or one-off projects are several forms in which to exchange expertise.

3.2 Existing Cooperation

Box 3.3

**SUCCESSFUL COOPERATION STC and UTC**

The Shipping and Transport College Rotterdam (STC Group) cooperates with the University of Transport and Communication HCMC (UTC) in educating Vietnamese maritime officers. Their students are selected and financed by shipping companies worldwide. STC-UTC makes a pre-selection of high potential students in response to a shipping company’s demand for Vietnamese maritime officers. From this pool the company makes their selection and offers these students a sound contract when they graduate. Currently, an approximate 260 students are trained by STC-UTC, of which 130 are at sea and 130 are still in class at the campus in HCMC.

The Vietnamese education market is popular among international higher education institutes. Unfortunately there are no sound figures on the total of foreign higher education institutes cooperating in Vietnam. Yet, some cases exemplify the market.

Both of Vietnam’s National Universities, in Ha Noi and Ho Chi Minh City, have international schools. They consist of an international network of partnerships with, among others, Australia, the USA, China, Thailand, Japan, France, the UK and Russia. Mostly, these partnerships form the basis for joint study programs.

**Dutch Cooperation**

Although many MoUs have been signed, only some have seen the actual implementation of joint programmes. Some MoUs ran for a number of years and are now terminated. In table 3.1 below, 7 currently running Dutch-Vietnamese cooperation programmes are provided.

Firstly, the International Institute of Social Sciences in The Hague offers two offshore MA programs in ‘Development Economics’, at, and in cooperation with the University of Economics HCMC and the National Economics University.

Secondly, the Maastricht School of Management similarly offers an offshore MBA at the HCMC University of Technology.

Thirdly, as described in box 3.2 STC Rotterdam works together with the Vietnamese UTC HCMC in maritime officer degrees and operational skills.

**Table 3.1**

<table>
<thead>
<tr>
<th>DHEI</th>
<th>VHIE</th>
<th>Cooperation</th>
<th>Level</th>
<th>Field</th>
<th>Start year</th>
<th>Students</th>
</tr>
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<tbody>
<tr>
<td>International Institution of Social Science (ISS), The Hague</td>
<td>University of Economics, HCMC</td>
<td>Offshore degree, HCMC</td>
<td>MA</td>
<td>Development Economics</td>
<td>1994</td>
<td>110</td>
</tr>
<tr>
<td></td>
<td>National Economics University, Ha Noi</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>122</td>
</tr>
<tr>
<td>Maastricht School of Management (MSM)</td>
<td>University of Technology, HCMC</td>
<td>Offshore degree, HCMC</td>
<td>MA</td>
<td>Business Administration</td>
<td>1998</td>
<td>100-110</td>
</tr>
<tr>
<td>Shipping and Transport College (STC), Rotterdam</td>
<td>University of Transport and Communication, HCMC</td>
<td>Offshore programme, HCMC</td>
<td>Officer Degree &amp; Short course</td>
<td>Shipping and Transport</td>
<td>2007</td>
<td>260</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Saxion University of Applied Sciences</td>
<td>Ton Duc Thang University, HCMC</td>
<td>3+1</td>
<td>BA</td>
<td>'Accounting and Finance'</td>
<td>2007</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4+1</td>
<td></td>
<td>'Electrical Engineering'</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Utrecht School of the Arts (HKU)</td>
<td>HCMC Conservatory</td>
<td>Project-based staff exchange</td>
<td>N/A</td>
<td>Musical Engineering</td>
<td>2008</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>Ha Noi National Conservatory of Music</td>
<td></td>
<td></td>
<td></td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Van Hall-Larenstein University of Applied Sciences</td>
<td>Nong Lam University, HCMC</td>
<td>2+2</td>
<td>BA</td>
<td>International Horticulture and Marketing</td>
<td>2011</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Ha Noi University of Agriculture</td>
<td></td>
<td></td>
<td></td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Fontys University of Applied Sciences</td>
<td>Hung yen University of Technology and Education</td>
<td>2+2</td>
<td>BA</td>
<td>Information Technology</td>
<td>2009</td>
<td>0</td>
</tr>
</tbody>
</table>

Saxion UAS in Deventer has twinning programs with Ton Duc Thang University HCMC in ‘Accounting and Finance’ and ‘Electrical Engineering’, respectively organised as ‘3+1’ and ‘4+1’ programs.

The Utrecht School of the Arts cooperates project-based with the HCMC.
Conservatory and the Ha Noi National Conservatory of Music.

Recently, Van Hall-Larenstein UAS started ‘2+2’ programs with HCMC’s Nong Lam University and the Ha Noi University of Agriculture in ‘International Horticulture and Marketing’ and ‘International Agribusiness and Trade’.

The seventh program is an exchange between Delft University and the Ha Noi Water Resources University, in ‘Water Management’. These are just a few examples, other partnerships are dormant or in development.

### 3.3 Setting up Institutional Cooperation Step by Step

Setting up institutional cooperation in Vietnam can be time-consuming. The Nuffic Neso Vietnam identified eight best practice steps in setting up institutional cooperation in Vietnam. These are based on NNVN’s experience and numerous interviews with Vietnamese and Dutch representatives of internationally cooperating HEIs.

#### Step 1: Finding a Partner

Partnering with foreign institutes takes time, dedication, and flexibility. The very first prerequisite is finding a partner who is willing to dedicate time and effort to the project. Differences between the Dutch and the Vietnamese education systems, between both cultures, between both governmental provisions for higher education, and simply the distance between the two countries require a long-term view and pro-active approach.

An in-country representative, or a so-called ‘cultural broker’, from a DHEI could scout possible partners. Some of the agents listed in this book provide such services. Before coming to Vietnam one should have a clear goal and according itinerary, which is planned before flying off to Vietnam. Making appointments can be less clear-cut than in The Netherlands, and sometimes it takes several phone calls and emails in order to set a meeting with a counterpart. A DHEI representative with experience in Vietnam will ease the process. Our office can facilitate this first phase.

Preferably, a potential Vietnamese partner should have experience with other international partners. If they do not, the process may be painstakingly long. A fitting partner depends on the type of cooperation one seeks. A big multi-tiered university with a good reputation is ideal for recruitment of full-time students. Yet, a small, specialized institution might incorporate foreign curricula much more easily in a joint program. Criteria for a good partner institution should at least include staff capacity and student quality. In Annex 2 we provide profiles of twenty top universities to assist DHEIs in finding partners (also see heading 3.4).

#### Step 2: Establish Common Interests

Once you have found the right person, from an institute that meets your criteria, lengthy discussions about the feasibility of cooperation begin. The right person may be the director of the international office in the first phase, however when more progress has been made, one will have to meet with lecturers, deans of faculty, vice rectors, rectors and sometimes even with ministry officials on the Vietnamese side. On the Dutch side too, people with decision - making authority with have to visit Vietnam.

The first and foremost consideration should be whether there is an interest among Vietnamese students for the curriculum the DHEI plans to offer. Then, the question rises if the Dutch curriculum is compatible with the Vietnamese partner’s curriculum. Thirdly, partners will have to establish common interests and strengths, and mutual benefits of the future cooperation. Once benefits are clearly defined and documented making arrangements for modifications in either of the curricula will be easier.

Substantial differences exist between Dutch and Vietnamese higher education systems. In socialist tradition, education in Vietnam has been highly specialised and teacher-centred with students often limited to rote learning. Nonetheless, among Vietnamese educators and the government there is great willingness to break with this tradition. Vietnam needs critical autonomous minds to fulfil its economic potential. In the Dutch problem-solving, student-centred education system, with multiple learning objectives transcending textbook knowledge, this is a long established practice. In Vietnam this approach has only recently been introduced on a small scale.

Full transparency is key in this first phase. Benefits of the cooperation may differ between Vietnamese and Dutch partners. Hence, honesty is required to prevent misunderstandings that may undermine much needed trust in a later stage. If questions or false impressions are not discussed an agreement may not be reached. As long as both partners are clear about the gains they aim to achieve, varied as they may be, no misconceptions should arise. The challenge is to make the difference in gains acceptable and satisfactory to both parties.

Again, patience and dedication is needed in this second phase. The Vietnamese partner might not have the same latitude to immediately make decisions. They will need time to navigate their way through procedures and decisions of their superiors.

The form of cooperation, be it a shared research project or a twinning program, determines succeeding steps. For example, when cooperating in a research project matching curricula is obviously not an issue. In the case of a twinig programme, on the other hand, matching curricula is crucial.

#### Step 3: Linking Business

A partnership between educators will be notably better embedded in society if it links with industry and business. Such a link may be beneficial in several ways. It may strengthen the quality of the programme by, for example, providing internship opportunities or attracting lecturers from the world of work. It may support students through industry scholarships and assist to attract students to the Vietnamese institution.

Depending on the partnership’s study discipline it is wise to find a location where a business link between Vietnam and The Netherlands already exists. This will provide chances for students and research in terms of internships, thesis supervision, research projects and funding. For businesses, participating in cross border study programmes equates to an investment in a future internationally oriented, highly skilled workforce.

Companies should be attracted before the partners decide on the actual cooperation program. This way, the involvement of business can be sustained by including them in the Memorandum of Understanding, or Agreement (MoU, MoA).

Obviously, not all collaborative programmes benefit from cooperating with the industry. A UAS designing a demand driven BA programme in the field of logistics has more to gain from the industry than two RU’s embarking on a highly specialised research project into languages of ethnic minorities.

Box 3.4 presents another example of a Dutch strength successfully linked to global commerce.
Step 4: Decide on a Programme

Once mutual benefits have been established, both parties need to decide on a programme. There is a plethora of issues, which we cannot incorporate here. We limit ourselves to a selection of a few issues.

Firstly, a curriculum needs to be anchored in a clear document. As mentioned, a careful review of the Vietnamese curriculum is inevitable.

Box 3.4
SUCCESSFUL COOPERATION WITH INDUSTRY

Dutch UAS Van Hall Larenstein educates in the Yunnan region in China, Yunnan has seen tremendous growth in Dutch floriculture business over the last fifteen years. Van Hall Larenstein seized the opportunity to establish agricultural ‘2+2’ programs with Chinese universities in the region, and involved both Dutch and Chinese floriculture market players in the study program. This resulted in internships, joint thesis supervisions, research, and a direct flow of graduates into the industry’s workforce. A similar approach would succeed in Vietnam as well. For example, the region surrounding Da Lat provides opportunities for agri- and horticulture research in internships and graduates.

In the programme both parties need to agree to what extent changes are necessary. The DHEI may export its full curriculum to a partner, or only parts of it. Beware, finding commonality might also mean excluding particulars of either partner’s curriculum.

Secondly, changes to the Vietnamese curriculum offer entail training of Vietnamese lecturers. Both parties need to agree on the quantity and the depth of staff training exchanges. Will Dutch trainers go to Vietnam, or should Vietnamese teachers come to The Netherlands for training? This may play a more important role in twinning programs or offshore degrees while for short courses or projects training staff this might not be a serious issue.

Thirdly, entry requirements need to be set and decided upon. Consequently, there might be a need to make arrangements to make these requirements feasible. For example, as mentioned, the English language level of Vietnamese students is often below par. Accordingly, a partnership may set the threshold high welcome those who meet it. This will limit the number of students coming to the Netherlands. Or, arrangements can be made to support and train students to meet the language threshold.

Fourthly, an evaluation format should be agreed upon. Both partners should be able to evaluate progress and the overall success of cooperation efforts. Evaluation can include a review of students’ developments or the results of research or staff exchanges. It is advisable for representatives of both partnering Institutes to visit each other regularly to implement assessments.

Furthermore, financial responsibilities should be clearly divided and allocated. Obviously, different cooperation forms require different forms of financing, and varying partnerships attract different kinds of funding. Joint study programs do not reap financial rewards until students have enrolled and paid their fees. This means that investments made in the start-up phase may only be recouped in a later stage.

Lastly, as an institutional cooperation can deliver much more than just the exchange of students, staff, or research facilities, we advise to mention the active pursuit of a dynamic partnership in a programme document such a document should answer questions such as: which steps will both partners take in finding further exploitation of the partnership? Which third parties can be included in the cooperation, such as business partners or research institutes? What research opportunities will the partnership deliver in the future? How will both partners brand, promote the new program?

Step 5: Sign an MoU or MoA

When mutual understanding has been reached an MoU or MoA can be signed. In Vietnam such a document is welcomed with a ceremony.

Step 6: Operationalization and Implementation

A programme document supported by a MoU does not mean that the actual programme will develop as intended.

As mentioned, both partners need to be patient and flexible, as the implementation can differ from the plan, in Vietnam more so than in The Netherlands. Vietnamese education professionals work hands on and go with the flow. They will get things done. Whereas in The Netherlands differing from plans is sometimes met with hesitance, in Vietnam results are prioritised over plans.

Step 7: Government Approval

In Vietnam all higher education policy and programme changes need approval of the Ministry of Education and Training, or a university’s respective governing ministry.

Requesting approval for foreign institutional cooperation can be a long process. It is difficult for a DHEI to become involved in this process, as it is a continuous going back and forth between representatives of the institution and the ministry. Documents from the Dutch partner will be needed, though, and should be delivered upon request in order not to delay the process unnecessarily.

A minimum of three months should be expected for full MoET-, or other ministerial approval. We advise to partner with Vietnamese Institutes whose staff have experience in filing approval requests with the MoET, as they will have the personal contacts at the ministry that may significantly speed up the process.

A November 2011 Tien Phong newspaper article revealed that many joint programmes lack government approval (Tien Phong, 2011). In some cases joint programmes start recruiting students before MoET approval, because foreign partners put time constraints on the cooperation. Not to miss the opportunity of international cooperation Vietnamese institutes dodge MoET approval for the time being, only to get into trouble at a later stage. Thus, patience is a required asset.
Step 8: Attracting Students

Vietnamese students have to be made aware of the existence of the new curriculum, its quality and the benefits it will bring them. Branding of the programme is very important. It is up to the Vietnamese partner to promote, attract and inform students further about the new program. Subjects related to businesses need almost no introduction to Vietnamese students. Programmes that pioneer new curricula, such as combinations between horticulture and business, in an urban environment such as Ho Chi Minh City, will require more effort in attracting students.

It is of importance for the Dutch partner to know how the counterpart will promote the programme. Some DHEIs are involved in promotional seminars of their Vietnamese partner to recruit students for their twinning programmes, other play a role in developing a branding and recruitment strategy with their local partner.

3.4 Possible Partners: University Profiles

When working with NNVN, DHEIs often indicate that they would like to cooperate with a Vietnamese partner in a certain field, for example hospitality, but that they do not know which university to choose. The jungle of University websites that in most cases do not provide the information needed is quite often prohibitive to further progress of their search. In order to simplify this process, we provide profiles of 20 Vietnamese top universities, listed in Annex 2. This list is not a ranking but a selection of universities, which we believe are capable of developing and sustaining international relations with DHEIs.

This list is not a conclusive collection of the top universities in Vietnam. It is an attempt at a first introduction of possible partners for future cooperation.

Vietnamese universities have as of yet not achieved international ranking positions and a national Vietnamese ranking has not yet been established. We have selected universities that have sufficient direct experience with international partners and show the capacity to develop and sustain institutional cooperation with DHEIs. In order to gauge the experience and capacity of both lecturers and students we have selected five criteria: Student academic level and English proficiency, lecturer academic level, existence of (English-taught) international curricula, quality of the infrastructure, and public opinion about the university. We did not include universities that are poorly regarded by Vietnamese students, parents and officials, or lack a reasonable infrastructure.

All universities presented in Annex 2 run international relations departments, with staff focused on the internationalization of their institute. Their experience in partnering with foreign HEIs is set out in the profile tables. Signs of capacity to develop and maintain institutional cooperation are, among others, the quantity and quality of lecturers. Quality is difficult to assess partly because Vietnamese academics do not publish articles on a regular basis. But we have looked at the academic level and the country and institute where lecturers received their training or degrees.

With the influx of students into twinning programs and subsequently into the Netherlands in mind, we have looked at the quantity and quality of the students using the annual student intake, the entrance examination level and the level of English proficiency as indicators.

Another sign of internationalization and of sufficient capacity to work with DHEIs is the number of international curricula taught at the Vietnamese institute. These curricula allow for international study credit transfer. Therefore, the profiles provide an overview of each university’s national and international programmes.

For this information and more please turn to Annex 2.
4. Linking to Vietnamese Scholarships

DHEIs should seek to work together with existing scholarship programmes and/or financial resources in Vietnam. Such initiatives will function as a second multiplier by increasing both the influx and quality of Vietnamese students to DHEIs, funded by Vietnam.

Vietnam has a range of scholarships available for Vietnamese students who wish to pursue a tertiary degree abroad. However, often the scholarships do not cover the full estimated average living costs in The Netherlands. Organisations at different levels within and outside the government administer these programs. The MoET directly runs some, rectors of universities run others. In many cases it is important to establish a relationship with the people in charge of a scholarship programme. Most of the funding programmes we present below are only open to communist party members or to future key officials. Attracting these future officials as students, and having them return as Dutch alumni, is highly beneficial to both the host DHEI and the Netherlands in general.

Estimates an average living cost for foreign students in The Netherlands to be between US$12,600 and US$17,400 per year. Tuition fees for non-EU students are between US$7,700 and US$10,000 per year for BA studies, and between US$13,500 and US$17,000 per year for MA studies (disregarding private MBA degrees). Under heading 4.2 an overview is provided of Vietnamese scholarships and respective stipends.

As box 4.2 shows, some Vietnamese scholarships leave a small budget deficit. When working with these scholarship schemes, DHEIs need to contact the administration agency. These agencies vary according to the scholarship. For example when DHEIs wish to support and attract Vietnamese students through the 322 Programme they need to contact the Vietnam International Education Department (VIED), run by Dr. Vang. Once he sees possibilities for his programme in the Netherlands, he will ‘open’ the Netherlands as a destination for the students chosen for the 322 program.

Covering the above-mentioned financial deficit or other forms of support, such as free
housing, will be seen as additional pull factors and will create a structural influx of students to The Netherlands. A first step is to invite Dr. Vang and officials like him to The Netherlands to introduce our DHEIs to him and others.

Aforementioned popular destinations have established such financial support and in some cases lowered tuition fees to achieve a steady entry of Vietnamese students to their higher education market. See the German Academic Exchange Service (DAAD) example in box 4.3.

**Box 4.3**

**COOPERATION AGREEMENT VIED – DAAD**

Vietnamese prospective MA students going to Germany receive 8 months language training free of charge at the Vietnamese-German centre in Ha Noi, 20 hours a week. During their language training DAAD provides US$ 190 for living expenses in Vietnam. Once in Germany VIED’s 322 Programme covers tuition fees and living expenses, and DAAD provides additional financial support for MA research activities with US$370 per year.

We advise DHEIs to focus on specific Dutch strengths and disciplines which are of need in Vietnam such as business, water management, hospitality, and agriculture. Another possibility is to create programmes in those fields sponsored by cooperation between the port-cities of Rotterdam and Hai Phong, Ho Chi Minh City, or Da Nang.

One source of funding could be the so-called ‘Transition Funds’ (Transstiefaciliteit) administered by the Dutch Embassy in Ha Noi. A concerted effort of several DHEIs and the Dutch Embassy to connect the Transition Funds to existing Vietnamese scholarship schemes, such as the 322 Programme or 911 Programme, could result in an increasingly sustained influx of Vietnamese students to The Netherlands. The Embassy’s focus sectors, for this fund, water, agro-food and energy, should be taken into account when tapping into the Transition Funds.

Not all forms of support are financial. Housing could be made available free of charge. Free English language classes could be organized in Vietnam or in The Netherlands, employing Dutch students of English as interning language teachers. The Vietnamese partner is often willing to support the latter by providing free lodging.

Linking Dutch funds to Vietnamese scholarships will structurally strengthen the Dutch position in the Vietnamese higher education market.

### 4.2 List of Scholarships

Below we present the most important Vietnamese study-abroad scholarships and in Annex 3 we provide a list of contact details for each scholarship programme.

Scholarship programmes are organised on state-, regional-, and provincial-level. Regional and provincial programmes are often easier to work with, as their relatively smaller size makes them less bureaucratic.

**‘Mekong 1000 Programme’**

**Box 4.4**

**MEKONG 1000 SCHOLARSHIP**

(Can Tho University)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition fee</td>
<td>$10,000/year</td>
</tr>
<tr>
<td>Living cost</td>
<td>$8,880/year</td>
</tr>
<tr>
<td>Insurance</td>
<td>$900/year +</td>
</tr>
<tr>
<td>Total</td>
<td>$19,780/year</td>
</tr>
</tbody>
</table>

The People’s Committees of the various provinces of the Mekong Delta launched this program in 2005 to improve the region’s human resources pool. By training young academic staff and provincial administrators abroad, at graduate level, the programme aims to further industrialise, modernise, and economically integrate the region into international trade, especially in the field of technology.

Can Tho University (CTU) is responsible for administering the programme. This is a key educational institutes in the Mekong Delta. They provide the largest number of candidates. The university screens and selects prospective candidates, before nominating them to the provincial steering committees for approval.

The CTU is in tune with the needs of the region; it organizes meetings with the People’s Committees and companies to adjust existing or develop new curricula, based on the needs of the region. This university not only provides future skilled workers to the area directly surrounding the university, but also the entire Mekong Delta region. The university consults with People’s Committees from surrounding areas such as Kien Giang, Ca Mau, Bac Lieu, Soc Trang, Tra Vinh, Vinh Long and others.

Since the Mekong 1000 Programme was established in 2005, only 2 candidates have studied in The Netherlands. This is despite the fact that a number of facilitating circumstances exist for DHEIs to initiate educational projects through this programme. Four Dutch institutes have signed agreements to support the programme (Delft University, Wageningen University, Groningen University and Amsterdam University). Secondly, the CTU has 120 Dutch alumni staff members, encouraging their colleagues and other students to study in The Netherlands. Thirdly, the needs of the Mekong region coincide with Dutch strengths, such as water management and agriculture. The CTU has even advised the provincial leaders to cooperate with The Netherlands precisely because of these strengths.

One of the reasons so few students have chosen to study in The Netherlands is the lack of continued communication between the DHEIs and CTU.

The Mekong 1000’s target is to train 1000 people at MA and PhD level between 2005 and 2015. By the start of 2012 approximately half of the target has been reached.

Eligible students must be under thirty when intending an MA degree, and under thirty-five years of age when pursuing a PhD degree. They require an IELTS score of 6.5 or higher, after having attended an obligatory intensive language course. Finally, they must be willing to work in the Mekong Delta after graduation.

The thirteen provinces of the Mekong Delta region fund the programme’s total budget of US$50 million.

**East Central Vietnam Programme**

**Box 4.5**

**ECVP (National University HCMC)**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition fee</td>
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<tr>
<td>Living cost</td>
<td>$8,880/year</td>
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<tr>
<td>Insurance</td>
<td>$900/year +</td>
</tr>
<tr>
<td>Total</td>
<td>$19,780/year</td>
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</tbody>
</table>

The ‘East Central Vietnam Programme’ (ECVP) has similar objectives and resources as the ‘Mekong 1000 Programme’. It aims to strengthen human resources in the east-central Vietnam region. Vietnam National University (VNU) in Ho Chi Minh City administers this scholarship programme. Like CTU, VNU has a regional capacity building role.
In 2009 the Vietnam International overseas studies. education staff and government officials for undergraduate students and graduate higher 'Project 322' aims to send excellent academic performance. Conditional approval of a fourth year subject to visa, return ticket and any administration costs. Additionally, the 322 scholarship covers the cost of $30,060/year. Insurance: $900/year + $14,160/year. Tuition fee: $15,000/year. The '322 Programme' must be under thirty-five and PhD candidates must be under forty years old. The age limit for short courses is fifty. In terms of the English language threshold the '322 Programme' requires candidates to have met the language proficiency of the host university. The programme provides for language courses at one of their own language centres to guarantee language proficiency. 'Da Nang 922 Programme' ‘Da Nang 922 Programme’ has been designed to cater specifically to the human resources needs of the city of Da Nang and, generally, to respond to ‘industrialisation and modernisation’. The Da Nang City Party Committee aims to recruit 75 students at undergraduate, graduate, and doctoral level. At bachelor level 20 students will be sent abroad, and 40 will stay in Vietnam. At master and doctoral level the program intends to support 15 students going overseas. Eligibility mainly depends on the prospective students’ willingness to work for the city of Da Nang; their ability to meet language requirements of the host institution; their excellence at high school, bachelor, or master level; and their age. The ‘922 Programme’ specifies the majors that are priority needs for Da Nang. These include: urban planning; management; technology; business; law; medicine; and pedagogy. Unfortunately information on the financial support provided by the programme is not disclosed to third parties. Relevant documents repeat that the programme completely covers tuition and living costs. Additionally the programme funds intensive language courses when needed. ‘Tra Vinh 100 Programme’ Aiming at 1,300 to 1,500 doctoral candidates to receive PhD training at a foreign university. Total budget US$ 660 million Funding per student undecided as of yet. Named after decree number 911, approved by the Vietnamese Prime Minister in 2010. From 2014 it finds between 1,300 and 1,500 doctoral candidates yearly to receive PhD training at a top university overseas; from 2014 every year 450 candidates for joint doctoral programs are to be selected; and from 2016 1,500 doctoral candidates will be selected annually for domestic PhD training.
‘Hai Phong 100 Programme’

Box 4.11

HAI PHONG 100 SCHOLARSHIP (Hai Phong City Party Committee)

100 students to be trained abroad (90 PhD, 10 MA), in the fields: Technology; Biotechnology; ICT; Economics; Business Administration; Tourism; Medicine; Law; Urban Planning; and Social Sciences. Budget per student not made public.

The North-Vietnamese city of Hai Phong, by administration of its City Party Committee, aims to train 90 doctors and 10 masters at foreign internationally recognised Institutes by 2015. The city needs management and industry professionals to tackle the challenging demands of a growing economy.

Eligible students for the ‘Hai Phong 100’ scholarship are the city’s cadres or excellent students recently graduated at BA or MA level. Further requirements are TOEFL or IELTS scores of respectively 550 and 6.5; meeting the host institution’s entry requirements; and prospective MA students must be under forty years old, for PhD’s this is forty-five. An official commitment to a career within the city’s administrative Institutes is not necessary.

Neither the total budget nor the individual stipends of this scholarship have been made public. The scholarship is said to cover tuition fees, living allowance, insurance costs, and relocation costs.

The ‘Hai Phong 100 Programme’, like the city scholarship ‘Da Nang 922’, specifies the fields of study important to the city. Focal sectors in the programme are: Technology; Biotechnology; ICT; Economics; Business Administration; Tourism; Medicine; Law; Urban Planning; and Social Sciences.

‘The 165 Programme’

Box 4.12

165 SCHOLARSHIP

1500 officials to be sent abroad to study: Office Management; Business Management; Environment; Urban Planning; Social Sciences; Human Resource Management; International Law; Private Law; and Public Policy

Budget per student not made public.

This nationwide programme aims to send 1,500 government staff members abroad for short courses, research, and MA or PhD degrees by 2015.

A “Steering Committee” is set up specifically for the administration of this scholarship scheme, as well as for the selection of students.

The programme specifically targets government personnel at management level, and young personnel whom are expected to take up management positions in the future. No specific requirements are set out, yet it suffices to say that candidates need to meet host institution entry requirements.

The 165 ‘Steering Committee’ announces that students are provided with stipends for living costs, insurance, travel, and tuition.

The Central Organising Committee of Vietnam, which initiated this programme, aims specifically at a trained workforce in the following sectors: Office Management; Business Management; Environment; Urban Planning; Social Sciences; Human Resource Management; International Law; Private Law; and Public Policy. DHEIs should consider working with these scholarship programmes in order to provide students with the necessary means to come to the Netherlands. We propose to work with the scholarships in a way similar to the DAAD, as described in box 4.3. Annex 3 lists the contact details of each of the programmes mentioned.

‘Programme 911’ has nationwide reach, and is administered by the MoET. It is a direct result of the HERA objective; 20,000 doctors among university and college lecturers by 2020. As such, only higher education staff and excellent prospective MA or PhD students who commit to working at a VHEI after having taken part in the programme are eligible to receive financial support.

The total budget for the ‘911 Project’ is estimated to be US$ 660 million, of which 64% is reserved for full time overseas doctoral education, 14% for joint doctoral training, 20% for domestic training, and 2% for necessary language courses. As of yet the scholarship budget per person is still undecided.

4. Linking Dutch Funds to Vietnamese Scholarships
5.1 Vietnamese Agents

Over the last few years a flourishing recruiting industry, recently freed of most government restrictions, has developed in order to meet the demand of Vietnamese prospective overseas students. Recruitment agencies provide students with relevant information concerning overseas studies and arrange English tests, visas, and enrolments. Such study agents are very popular with Vietnamese students and their families, as they offer clarity in the great number of university websites, study programs, entry requirements, admission procedures, financial arrangements, housing, and visa applications, all written in English.

Few Dutch Institutes have the funds and the human resources to conduct an effective, worldwide and fulltime international student recruitment programme. The complexity of a newly emerging market like Vietnam requires a long-term local representative in order to be effective. But this is a time consuming and costly endeavour. Local Vietnamese recruiters offer a solution to this problem. They know the market, the language and the students. More importantly, the students know how to find them.

The challenge for DHEIs is to find appropriate agents as partners. In the past the quality and reliability of agents was often questionable. There have been cases reported of agents’ disappearing after deposits were made. Despite such cases the popularity of agents is rising, and so too does the quality of the agent’s services.

In the past agents worked with any education institution from any country. They would recruit students for a large variety of different study programmes, from business to nursing, from hospitality to engineering. It was not uncommon for agents to counsel students whose wishes they could in fact not facilitate, transferring the paperwork to another agent and splitting the commission fee.

Recently, agents have professionalised. They indicate that they cannot cater to all needs. Today, agents no longer accept work from any university. Most agents specialise in certain study disciplines and work with a select number of education Institutes. As a result, they demand quality and timely service from their partners. If an institution’s support to them falls short they will not hesitate to terminate the partnership, as there is no lack of interest from other countries to work with them.

Agent Services

Vietnamese study agents provide services varying from choosing a foreign university to buying air tickets, and anything in between. They also organise round table discussion or matchmaking between DHEIs and Vietnamese counterparts. See box 5.2 for a good example.

The first step towards having an agent work for DHEIs is to introduce DHEIs to them. Agents may assist in completing all required application documents to study and live in The Netherlands. For students who do not have sufficient private funding they help finding scholarships as well.
CleverLearn AMA works with international universities. They gather market information for their clients by conducting surveys among their own students or at high schools. They promote their clients by organising seminars at their different branches and providing promotional materials at each branch. They send flyers to parents of their own pupils every semester, use email-blasts, and phone calls to promote themselves and their clients. CleverLearn periodically joins and organises mass phone calls to promote themselves and their clients.

They also provide their clients access to their online media. Their websites can display clients’ banners, PR articles or online games. Their recruitment department takes care of all paperwork for recruited students applying to foreign HEI clients. They gather market information for their clients every semester, use email-blasts, and phone calls to promote themselves and their clients. CleverLearn periodically joins and organises mass promotion study fairs to recruit students for their foreign HEI clients.

They also provide their clients access to their online media. Their websites can display clients’ banners, PR articles or online games. Their recruitment department takes care of all paperwork for recruited students applying to international universities. CleverLearn AMA is willing to work with DHEIs.

In order to find students, agents proactively organise seminars and fairs. They receive an estimated US$500 to US$750 for BA placement and between US$750 and US$1000 for MA placement.

5.2 Agent Training

Annually, we invite top agents from North-, Central-, and South Vietnam to join the NNVN Study in Holland Agent Training. During these one-day sessions, NNVN staff train agents on the Dutch higher education system, its strengths, the difference between UASs and RUs, Dutch study cost, living in The Netherlands, housing, study application procedures, visa application procedures and the ‘Code of Conduct International Student Higher Education’ (COC).

At the end of the training agents receive a ‘Study in Holland Certificate for Agents’ if they have successfully completed a short test on their newly gained knowledge about the COC and DHEIs. Those who do not pass this test do not receive a certificate.

In the matrix below we present the agents who have received an NNVN certificate. Although we affirm that these agents are professionals, we cannot guarantee their quality and potential results. We guarantee that they have joined and fulfilled our training, worked with other international educational institutes and have shown an interest in working with DHEIs.

5.3 Matrix of Agents

Below we present the agents and their activities in a matrix (see pages 42 - 45), complemented by a brief profile of each agent in Annex 4.

5.4 Best Practice

In order to streamline the cooperation between DHEIs and agents, we have asked agents about their experiences working with DHEIs. We present their suggestions below.

Application Process

DHEIs application procedures take too long and impair the competitiveness of DHEIs compared to other destinations. An international student’s application to a DHEI commonly takes 4-6 weeks to process. And, many DHEIs admit students only once a year. In contrast, the same process takes about a week in the UK and the USA and they often have two application rounds per academic year, as they do in Vietnam. This shortens the time between choosing an institution and applying, and the actual commencement of the studies. As most students apply at several international universities at the same time, they often choose the first institution that reacts and regularly keeps in touch. Parents and students often blame agents for long application procedures in The Netherlands. As a result, agents have lost clients and have discontinued their relationship with DHEIs.

Communication

Agents also mention the lack of communication after application deadlines. Vietnamese students expect to be informed about their application results in time so they can switch to a backup plan if they have not been accepted. When left without information, agents have nothing to report to their clients and their clients cannot decide what next step to take. This creates anxiety and leads to the same result as mentioned above.

English Requirements

DHEIs would be more competitive if they would offer more preparatory English courses. Based on the Code of Conduct, English requirements for international students to study BA is IELTS 6.0, for master and postgraduate 6.5. Generally Vietnamese students have difficulty meeting this standard and need extra language classes. Writing and reading is normally not a problem, but speaking and listening is. Offering a preparatory course prior to the start of the actual major would be an attractive option for Vietnamese students. Students anticipate that their spoken English will improve quickly once abroad. Furthermore, such an English course could fall under the provision of a scholarship, rendering it less expensive than the domestic equivalent. According to agents, students prefer Institutes that offer a preparatory language programme over those that do not.

Agents expect that the creation of a Dutch national English preparatory school facilitating Vietnamese, and all other foreign students in need of intensive language training, would be a welcome solution to this problem. This could take place at a DHEI that already provides such preparatory courses. As such, prospective students can come to The Netherlands before their preferred study programme.
students and prepare to meet the English language requirements in a motivating environment.

Students’ parents seem to be quite willing to carry the extra financial burden as long as their child can leave Vietnam early, practice English and is well taken care of.

Visa Process

Agents, and their clients, like to be regularly updated about the visa application progress. Many agents report frustration that few DHEIs provide progress updates on the visa application procedure. In contrast, for example, the USA, the UK, and Australia provide automatic status updates on the advancement of the application.

Some DHEIs seem to be unable or unwilling to check and update the status of visa and residence applications. Cases have been reported of students that had no clarity about their residence status two to three weeks before they were to fly to The Netherlands. Students’ parents are often extremely worried, as they have made financial transfers to either agents or international bank accounts, for their children’s studies abroad. Parents would then confront agents for fear of being swindled. An often-heard standard answer of DHEIs is ‘it is out of our hands, the IND is processing the application’. Such an answer does not suffice to reconcile an agent’s client.

Therefore, it is incredibly important to have regular contact with agents as regards the progress of the application procedure. A simple automated status update could prevent such a problem.

Financial Issues

The Machtiging tot Voorlopig Verblijf (MVV) visa application requires students to pay a proportion of anticipated living costs in the Netherlands as a means of proving their financial condition. Agents report concern as to how DHEIs will process such payment in the event that the MVV visa is refused. Concern and frustration only increases as visa applications usually take months to be processed. Dutch universities need to clearly communicate this issue on their websites so as to reassure students and their families.

Contact Person

Agents emphasize the importance of having a direct line of communication. Agents need to be informed about any changes in application deadlines and procedures. Appointing a single person per DHEI to keep contact with agents in Vietnam would create greater continuity. Ideally this would be the admissions officer, as he or she overviews the applicant’s progress.

Conclusion

This booklet is intended as a first introduction to the Vietnamese education market for Dutch higher education Institutes (DHEIs).

In this booklet we have introduced three methods to tap into the potential of the Vietnamese education market. Each one of the three multipliers proposed can generate a steady long-term influx of Vietnamese students to Dutch higher education institutes, with a relatively minimal input of resources.

First of all, establishing institutional cooperation between Dutch and Vietnamese tertiary educators can be a guarantee for a long-term qualitative involvement in Vietnam. Once a shared curriculum has been introduced and lecturers are familiar with it, the Vietnamese institute may start recruitment of students and after 2 to 3 years students will travel to the Netherlands to continue their education at the DHEI.

We advise to take into account eight consecutive steps when setting up institutional cooperation: 1) find a partner (make use of Annex 2 in this booklet); 2) find common strengths and interests; 3) link with commercial industry; 4) establish programme; 5) sign an MoU; 6) operationalise and implement MoU; 7) achieve MoET approval and 8) attract students.

Secondly, we advise to link Dutch funds with Vietnamese scholarships for prospective overseas students. As Vietnamese scholarship schemes are often not sufficient to cover the costs of living and studying in The Netherlands, we advise to offer support in the form of free housing, free preparatory English language courses, or any other way to create pull factors complementing the scholarship grant. Additionally, DHEIs should approach the administrators of these scholarship schemes as consortia, enabling the Dutch side to provide more substantial possibilities to Vietnamese students, i.e. the scholarship administrators rather grant 20 scholarships to study in The Netherlands than 1. In Annex 3 we provide the contact details of overseas scholarship schemes in Vietnam.

Thirdly, we suggest making use of the recruitment capacity of Vietnamese ‘study abroad’ agents. Vietnamese prospective overseas students make use of such agents to facilitate anything between choosing a foreign university, booking air tickets and arranging accommodation. Working with agents would be a lucrative recruitment strategy for DHEIs. In Annex 4 we provide the profiles and contact details of 30 Vietnamese ‘study abroad’ agents.

We, the Nuffic Neso Vietnam office, welcome service requests from DHEIs. We can facilitate a DHEI’s exploration of the Vietnamese education market and will assist in finding and contacting Vietnamese partners.

We kindly invite your suggestions and comments to improve this booklet.
## Matrix of Agents

<table>
<thead>
<tr>
<th>Agent</th>
<th>Major</th>
<th>Start</th>
<th>Total Employment</th>
<th>Clients Annually</th>
<th>Charge Student Service Fee?</th>
<th>Promoting Dutch HEIs</th>
<th>Students Sent/Expected to NL Annually</th>
<th>Recruiting markets</th>
<th>Education products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airserco</td>
<td>Economics &amp; Business, Agriculture, IT, Arts, Engineering</td>
<td>2006</td>
<td>4 FTE</td>
<td>42</td>
<td>No</td>
<td>Yes</td>
<td>18</td>
<td>x</td>
<td>x</td>
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<tr>
<td>American Academy – CleverLearn Vietnam</td>
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<td>2003</td>
<td>10 FTE</td>
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<td>Yes</td>
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<td>America - Euro Co. Ltd.</td>
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<td>2005</td>
<td>8 FTE</td>
<td>60-70</td>
<td>Yes</td>
<td>Yes</td>
<td>5-10</td>
<td>x</td>
<td>x</td>
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<td>Atlantic Int’l Edu. &amp; Training JSC.</td>
<td>Economics &amp; business</td>
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<td>30 FTE</td>
<td>150</td>
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<td>x</td>
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<td>x</td>
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<td>CEPECE</td>
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<td>N/A</td>
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<td>x</td>
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<td>CMI</td>
<td>All</td>
<td>2001</td>
<td>9 FTE</td>
<td>N/A</td>
<td>Yes</td>
<td>Not yet</td>
<td>N/A</td>
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<td>DTU</td>
<td>All</td>
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<td>Not yet</td>
<td>N/A</td>
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<td>Duong Minh Overseas study center</td>
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<td>Not yet</td>
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<tr>
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<td>9 FTE</td>
<td>180</td>
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<td>Not yet</td>
<td>30</td>
<td>x</td>
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<td>EDULINKS</td>
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<td>40 FTE</td>
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<td>Yes</td>
<td>10</td>
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<td>x</td>
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<td>12 FTE</td>
<td>250-300</td>
<td>Yes</td>
<td>Yes before, but none at present</td>
<td>15-50 in the past</td>
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**Recruiting markets**

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<th>US</th>
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<th>NL</th>
<th>EU</th>
<th>Asia</th>
<th>Canada</th>
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<th>MA</th>
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**Education products**

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<th>BA</th>
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<th>PhD</th>
<th>Short courses</th>
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S. Linking Recruitment to Vietnamese Agents
Matrix of Agents

<table>
<thead>
<tr>
<th>Agent</th>
<th>Major</th>
<th>Start Year</th>
<th>Total Employment</th>
<th>Clients Annually</th>
<th>Charge Student Service Fee?</th>
<th>Promoting Dutch HEIs</th>
<th>Students Sent/Expected to NL Annually</th>
<th>Recruiting markets</th>
<th>Education products</th>
</tr>
</thead>
<tbody>
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<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>US</td>
<td>UK</td>
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<td>2009</td>
<td>6 FTE</td>
<td>30-40</td>
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<tr>
<td>ILA Vietnam</td>
<td>All</td>
<td>2009</td>
<td>800</td>
<td>14,000+</td>
<td>No</td>
<td>Yes</td>
<td>3</td>
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<td>INEC Co. Ltd.</td>
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<td>Yes</td>
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<td>15 FTE</td>
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<td>7</td>
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<td>Nam Phuong Education Consultancy Co.</td>
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<td>N/A</td>
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<td>15 FTE</td>
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<td>N/A</td>
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<td>Saigon Tourist Travel Services – Overseas study office</td>
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<td>Sunrise Vietnam</td>
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<td>Not yet</td>
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<td>VISCO</td>
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<td>15 FTE</td>
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<td>Worldwide Education Promotion JSC</td>
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<td>10 FTE</td>
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<td>Yes</td>
<td>Not yet</td>
<td>5</td>
<td>x</td>
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Abbreviations

ADB  Asian Development Bank
ASEAN Association of Southeast Asian Nations
BA Bachelor
CIA Central Intelligence Agency
COC Code of Conduct International Education
DAAD German Academic Exchange Service
DHEI Dutch Higher Education Institute
ECVP East Central Vietnam Programme
EIU Economist Intelligence Unit
EPI English Proficiency Index
EU European Union
FTA Free Trade Agreement
GDP Gross Domestic Product
GER Gross Enrolment Rate
HBO Higher Professional Education (HogerBeroepsOnderwijs, or UAS)
HCMC Ho Chi Minh City
HDD Human Development Department (World Bank)
HE Higher Education
HEI Higher Education Institute
HERA Higher Education Reform Agenda
IELTS International English Language Testing System
IIE Institute of International Education (USA)
IMF International Monetary Fund
IND Dutch Immigration Authorities (Integratie en NaturalisatieDienst)
MA Master
MBA Master of Business Administration
MBO Lower Professional Education (MiddelbaarBeroepsOnderwijs)
MoA Memorandum of Agreement
MoET Ministry of Education and Training
MoU Memorandum of Understanding
NNVN Nuffic Neso Vietnam
OECD Organisation for Economic Co-operation and Development
PhD Doctor of Philosophy
POHE Professional Oriented Higher Education
PPP Purchasing Power Parity
R&D Research and Development
RU Research University
TOEFL Test of English as Foreign Language
UAS University of Applied Science
UK United Kingdom
UNESCO United Nations Educational Scientific Cultural Organisation
USA United States of America
VHEI Vietnamese Higher Education Institute
VID Vietnam International Education Department
WTO World Trade Organisation

References

IIE, 2010 (Institute of International Education), Attitudes and Perceptions of Prospective International Students from Vietnam.
Annex 1
Agenda 2012

In the table below the Nuffic Neso Vietnam Promotional activities for 2012 is set out. We invite DHEIs to join any of the events we have planned or to propose new events. DHEIs can contact us for advise and services through the contact details provided on the back cover of this booklet.

<table>
<thead>
<tr>
<th>Month</th>
<th>Date</th>
<th>Activities</th>
<th>Venue</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>January 14, 2012</td>
<td>Alumni Welcome Back Reception</td>
<td>HCMC</td>
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<tr>
<td></td>
<td>January 23, 2012</td>
<td>Holiday: Lunar New Year</td>
<td></td>
</tr>
<tr>
<td>February</td>
<td>February 11, 2012</td>
<td>Mass Promotion: Tuoi Tre education fair for high school students</td>
<td>HCMC</td>
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<tr>
<td></td>
<td>February 18, 2012</td>
<td>Study in Holland (SiH) seminar at Cleverelearn English Center</td>
<td></td>
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<tr>
<td>March</td>
<td>March 10, 2012</td>
<td>Alumni Welcome Back Reception</td>
<td>Hanoi</td>
</tr>
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<td>March 11, 2012</td>
<td>Mass Promotion: Tuoi Tre education fair for high school students</td>
<td>Hanoi</td>
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<td>March 11, 2012</td>
<td>Study in Holland (SiH) seminar at English Center</td>
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<td>March 23, 2012</td>
<td>SiH seminar at Nuffic Neso Vietnam</td>
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<td>March 31, 2012</td>
<td>SiH seminar: Study at Research University</td>
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<td>April</td>
<td>April 7, 2012</td>
<td>SiH seminar for Mekong 1000 scholarship program</td>
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<td>April 14, 2012</td>
<td>SiH seminar: Study at Research University</td>
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<td>April 23, 2012</td>
<td>Highschool visit</td>
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<td>May</td>
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<td>Pre-Departure Briefing</td>
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<td>July 21, 2012</td>
<td>Pre-Departure Briefing</td>
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<td>August 13, 2012</td>
<td>University visit</td>
<td>Hue + Da Nang</td>
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<td>August 14, 2012</td>
<td>Alumni training</td>
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<td>September</td>
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<td>Independence Day</td>
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<td>SiH seminar for Da Nang 922 Scholarship program</td>
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<td>October</td>
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<td></td>
<td>October 27, 2012</td>
<td>SiH seminar</td>
<td>Da Nang</td>
</tr>
<tr>
<td></td>
<td>October 31, 2012</td>
<td>Agent training</td>
<td>HCMC</td>
</tr>
<tr>
<td>November</td>
<td>November 6, 2012</td>
<td>University visit</td>
<td>Tra Vinh + Can Tho</td>
</tr>
<tr>
<td></td>
<td>November 15, 2012</td>
<td>Agent training</td>
<td>Hanoi</td>
</tr>
<tr>
<td>December</td>
<td>December 15, 2012</td>
<td>NFP seminar</td>
<td>Hanoi</td>
</tr>
<tr>
<td></td>
<td>December 22, 2012</td>
<td>NFP seminar</td>
<td>HCMC</td>
</tr>
<tr>
<td></td>
<td>December 25, 2012</td>
<td>Christmas day</td>
<td></td>
</tr>
</tbody>
</table>
Annex 2
University Profiles

In this annex we provide profiles of twenty potential partners in Vietnam, for DHEIs. We provide a short summary; an overview of their strong fields; their self-acclaimed goal; the number of lecturers by title; the number of students by level of study; the tuition fees; their study programmes and different faculties; students’ qualification; internationally acquired study programmes and relevant international cooperation; their interest in working with The Netherlands and the contact details of each institution’s rector and international relations department.

Students’ qualification is measured by comparing the grade point average of the institution’s entrance examination with the national grade point average entry requirements set by MoET. In addition, the English proficiency requirement is compared to its IELTS equivalent. A student’s grade point average is their total score on the national university entry test, consisting of three subjects. On each subject one can score ten points, which sets the maximum score at 30. Each university sets its own grade point average entry requirement, but the MoET has set the minimum on 14 points.

International programmes are highlighted in the study programmes list, and further clarification is provided under the heading ‘international cooperation besides The Netherlands’. Depending on the type of programme and the international partner, the Institutes (and their partners) are able to deliver Vietnamese students who have completed internationally accredited degrees.

As advised in chapter three, first contact should be made with the department of international relations. Their contact details are provided at the end of each university’s profile.

List of Universities

NORTH

1. Ha Noi University of Science and Technology (HUST) 53
2. The University of Languages and International Studies – Vietnam National University (ULIS) 59
3. Ha Noi Foreign Trade University (FTU) 63
4. Ha Noi University of Science (HUS) 67
5. National Economics University (NEU) 72
6. University of Social Sciences and Humanities, Vietnam University Hanoi (USSH) 77
7. Vietnam Commercial University (VCU) 83

CENTRAL

8. The University of Da Nang (UD) 87

SOUTH

9. Can Tho University (CTU) 93
10. Foreign Trade University - Ho Chi Minh City Campus (FTU) 99
11. Ho Chi Minh City International University (IU) 102
12. Ho Chi Minh City Nong Lam University 106
13. Ho Chi Minh City Open University (OU) 111
14. University of Technical Education Ho Chi Minh City (UET) 115
15. Ho Chi Minh City University of Transport (UT-HCM) 119
16. Ho Chi Minh City Economics and Finance University (UEF) 123
17. University of Economics Ho Chi Minh City (UEH) 126
18. Ho Chi Minh City University of Law 130
19. Ho Chi Minh City University of Technology (HCMUT) 133
20. Ho Chi Minh City University of Foreign Languages – Information Technology (HUFLIT) 139
**Name**: Ha Noi University of Science and Technology (HUST)  
**Vietnamese**: Đại học Bách Khoa Hà Nội

**Summary**

Hanoi University of Science and Technology is one of the top four technical universities in Vietnam alongside Ho Chi Minh City University of Technology, Da Nang University of Technology and the University of Technical Education Ho Chi Minh City. HUST excels in Automation, Information Technology and Electronic Telecommunication. The university takes over 3000 students each year. The university attracts high quality students nationally. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in the UK, the US, Germany, Japan and Korea. The HUST has established many relations with foreign universities, notably in Germany (Hannover and Leipzig University), France (Grenoble University) and the US (Troy University). Looking to the future, HUST wishes to develop the following majors: Mechanical Engineering, Automation and Electronics and Telecommunications. HUST has expressed an interest in cooperating with Dutch partners in the majors mentioned above.

**Contacts with Neso Vietnam**

Visit by Director of Nuffic Neso Vietnam (2009)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automation</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Information Technology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Electronic Telecommunication</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “HUST’s goal is to educate and train highly qualified scientists and engineers equipped with theoretical and practical expertise, to participate in mid to long-term government research projects and to provide a research platform for other research institutes and enterprises”.

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,456 staff</td>
<td>10,470 students</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Professor/ Assoc. Professor</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>533</td>
<td>9,200</td>
<td>1,270</td>
<td>3,200</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Master</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>703</td>
<td>1,200</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tuition fee</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>109 EUR/year</td>
<td>192 EUR/year</td>
<td>384 EUR/year</td>
<td></td>
</tr>
</tbody>
</table>

HUST offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. HUST has some international joint academic programmes taught in English.

- Duration of Bachelor programmes: 4-5 years
- Duration of Master programmes: 2-3 years
- Duration of PhDs programmes: 4-5 years

**Undergraduate programmes**: 30 Programmes

- Business Administration (**International curriculum**)
- Mechanical Engineering (**International curriculum**)
- Automation (**International curriculum**)
- Computer Science (**International curriculum**)
- Information Technology (**International curriculum**)
- Mechatronic Engineering
- Mechanical and Vehicle Engineering
- Aerospace Engineering
- Marine Engineering
- Electrical Engineering
- Control Engineering and Automation
- Electronics and Telecommunications
- Biomedical Engineering
- Computer Engineering
- Applied Mathematics and Informatics
- Chemical Engineering
- Chemistry
- Non-Metallic Materials Engineering
- Biological Engineering
- Food Engineering
- Environmental Engineering
- Textile and Garment Engineering
- Metallurgical Engineering
- Metallic Materials Science and Engineering
- Heat and Refrigeration Engineering
- Engineering Physics
- Nuclear Engineering
- Economics and Management
- Engineering Education
- English for Science and Technology

**Master programmes**: 69 Programmes

- Enterprise Management (**International curriculum**)
- Electrical Power System
- Electrical Equipment
- Instrumental and Industrial Informatics
- Industrial Automation
- Instrumentation and Control System
- Organic Chemistry
- Physical Chemistry
- Analytical Chemistry

---

1. www.hut.edu.vn
- Non-organic Chemistry
- Organic Chemistry and Petrochemical Technology
- Cellulose and Paper Technology
- Electrochemistry and Corrosion Protection
- Technology of Inorganic Chemistry and Fertilizers
- Printing Technology
- Equipment and Machinery for the Chemicals
- Chemical Material Technology
- Technology of Silicate Materials
- Polymer and Composite Material Technology
- Inorganic Material Technology
- Business Administration
- Industrial Economics
- Energy Economics
- Machinery Technology
- Machinery and Industrial Tools
- Precise Mechanical and Optical Engineering
- Welding and Metal Technology
- Metal Forming Technology
- Technical Informatics Mechanics
- Technical Mechanics
- Material Mechanics
- Mechanics
- Automobile
- Internal Combustion Engine
- Hydraulic Engineering
- Hydraulic Automation and Machine
- Shipping Engineering
- Aeronautical Engineering
- Metal Material
- Non-metal Material
- Metallurgy
- Foundry
- Heat Treatment
- Lamination
- Textile and Garment Material Technology
- Environmental Engineering
- Mathematics for Computers and Calculation Systems
- Mathematics
- Electronic and Telecommunication Engineering
- Informatics Electronics
- Biotechnology
- Fermentation Technology
- Food Processing and Preservation Technology
- Food Quality Management
- Food and Biotechnology Equipment and Machinery
- Heat Engineering
- Refrigeration and Air Conditioning
- Energy Equipment

**PhD programmes:** 56 Programmes

- Analytical Mathematics
- Computational Science
- Differential and Integral Equations
- Probability and Statistics
- Optimization Theory
- Mathematics for Computer and Calculation Systems
- Computer Science
- Information System
- Software Technology
- Data Transmission and Computer Network
- Theoretical Physics and Mathematical Physics
- Engineering Physics
- Telecommunication and Electronic Physics
- Solid-state Physics
- Solid Mechanics
- Thermal Engine Engineering
- Automobile Engineering
- Liquid Mechanics
- Hydraulic Equipment and Mechanic Engineering
- Machinery Tool Engineering
- Material Forming Engineering
- Automatic Control System Equipment
- Engineering Mechanics
- Machinery Technology
- Precise Mechanics and Optical Engineering
- Automation
- Control Theory and optimization Control
- Network and Electric Power System
- Electrical Equipment
- Industrial Automation
- Electrical Measurement
- Electronic Engineering
- Telecommunication Engineering
- Code Engineering
- Electronic Material Technology
- Optical, Electronic Material Technology
Faculty

20 Faculties:
- Economics and Management
- Engineering Physics
- Transportation Engineering
- Engineering Physics
- Social Science
- Environmental Science and Technology
- Heat Engineering and Refrigeration
- Information and Communication Technology
- Applied Mathematics and Informatics
- Foreign Languages
- Engineering Education
- Biological and Food Technology (SBFT)
- Chemical Engineering
- Physical Education
- Electronics and Telecommunications
- Mechanical Engineering
- Textile – Leather and Fashion
- Electrical Engineering
- Part-time Training
- Material Science and Engineering

Student qualification

- Average entrance examination score in 2011 was 17 to 23. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0.

Scholarships

- High Quality Scholarship 1, France
  - Criteria: Under 40 years old and be a Vietnamese.

Cooperation with the Netherlands

None yet

Interested in cooperation with the Netherlands

Field of study: Mechanical Engineering, Automation and Electronics and Telecommunications

Kind of program: Student exchange, staff exchange, 2+2, 3+1.

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany Hannover University</td>
<td>Mechanical Engineering Automation</td>
<td>BA</td>
<td>4+1</td>
</tr>
<tr>
<td>Leipzig University</td>
<td>Enterprise Management</td>
<td>MA</td>
<td>1+1</td>
</tr>
<tr>
<td>Japan Nagaoka University</td>
<td>Mechanical Engineering Automation</td>
<td>BA</td>
<td>4+1</td>
</tr>
<tr>
<td>France Grenoble University</td>
<td>Information Technology</td>
<td>BA</td>
<td>2+3</td>
</tr>
<tr>
<td>New Zealand Victoria Wellington University</td>
<td>Business Administration</td>
<td>BA</td>
<td>2+3</td>
</tr>
<tr>
<td>Australia La Trobe University</td>
<td>Information Technology</td>
<td>BA</td>
<td>2+3</td>
</tr>
<tr>
<td>USA Troy University</td>
<td>Computer Sciences Business Administration</td>
<td>BA</td>
<td>2+2</td>
</tr>
</tbody>
</table>

Contact details

Rector: Mr. Nguyễn Trọng Giảng
A: 1 Đại Cồ Việt Road, Hai Bà Trưng District, Hà Nội, Vietnam
T: (+84.4) 38 694 242
W: www.hut.edu.vn
F: (+84 4) 38 696 720

International Relations Department

Title: Head
Contact person: Mr. Hoàng Xuân Lấn
A: block C1-217
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W: hxlan@mail.hut.edu.vn
F: (+84-4) 38 696 720

**Name**

**English:** The University of Languages and International Studies – Vietnam National University (ULIS)

**Vietnamese:** Đại học Ngoại ngữ - Đại học Quốc gia Hà Nội

**Summary**

The University of Languages and International Studies (ULIS) is highly regarded in Vietnam in the fields of Linguistics, International Studies and Social Sciences and Humanities. ULIS excels in English and English Translation and Interpreting. The university attracts good quality students nationally. Students graduate with an English proficiency equivalent to IELTS 6.0. Most lecturers at the university were trained in the UK, the US and/or Australia. The university has established relations with foreign universities in France (University of Picardie Jules), the US (Southern New Hampshire University) and China (Pedagogy University of Shan-his). Looking to the future, ULIS wishes to develop the following majors: Linguistics, Culture, Education and Teacher Training and Business Administration. ULIS has expressed an interested in cooperating with Dutch partners on the majors mentioned above.

**Contacts with Neso Vietnam**

Contact with NNVN Education Promotion Officer in 2011.

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Translation and Interpreting</td>
<td>Yes (All subjects)</td>
</tr>
<tr>
<td>English</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “ULIS aims to become a prestigious university in Languages, Linguistics, International Studies and related Social Sciences and Humanities.”

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>292 staff</td>
<td>15,500 students</td>
</tr>
<tr>
<td>Professor/Assoc. Professor</td>
<td>Undergraduate 14,380</td>
</tr>
<tr>
<td>PhD</td>
<td>Annual intake 3,300</td>
</tr>
<tr>
<td>Master</td>
<td>200</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tuition fee</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>73 EUR/year</td>
<td>180 EUR/year</td>
<td>350 EUR/year</td>
<td></td>
</tr>
</tbody>
</table>

**Educational programmes**

ULIS offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English.

- **Duration of Bachelor programmes:** 4 years
- **Duration of Master programmes:** 2 years
- **Duration of PhDs programmes:** 4 years

**Undergraduate programmes:** 18 Programmes

- Business Administration (International curriculum)
- Financial Economics (International curriculum)
- Financial Accounting (International curriculum)
- English Teaching Methodology
- English Translation and Interpreting
- Russian Teaching Methodology
- Russian Translation and Interpreting
- French Teaching Methodology
- French Translation and Interpreting
- Chinese Teaching Methodology
- Chinese Translation and Interpreting
- Chinese Linguistics
- German Teaching Methodology
- German Translation and Interpreting
- Japanese Teaching Methodology
- Japanese Translation and Interpreting
- Korean Translation and Interpreting
- Arabian Translation and Interpreting

**Master programmes:** 9 Programmes

- English Linguistics (International curriculum)
- Russian Linguistics
- French Linguistics
- Chinese Linguistics
- Japanese Linguistics
- English Teaching Methodology
- Russian Teaching Methodology
- French Teaching Methodology
- Chinese Teaching Methodology

**PhD programmes:** 6 Programmes

- English Linguistics (International curriculum)
- Russian Linguistics
- French Linguistics
- English Teaching Methodology
- Russian Teaching Methodology
- French Teaching Methodology
### Faculty

13 Faculties:
- English Language Teacher Education
- English
- Linguistics and Culture of English-Speaking Country
- French Linguistics and Culture
- Russian Linguistics and Culture
- Chinese Linguistics and Culture
- Oriental Linguistics and Culture
- Occidental Linguistics and Culture
- Graduate and Postgraduate Studies
- Part-time Studies
- Educational Psychology
- Vietnamese Linguistics and Culture
- Foreign Language Specialized School

### Student qualification

- Average entrance examination score in 2011 was 17 to 23. This is a high score compared to the national average.
- To graduate, students must obtain an English score equivalent to IELTS 5.0.

### Scholarships

- **Scholarship of Kumamoto University**
  - **Target:** students of ULIS
  - **Criteria:** good students in the top of the class
  - **Value:** a Japanese course in Kumamoto Gakuen University

- **Scholarship of Japanese Embassy**
  - **Target:** 3rd year students of the Japanese Department in ULIS
  - **Criteria:** good students in the top of the class (6 – 8 students)
  - **Value:** a Japanese course during 1 year in any Japanese University

- **DAAD Scholarship**
  - **Target:** 4th year students of Germany Department
  - **Criteria:** good students in the top of the class
  - **Value:** a semester course in Germany

- **WUS Scholarship**
  - **Target:** students of Germany Department
  - **Criteria:** good students in the top of the class
  - **Value:** vary every year

### Cooperation with the Netherlands

None yet

### Interested in cooperation with the Netherlands

**Field of study:** Linguistics, Culture, Education and Teacher Training, Business, Administration
**Kind of program:** Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course

### Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>China Pedagogy University of Shanghai</td>
<td>Bachelor of Chinese in Business</td>
<td>BA</td>
<td>2+2 1+3</td>
</tr>
<tr>
<td>Pedagogy University of Hoa Dong</td>
<td>Bachelor of Linguistics</td>
<td>BA</td>
<td>2+2 1+3</td>
</tr>
<tr>
<td>France University of Picardie Jules Verne</td>
<td>Bachelor of Economics, Management Business Administration</td>
<td>BA</td>
<td>Study in ULIS</td>
</tr>
<tr>
<td>USA Southern New Hampshire University</td>
<td>Bachelor of Economics and Finance</td>
<td>BA</td>
<td>Study in ULIS or 2+2</td>
</tr>
<tr>
<td>New Zealand Waikato University</td>
<td>Master of English and Applied Linguistics</td>
<td>MA</td>
<td>1+1</td>
</tr>
</tbody>
</table>

### Contact details

- **Rector:** Mr. Nguyễn Hòa
  - A: Phạm Văn Đồng Road, Cầu Giấy District, Ha Noi, Vietnam
  - T: (+84 4) 37 547 269
  - W: www.ulis.vnu.edu.vn
  - F: (+84 4) 37 548 057

- **International Relations Department**
  - **Title:** Head
  - **Contact person:** Mr. Lê Văn Canh
  - A: block C1-217
  - T: (+84 4) 37 547 9887
  - E: canhvanle@vnu.edu.vn
  - F: (+84 4) 37 548 057

### University Profiles

- **Field of study:** Linguistics, Culture, Education and Teacher Training, Business, Administration
  - **Kind of program:** Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.
**Summary**

Foreign Trade University is one of the most prestigious universities in Vietnam in the field of Business Administration, along with Hanoi National Economics University, Ha Noi Commercial University and Ho Chi Minh City University of Economics. The university attracts high quality students nationally. Students graduate only if both academic and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.5. Lecturers at the university were trained mainly in Australia and/or the UK. FTU Ha Noi has established relations with foreign universities in the US (Colorado University and California Fullerton University) and Australia (La trobe University). Looking to the future, the university wishes to continue developing the quality of the following majors: Economic, Finance, Banking and Business Administration. FTU has expressed an interest in cooperating with Dutch partners in the majors mentioned above.

**Contacts with Neso Vietnam**

NNVN meeting with International Relations Department. (2009)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Business Administration</td>
<td>Yes (All subjects)</td>
</tr>
<tr>
<td>External Economics</td>
<td>Yes (All subjects)</td>
</tr>
<tr>
<td>Banking and Finance</td>
<td>Yes (All subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “The mission of the Foreign Trade University (FTU) is to nurture talent, provide high-quality human resources specializing in Economics, International Business, Business Administration, Finance and Banking, Technology, and Foreign Languages and become a centre for cultural and educational exchange amongst countries all over the world”.

**Lecturers**

- 282 staff
- Professor/ Assoc. Professor: 13
- PhD: 41
- Master: 328

**Students**

- 15,000 students
- Undergraduate: N/A
- Postgraduate: N/A
- Annual intake: 3,100

**Tuition fee**

- BA: 112 EUR/year
- MA: 199 EUR/year
- PhD: 350 EUR/year

---

**Educational programmes**

FTU offers both Bachelor and Master programmes. Curricula are taught in Vietnamese. International joint academic programmes and top classes with the most talented students are taught in English.

- Duration of Bachelor programmes: 4 years
- Duration of Master programmes: 2 years
- Duration of PhD programmes: 4 years

**Undergraduate programmes:** 12 Programmes

- External Economics *(International curriculum)*
- Business Administration *(International curriculum)*
- International Business Administration *(International curriculum)*
- International Business Law
- Accounting
- E-commerce
- Economics: English, Russian, French, Japanese
- International Business
- Tax and Customers
- Finance – Banking
  - International Financial
  - Financial Analysis and Investment
  - Banking
- Business English
- International Business
- International Economics
- French Trade
- Chinese Trade
- Japanese Commercial

**Postgraduate programmes:** 7 Programmes

- Project Management *(International curriculum)*
- International Business Laws *(International curriculum)*
- Finance - Banking
- World Economy and International Economic Relations
- International Business
- Commerce
- Business Administration

**PhD programmes:** 1 Programme

- World Economy and International Economic Relations

**Faculty**

13 Faculties:

- Economics and International Business
- Business Administration
- Banking and Finance
- International Economics
- Basic Science
- Political Science
- English for Specific Purposes
### Student qualification
- Grade point average of entrance examination in 2011 was 22 to 29 which is high compared to the average nation level.
- An English criterion for graduating is equivalent to IELTS 5.5.

### Scholarships
- CPA Australia – Ernst and Young Vietnam
  - **Target:** FTU’s third year students.
  - **Criteria:** a strong desire to become a professional in Accounting and Auditing.
  - **Value:** Full scholarship to study CPA Australia program as well as job development at Ernst and Young after graduation.

### Cooperation with the Netherlands
- None yet

### Interested in cooperation with the Netherlands
- **Field of study:** Business – Finance and Banking
- **Kind of program:** Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.

### Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK  University of Bedfordshire</td>
<td>Bachelor of Business Studies Economics</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td>US  Colorado University</td>
<td>Bachelor of International Business Administration</td>
<td>BA</td>
<td>3 + 1</td>
</tr>
<tr>
<td></td>
<td>Bachelor of International Business Administration</td>
<td>BA</td>
<td>Study at FTU</td>
</tr>
<tr>
<td>Japan Aomori Chuo Gakuin University</td>
<td>N/A</td>
<td>N/A</td>
<td>2+2</td>
</tr>
<tr>
<td>France Rennes University</td>
<td>Master of Laws</td>
<td>MA</td>
<td>Study at FTU</td>
</tr>
<tr>
<td></td>
<td>Master of Project Management</td>
<td>MA</td>
<td></td>
</tr>
<tr>
<td>Canada HEC Montreal</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Australia La Trobe University</td>
<td>Master of International Business</td>
<td>MA</td>
<td>N/A</td>
</tr>
</tbody>
</table>
Name | English: Ha Noi University of Science (HUS)  
| Vietnamese: Đại học Khoa Học Tự Nhiên Hà Nội

**Summary**

Hanoi University of Science specializes in the field of Natural Science. The university excels in Information Technology, Biotechnology and Material Sciences. They take 2,100 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in Australia, Japan, USA and Korea. Looking to the future, the university wishes to improve the quality of the following majors: Biotechnology, Information Technology, Mathematics and Environmental Sciences. They have expressed an interest in cooperating with Dutch partners in Computer Application Information, Nuclear Technology, Physics, Chemistry, Geography, Environmental Management and Veterinary Science.

**Contacts with Neso Vietnam**

Meeting with Director of International Relations Department (2008).

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Information Technology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Biotechnology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Material Sciences</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Mathematics</td>
<td>Yes (All subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “Become one of the top universities in Vietnam and Asian, where outstanding scientists are trained.”

**Lecturers**

- Professor: 36
- Assoc. Professor: 112
- PhD: 279
- Master: 100

**Students**

- Undergraduate: 8,000
- Postgraduate: 500
- Annual intake: 2,100

**Tuition fee**

- BA: 128 – 143 EUR/year
- MA: 215 EUR/year
- PhD: 340 EUR/year

---

Educational programmes

HUS offers both undergraduate and postgraduate programmes. Curricula are taught in English. International joint academic programmes are taught in English.

Duration of Bachelor programmes: 4 years
Duration of Master programmes: 2 years
Duration of PhD programmes: 4 years

**Undergraduate programmes:** 18 Programmes
- Mathematics *(international curriculum)*
- Physics *(international curriculum)*
- Chemistry *(international curriculum)*
- Biology *(international curriculum)*
- Geology *(international curriculum)*
- Mechanics
- Applied Mathematics & Informatics
- Materials Science
- Nuclear Technology
- Chemical Technology
- Bio-technology
- Geotechnics and Geo-Environment
- Geography
- Land Administration
- Meteorology
- Hydrology
- Oceanography
- Environmental Science

**Postgraduate programmes:** 44 Programmes
- Mathematical Analysis
- Algebra and Number Theory
- Geometry and Topology
- Probability and Statistics
- Computational Mathematics
- Mathematical Assurances for Computer and Computing Systems
  (Mathematical Foundation for Informatics)
- Elementary Mathematics Methods
- Theoretical and Mathematical Physics
- Radio-Electronic Physics
- Atomic-Nuclear Physics and Nuclear Energy
- Solid State Physics
- Optics
- Sub-astral Physics
- Materials Science
- Inorganic Chemistry
- Organic Chemistry
- Analytical Chemistry
- Physical Chemistry and Theoretical Chemistry
- Environmental Chemistry
- Ethnical Anthropology
- Zoology
- Botany

---

1 [www.hus.edu.vn](http://www.hus.edu.vn)
### PhD programmes: 52 Programmes
- Mathematical Analysis
- Differential and Integral Equations
- Algebra and Number Theory
- Geometry and Topology
- Probability and Statistics
- Optimal Theory
- Computational Mathematics
- Mathematical Assurances for Computer and Computing Systems (Mathematical Foundation for Informatics)
- Mechanics of Solid
- Mechanics of Fluid
- Theoretical and Mathematical Physics
- Radio-Electronic Physics
- Atomic-Nuclear Physics and Nuclear Energy
- Solid State Physics
- Optics
- Sub-astral Physics
- Electromagnetic Materials
- Inorganic Chemistry
- Organic Chemistry
- Analytical Chemistry
- Physical Chemistry and theoretical Chemistry
- Ethnical Anthropology
- Zoology
- Entomology
- Botany

### Faculty
8 Faculties:
- Hydro-Meteorology & Oceanography
- Mathematics Mechanics Informatics
- Chemistry
- Biology
- Physics
- Geography
- Geology
- Environmental Science

### Student qualification
- The average entrance examination score in 2011 was between 16 and 22.5. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0

### Scholarships
- Scholarship for outstanding students with excellent academic records (to use in Vietnam)

### Cooperation with the Netherlands
- None yet
Interested in cooperation with the Netherlands

Field of study: Computer Application Information, Nuclear Technology, Physics, Chemistry, Geography, Environmental Management and Veterinary Science.

Kind of program: Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>University of Illinois</td>
<td>Mathematics</td>
<td>BA</td>
</tr>
<tr>
<td>Brown University</td>
<td>Physics</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
<tr>
<td>University of Washington</td>
<td>Chemistry</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
<tr>
<td>Rennes University</td>
<td>Geometry</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
</tbody>
</table>

UK

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>University of Illinois</td>
<td>Mathematics</td>
<td>BA</td>
</tr>
<tr>
<td>Brown University</td>
<td>Physics</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
<tr>
<td>University of Washington</td>
<td>Chemistry</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
<tr>
<td>Rennes University</td>
<td>Geometry</td>
<td>BA</td>
<td>Study in HUS</td>
</tr>
</tbody>
</table>

Contact details

Rector: Mr. Bùi Duy Cầm
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F: (+84 4) 8 583 061

International Relations Department

Title: Head
Contact person: Mr. Phan Duy Ngà
T: (+84 4) 858 1419/ 558 7677
e: dhkhtnhn@vnn.v
F: (+84 4) 8 583 061

Summary

The National Economics University in Hanoi focuses on the fields of Economics, Business and Management. NEU is a large university with 28 faculties, 44 specializations and 8 training branches for bachelor degrees; 33 specializations for master degrees and 22 specializations for doctoral degrees. The NEU attracts high quality students nationally. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in the UK, Australia, Belgium and Singapore. The NEU has established relations foreign universities in the UK (West of England University, University of Sunderland) and Australia (Swinburne University of Technology, The Australia National University). Looking to the future, the NEU wishes to keep developing the quality of the following majors: Business Administration, International Economics and Finance. NEU has expressed an interested in cooperating with Dutch partners in the majors mentioned above.

Contacts with Neso Vietnam

- Visited by Director of Nuffic Neso Vietnam. (11th February 2009)
- Visited by Educational Promotion Officer. (19th January 2010)

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>Yes (All subjects)</td>
</tr>
<tr>
<td>Public Management and Economics</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>International Business</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Public Finance</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction

Goal: “By the year 2020, NEU aims to become a top quality university in Asia. NEU strives to develop faculty members in both quantity and qualification in order to reach international standards.”

Lecturers

- 697 staff

Students

- 45,500 students

<table>
<thead>
<tr>
<th>Level</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professor</td>
<td>21</td>
<td>105</td>
<td>108</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>105</td>
<td></td>
<td>108</td>
</tr>
<tr>
<td>PhD</td>
<td>411</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Tuition fee

- BA: 92 EUR/year
- MA: 183 EUR/year
- PhD: 329 EUR/year

1 www.neu.edu.vn
Educational programmes

NEU offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes with curricula in English.

Duration of Bachelor programmes: 4 years
Duration of Master programmes: 2-3 years
Duration of PhDs programmes: 4 years

Undergraduate programmes: 34 Programmes
- Business Administration (International curriculum)
- International Economics (International curriculum)
- International Accounting (International curriculum)
- Finance and Banking (International curriculum)
- Commercial Business Administration
- International Commerce
- Customs Economics
- International Business
- Economic Informatics
- Management Information Systems
- Enterprise Management
- Quality Management
- General Business Administration
- Marketing Department
- Advertising Management
- Valuation
- Business Law
- International Business Law
- Labor Economics
- Human Resource Management
- Development Economics
- Planning
- General Accounting
- Auditing
- Investment Economics
- Information Technology
- Agricultural Economics and Rural Development
- Land Economics
- Real Estate Business
- Insurance Economics
- Social Insurance
- Security Market
- International Finance
- English

Postgraduate programmes: 16 Programmes
- English – MBA (International curriculum)
- Public Management and Economics

PhD programmes: 10 Programmes
- Business Administration (International curriculum)
- Business Management
- Industrial Economics
- Development Economics
- Planning
- Investment Economics
- Banking
- Public Finance
- Security Market
- International Finance

Faculty

15 Faculties:
- Investment economics
- Department of information technology
- Real estate and resource economics
- Insurance economics
- Banking and finance
- International education
- Commerce and international economics and business
- Informatics for economics
- In-service training
- Business Management
- Marketing
- Law
- Human resource economics and management
- Planning and development
- Accounting
The Average entrance examination score in 2011 was between 18 and 24.5. This is a very high score compared to the national average.

Scholarships
- CPA, Australia Scholarships for NEU’s lecturers and students;
- Scholarships from Sumitomo Corporation, Japan;
- Fulbright Scholarships, USA for lecturers;
- Graduate Scholarships from KhuKhaen University, Thailand;
- Irish Aid Scholarships, Ireland;
- Graduate Scholarships and Summer Courses from World Trade
- University, Switzerland;
- Scholarships from DAAD, Germany

Institute of Social Studies, the Netherlands
**Start year:** 1994 – now
- **Program:** Business Administration
- **Level:** Master
- **Type:** Dutch curriculum in Vietnam
- **Language:** English
- **Tuition fee:** 5500$/course
- **Ongoing Students:** 122
- **Duration:** 2 years

Framework of Profession – Oriented Higher Education Project, funded by the Dutch Government
- **Program:** Tourism and Hospitality Management
- **Level:** Bachelor
- **Type:** Under Framework of Profession – Oriented Higher Education Project
- **Language:** Vietnamese, English
- **Tuition fee:** funded by the Dutch Government
- **Duration:** 4 years

Interested in cooperation with the Netherlands
**Field of study:** Business – Finance and Banking
**Kind of program:** Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.

<table>
<thead>
<tr>
<th>Besides the Netherlands</th>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Singapore Institute of International Tyndale</td>
<td>Business Administration</td>
<td>BA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>University of Sunderland</td>
<td>Business Administration</td>
<td>BA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>West of England University</td>
<td>Economics, pathway Banking and Finance</td>
<td>BA</td>
<td></td>
</tr>
</tbody>
</table>

Belgium
- Universite Libre De Bruxelles
- Business Administration
- MBA
- 2+2

Australia
- Swinburne University of Technology
- International Accounting Program
- MintA
- The Australia National University
- ANU – NEU Bachelor of Economics
- BA
- 3+1

France
- University Claude Bernard Lyon 1
- Actuarial and Financial Science

USA
- Long Beach University
- Advanced Bachelor Program in Finance under Framework of MOET

Contact details
- **Rector:** Mr. Nguyễn Văn Nam
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- **T:** (+844) 3 6280280
- **W:** www.neufie.edu.vn
- **F:** (+844) 3 8693368

International Relations Department
- **Title:** Head
- **Contact person:** Mr. Phạm Trương Hoàng
- **A:** Office No 303, 307, Building 6
- **T:** (+84 4) 38697296 (ext 5629, 564)
- **E:** phhtqt@neu.edu.vn
- **F:** (+84 4) 38691798
The USSH is one of the most prestigious universities in the North of Vietnam in the area of Social Sciences and Humanities. USSH focuses on the following majors: Oriental studies, Journalism and Communication, History, Literature and Tourism. As a large university, offering 27 specializations for a bachelor’s degree, 29 specializations for a master’s degrees and 31 specializations for a doctoral degrees. The university takes 1,300 students each year. Students graduate only if both academic skills and English skills are up to par. English proficiency of students at graduation is equivalent to IELTS 4.0. Lecturers at the university were trained in Russia, New Zealand and China. USSH has established relations foreign universities in China and Thailand. Looking to the future, the university wishes to keep developing the quality of the following majors: International Studies, Journalism and Communication and Linguistics. USSH has expressed an interest in cooperating with Dutch partners on the majors mentioned above.

## Contacts with Neso Vietnam

- Director of Nuffic Neso Vietnam visited and worked with Vietnamese Studies Department about training PhDs in the Netherlands. (Sep 2011)
- Meeting with Mr. Hoàng Ngọc Cường - Head of office for Research & Development and International Affairs. (23th August 2008)

## Strong fields

### Major | Taught in English
--- | ---
Oriental Studies | Yes (Some subjects)
Journalism and Communication | Yes (Some subjects)
International Studies | Yes (Some subjects)

## General introduction

Goal “The University aims to become the nation leader in the areas of social sciences and humanities and contribute to the national industrialization and modernization”.

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>352 staff</td>
<td>7,407 students</td>
</tr>
<tr>
<td>Professor</td>
<td>6</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>65</td>
</tr>
<tr>
<td>PhD</td>
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</tr>
<tr>
<td>Master</td>
<td>148</td>
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</table>

<table>
<thead>
<tr>
<th>Tuition fee</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>87 EUR/year</td>
<td>175 EUR/year</td>
<td>320 EUR/year</td>
<td></td>
</tr>
</tbody>
</table>

1 [www.ussh.vnu.edu.vn](http://www.ussh.vnu.edu.vn)
Postgraduate programmes: 31 Programmes
- Archive
- World History
- Vietnam History
- History of Vietnam Communist Party
- Archaeology
- Ethnology
- Historiography and Sources Eritics
- International Relations
- Library Studies
- Linguistics
- Vietnamese Literature
- Literary Theories
- Foreign Literature
- Folk Literature
- Sino-Nom
- Science
- Technology Management
- Indian Studies
- Southeast Asian and Australian Studies
- Japanese Studies
- Korean Studies
- Chinese Studies
- Philosophy
- Scientific Socialism
- Science on Religion
- Political Science
- Ho Chi Minh Studies
- Psychology
- Sociology
- Organization Management
- Tourism

PhD programmes: 27 Programmes
- World Modern and Contemporary History
- Vietnam History
- History of Vietnam Communist Party
- Archaeology
- Ethnology
- Historiography and Sources Eritics
- Theoretical Linguistics
- Vietnamese Linguistics
- Historical –Comparative Linguistics
- Contrastive Linguistics

Faculty 15 Faculties:
- Archive and Office Management
- History
- International Studies
- Journalism and Communication
- Library and Information Science
- Linguistics
- Literature
- Management Science
- Oriental Studies
- Philosophy
- Political Science
- Psychology
- Sociology
- Tourism
- Vietnamese Studies and Language

Student qualification
- The average entrance examination score in 2011 was between 16 and 20. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to 4.0.

Scholarships
- Fellowship in Regional Languages Study of Center for Educational Exchange with Vietnam (CEEVN)
- Scholarship for staff to study Burmese, Hmong, Indonesian, Thai, Lao or Khmer language at the Southeast Asian Studies Summer Institutes (SEASSI), University of Wisconsin-Madison, USA. Seven fellowships per year.
Criteria:
✓ Be a full-time staff or students working at and nominated by Department of Anthropology, College of Social Sciences and Humanities, Vietnam National University, Hanoi.
✓ Hold a university degree.
✓ Have English language competence to function independently in an English-speaking academic environment.
✓ Be under 38 years of age.

Fee: Tuition and fees, limited health insurance, round trip air travel, accommodation on university campus, and meal allowance.

Cooperation with the Netherlands
Leiden University
- Program: Research, staff training

Interested in cooperation with the Netherlands
Field of study: International Studies, Journalism and Communication and Linguistics.
Kind of program: Student exchange, staff exchange, 2+2, 3+1, Research

Besides the Netherlands
<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>California University</td>
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<td>BA</td>
<td>Short-term</td>
</tr>
<tr>
<td>California State University</td>
<td></td>
<td>BA</td>
<td>Short-term</td>
</tr>
<tr>
<td>Puget Sound University</td>
<td></td>
<td>BA</td>
<td>Short-term</td>
</tr>
<tr>
<td>Long Beach University</td>
<td></td>
<td>BA</td>
<td>Short-term</td>
</tr>
<tr>
<td>China</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beijing University</td>
<td>Finance and Economics</td>
<td>BA</td>
<td></td>
</tr>
<tr>
<td>Guangxi University</td>
<td>Public Administration Management</td>
<td>BA</td>
<td>3+1</td>
</tr>
<tr>
<td>Yunnan University</td>
<td>Tourism Management</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>Language</td>
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<td>Press</td>
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<tr>
<td>Australia</td>
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<tr>
<td>Victoria University</td>
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<td>BA</td>
<td>Short-term</td>
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<tr>
<td>Thailand</td>
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<tr>
<td>Thammasat</td>
<td></td>
<td>BA</td>
<td></td>
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<tr>
<td>Bansomdejchaopraya Rajabhat</td>
<td></td>
<td>BA</td>
<td></td>
</tr>
</tbody>
</table>

Contact details
Rector: Mr. Nguyễn Văn Khánh
A: 336 Nguyễn Trãi Road, Thanh Xuân District, Hà Nội, Vietnam
T: (+84 4) 38 583 799
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E: nvhiieu@ussh.edu.com
F: (+84 4) 38 583 821

Annex 2
University Profiles
The Vietnam Commercial University in Hanoi is one of six leading universities in Economics and Business Administration in Vietnam along with National Economics University, Hanoi Foreign Trade University, Ho Chi Minh City University of Foreign Trade and Ho Chi Minh City University of Economic. The university excels in Accounting, Finance/Banking and International Trade. The university attracts high quality students nationally. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in the Ukraine, China, India, the US, France, Japan and Thailand. Currently, VCU has established relations with foreign universities in France (University of Nice Sophia Antipolis) and China (University of Guangxi). Looking to the future, the university wishes to develop the quality of the following majors: Business Administration and Finance/Banking and Accounting. VCU has expressed an interest in cooperating with Dutch partners in the majors mentioned above.

Contacts with Neso Vietnam
Contact with NNVN Education Promotion Officer in 2008 and 2011.

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>International Trade</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Accounting</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Finance and Banking</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction
Goal: “To become a center of undergraduate and postgraduate training and meet high quality standards of international education”.

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>352 staff</td>
<td>7,407 students</td>
</tr>
<tr>
<td>Professor</td>
<td>Undergraduate</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>Postgraduate</td>
</tr>
<tr>
<td>PhD</td>
<td>Annual intake</td>
</tr>
<tr>
<td>Master</td>
<td>144</td>
</tr>
</tbody>
</table>

Tuition fee
- BA: 73 EUR/year
- MA: 145 EUR/year
- PhD: 290 EUR/year

Educational programmes
VCU offers undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. VCU have some international joint academic programmes with curricula in English.

Duration of Bachelor programmes: 4 years
Duration of Master programmes: 2 years

Undergraduate programmes:
- Business Enterprise Administration (international curriculum)
- Finance and Banking (international curriculum)
- Human Resources (international curriculum)
- Project Management (international curriculum)
- Tourist Court Enterprise Administration
- Commercial Marketing
- International Trade
- E-commerce Administration
- Commerce man-power Resources Administration
- Commercial Law
- Compound Business Administration
- Public Health Care and Commerce Medical Service
- Trade Mark Administration
- Accounting
- Commercial Economics
- Auditing
- Business English
- Commerce and System Administrator Market Information

Master programmes:
- Auditing (international curriculum)
- Business Management (international curriculum)
- Economic Management
- Commerce
- Accounting

Faculty
18 Faculties:
- Enterprise Administration
- Tourism and Hospitality Management
- Marketing
- Accounting - Auditing
- International Commerce
- Economic
- Finance and Banking
- English
- E-Commerce
- Commercial Business
- Commercial Law
- Commercial Information Technology
- Human Resource Management
Student qualification

- The average entrance examination score in 2011 was between 16.5 and 20.5. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0.

Scholarships

- Scholarship for talented students (to use in Vietnam).
  
  **Criteria:** Top of the class (number depends on the availability of the fund)
  
  **Value:** About 36 EUR

- Scholarship of Chinese Culture University of Taipei, Taiwan
  
  **Target:** Lecturer or graduated students of VCU
  
  **Criteria:** TOEIC from 400 – 450 (IELTS 4.5)
  
  **Value:** Tuition fee and dormitory
  
  **Duration:** 2 years

- Global Undergraduate Exchange Program
  
  **Target:** Students from 1st to 3rd year and there are at least 2 semester to graduate.
  
  **Criteria:** IELTS ≥ 6.5 (TOEFL iBT ≥ 80) and GPA ≥ 7.5, participate in outdoor activities.
  
  **Value:** 1 short course in the United States.

Cooperation with the Netherlands

- None yet

Interested in cooperation with the Netherlands

- Field of study: Business Administration, Finance – Banking and Accounting
- Kind of program: Student exchange, 2+2, 3+1.

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Université de Nice Sophia Antipolis</td>
<td>Business Enterprise Administration and Economics</td>
<td>BA</td>
<td>Study at VCU</td>
</tr>
<tr>
<td>L’Agence universitaire de la Francophonie (AUF)</td>
<td>Human resources and Project Management, Finance, Banking, Insurance, Finance - Audit</td>
<td>BA</td>
<td>Study at VCU</td>
</tr>
</tbody>
</table>

Contact details

- Rector: Mr. Đinh Văn Sơn
  
  A: Mai Dịch Road, Cầu Giấy District, Hà Nội, Vietnam
  
  T: (+84 4) 37 643 219 / 37 950 057 / 37 643 228
  
  W: www.vcu.edu.vn
  
  F: (+84 4) 37 643 228

- Title: Head
- Contact person: Mr. Vũ Mạnh Chiến
- T: (+84 4) 38 370 766
- E: vmchien@yahoo.com
- F: (+84 4) 37 643 228

<table>
<thead>
<tr>
<th>Country</th>
<th>University</th>
<th>Study Level</th>
<th>Program Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>University Ethnic of Guangxi</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td>Austria</td>
<td>Long Beach University</td>
<td>MSc</td>
<td>Business Administration</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>International Relations Department</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Target:</strong></td>
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<tr>
<td><strong>Criteria:</strong></td>
</tr>
<tr>
<td><strong>Value:</strong></td>
</tr>
</tbody>
</table>

Contact details

- Rector: Mr. Đinh Văn Sơn
  
  A: Mai Dịch Road, Cầu Giấy District, Hà Nội, Vietnam
  
  T: (+84 4) 37 643 219 / 37 950 057 / 37 643 228
  
  W: www.vcu.edu.vn
  
  F: (+84 4) 37 643 228

- Title: Head
- Contact person: Mr. Vũ Mạnh Chiến
- T: (+84 4) 38 370 766
- E: vmchien@yahoo.com
- F: (+84 4) 37 643 228

- Rector: Mr. Đinh Văn Sơn
  
  A: Mai Dịch Road, Cầu Giấy District, Hà Nội, Vietnam
  
  T: (+84 4) 37 643 219 / 37 950 057 / 37 643 228
  
  W: www.vcu.edu.vn
  
  F: (+84 4) 37 643 228

- Title: Head
- Contact person: Mr. Vũ Mạnh Chiến
- T: (+84 4) 38 370 766
- E: vmchien@yahoo.com
- F: (+84 4) 37 643 228
**Central**

**Name**

| English: The University of Da Nang (UD) | Vietnamese: Đại học Đà Nẵng |

**Summary**

Hanoi University of Science and Technology is one of the top four technical universities in Vietnam alongside Ho Chi Minh City University of Technology, Da Nang University of Technology and the University of Technical Education Ho Chi Minh City. HUST excels in Automation, Information Technology and Electronic Telecommunication. The university takes over 3000 students each year. The university attracts high-quality students nationally. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in the UK, the US, Germany, Japan and Korea. The HUST has established many relations with foreign universities, notably in Germany (Hannover and Leipzig University), France (Grenoble University) and the US (Troy University). Looking to the future, HUST wishes to develop the following majors: Mechanical Engineering, Automation and Electronics and Telecommunications. HUST has expressed an interest in cooperating with Dutch partners in the majors mentioned above.

**Contacts with Neso Vietnam**

- Meeting with Mr. Bùi Văn Ga, Rector of Da Nang University currently Vice Minister of Education and Training. (11th September 2009)
- Meeting with Mr. Trương Bá Thanh, Rector of Da Nang University of Economics. (18th December 2008)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Electric Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Chemical Technology</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “UD aims to become a major center for research and international exchange for Central Vietnam and Western Highland and provide highly qualified workforce”.

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,730 staff</td>
<td>75,100 students</td>
</tr>
<tr>
<td>Professor</td>
<td>Undergraduate 72,000</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>Postgraduate 3,100</td>
</tr>
<tr>
<td>PhD</td>
<td>Annual intake 17,000</td>
</tr>
<tr>
<td>Master</td>
<td>975</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tuition fee</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>73 EUR/year</td>
<td>178 EUR/year</td>
<td>310 EUR/year</td>
<td></td>
</tr>
</tbody>
</table>

1. www.hut.edu.vn

**Educational programmes**

UD offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International Joint Academic programmes are taught in either English or French.

- **Duration of bachelor programmes**: 4 years.
- **Duration of master programmes**: 2 years.
- **Duration of PhD programmes**: 4 years.

**Undergraduate programmes**: 83 Programmes

- Engineering - Electronics (International curriculum)
- Mechanic (International curriculum)
- Automate industrial process (International curriculum)
- Chemical Engineering - Oil and Gas (International curriculum)
- Embedded System (International curriculum)
- Biotechnology (International curriculum)
- Information Technology (International curriculum)
- Telecommunication Engineering (International curriculum)
- International Economics Law (International curriculum)
- International Commercial Law (International curriculum)
- Electronics - Telecommunications
- Architecture
- Engineering Dynamics
- Economic development and project management
- Electrical Engineering
- Environmental Technology
- Ship Engineering
- Thermal Technology - Refrigeration
- Industrial Technology
- Informatics Building
- Materials and structures
- Food Technology
- Building Bridges - Road
- Polymer Materials Technology
- Hydro Building
- Silicate Materials Technology
- Civil and Industrial
- Accounting
- Developing Economics
- Labor Economics
- Political Economics
- Economics and Public Management
- Business Law
- Banking
- Business Administration of Tourism and Service
- International Business Administration
- Commercial Business Administration
- Business Administration
- Marketing Administration
- Finance
- Enterprise Finance

Annex 2

University Profiles
Statistics – Computer Science
Management Computer
Journalism
Geology
Pharmaceutical Chemistry
Chemical Analysis Environment
Biology – Environment
Psychology
Mathematics
Cultural Education
Literature
Physics
Vietnamese Education
Pedagogical Geology
Pedagogical Political Education
Pedagogical Special Education
Pedagogical Preschool Education
Pedagogical Physical Training and National Defense
Pedagogical Primary Education
Pedagogical Chemistry
Pedagogical History
Pedagogical Literature
Pedagogical Biology
Pedagogical Physics
Pedagogical Mathematics
Pedagogical Computer Science
Medicine
Pharmacy
International Studies
English
Business English
Business French
Business Chinese
Korean
Russian
French
Thailand
Chinese
English Teaching
Russian Teaching
French Teaching
Chinese Teaching

Master programmes: 27 Programmes

- Chemical Technology (International curriculum)
- Linguistics
- Philosophy
- Civil Engineering
- Heat-engine Engineering

PhD programmes: 13 Programmes

- Heat-Engine Engineering
- Machine Elaborate Technology
- Heat Technology and Plant
- Cold Technology and Plant
- Regulating River and Coastal
- Well-spring Development
- Mechanical Engineering
- Web and Electrical System
- Food and Drink Technology
- Organical Chemistry
- Agricultural Economics
- Industrial Economics
- Biology Technology

Faculty 8 Faculties:

- Engineering
- Economics
- Education
- Foreign language
- Technology
- Information technology
- The University of Da Nang branch in Kon Tum
- Medicine and Pharmacy
The average entrance examination score in 2011 was between 13 and 18. This represents an average national score.

To graduate students must obtain an English score equivalent to IELTS 3.5.

**Scholarships**

- **Hubert Humphrey Scholarship**
  
  **Target:** Staff
  
  **Criteria:** 5 years working experience, TOEFL iBT > 71
  
  **Value:** Study course in USA

- **DAAD Scholarship**
  
  **Target:** Staff
  
  **Value:** Training course in Germany

- **Accompanying scholarship**
  
  **Target:** 1st and 2nd year student of UD
  
  **Criteria:** Students in the top of the class, have difficulty in finance
  
  **Value:** 91 EUR per semester

- **STF - Pepsi Scholarship**
  
  **Target:** 3rd and 4th year student
  
  **Criteria:** Top students
  
  **Value:** 363 EUR

**Cooperation with the Netherlands**

None yet

**Interested in cooperation with the Netherlands**

- **Field of study:** Economic, Technology and Linguistics
- **Kind of program:** Student exchange, staff exchange, 2+2, 3+1, short course, summer course.

**Besides the Netherlands**

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUF</td>
<td>Automate industrial process Information Technology</td>
<td>BA</td>
<td>Study in UD</td>
</tr>
<tr>
<td></td>
<td>Gas oil and Technology</td>
<td>BA</td>
<td>Study in UD</td>
</tr>
<tr>
<td>Paris - sud 11 University</td>
<td>Chemical Technology</td>
<td>MSc</td>
<td>Study in UD</td>
</tr>
<tr>
<td>Compiègne University</td>
<td>Web and Electrical System</td>
<td>MA</td>
<td>Study in UD</td>
</tr>
<tr>
<td>Grenoble</td>
<td>Production of Automatic</td>
<td>BA</td>
<td>Study in UD</td>
</tr>
<tr>
<td>Catholic University of America</td>
<td>Electric, Electronics and Telecommunications, Mechanics, Civil, Information Technology, Biotechnology</td>
<td>BA</td>
<td>3+2</td>
</tr>
<tr>
<td>Washington University</td>
<td>Electronic Telecommunication Engineering</td>
<td>BA</td>
<td>Study in UD</td>
</tr>
<tr>
<td>Portland State University</td>
<td>Embedded System</td>
<td>BA</td>
<td></td>
</tr>
<tr>
<td>West of England</td>
<td>International Economics Law</td>
<td>MA</td>
<td>1+1</td>
</tr>
<tr>
<td>Shu-te University</td>
<td>Business Administration MBA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Contact details**

**Rector:**

- Mr. Trần Văn Nam
- A: 41 Lê Duẩn Road, Đà Nẵng
- T: (+84 511) 3 822 041
- W: www.ud.edu.vn
- F: (+84 511) 3 823 683

**International Relations Department**

**Title:** Head

**Contact person:** Mr. Nguyễn Hữu Hiển

- A: 41 Lê Duẩn Road, Đà Nẵng
- T: (+84 511) 3 823 794/891 517
- W: dmha@ud.edu.vn
- F: (+84 511) 3 823 683
Can Tho University (CTU)

Summary
Can Tho University is widely recognized as a premier university in the Mekong Delta region of Vietnam. CTU is a particularly large university, offering 77 bachelor degrees, 28 Master degrees and 8 Doctoral degrees in various training programmes. There are nearly 40,000,000 students in total. CTU take 10,000 students each year. Students graduate only if both academic and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 3.5. Lecturers at the university were trained in Australia, the UK, Singapore, Taiwan (based on Mekong 1000 scholarships). CTU has established relations with foreign universities in the US (Oregon University and Michigan University) and India (Aptech University). Looking to the future, CTU wishes to develop the following majors: Aquaculture, Biotechnology, Agriculture, Environment, Economics, Education and Law. CTU has expressed an interested in cooperating with Dutch partners in the majors mentioned above.

Contacts with Neso Vietnam
Visited by Director of Nuffic Neso Vietnam. (27th August 2009)

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marine Aquaculture</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Marine Biology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Food Technology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Fisheries Management</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction
Goal: "CTU's strategic vision for 2020 is to not only become the best university in Vietnam but also to be recognized throughout Asia-Pacific as a leader in education and research."\(^1\)

Lecturers

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,086 staff</td>
<td>39,684 students</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Professor/Assoc. Professor</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>51</td>
<td>37,318</td>
<td>2,366</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PhD</th>
<th>Annual intake</th>
<th>10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>181</td>
<td>10,000</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Master</th>
<th>Bachelor</th>
</tr>
</thead>
<tbody>
<tr>
<td>524</td>
<td>330</td>
</tr>
</tbody>
</table>

Tuition fee

<table>
<thead>
<tr>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>127 EUR/year</td>
<td>200 EUR/year</td>
<td>358 EUR/year</td>
</tr>
</tbody>
</table>

1 \(^{1}\) www.hut.edu.vn

Educational programmes
CTU offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English or French.

Duration of Bachelor programmes: 4 years
Duration of Master programmes: 2 years
Duration of PhD programmes: 4 years

Undergraduate programmes: 81 Programmes
- Aquaculture (International curriculum)
- Information Technology (International curriculum)
- Biotechnology (International Curriculum)
- Crop Sciences
- Agronomy
- Animal Sciences
- Veterinary Medicine
- Food Technology
- Land Management
- Soil Sciences
- Plant Protection
- Ornamental Plant & Gardening
- Fisheries Management
- Marine Biology
- Aquatic Animal Health Management
- Fishery Economics
- Fishery Product Processing Technology
- Information System
- Software Engineering
- Computer Network and Data Communication
- Computer Science (2009)
- Information System Management
- Bilingual Informatics Engineering
- Informatics Engineering
- Chemistry
- Biology
- Applied Mathematics
- Environmental Sciences
- Environmental Engineering
- Mechanical Engineering
- Manufacturing Engineering
- Food Processing Engineering
- Transportation Engineering
- Building Engineering
- Civil Engineering for Rural Development
- Bridge and Road Engineering
- Control Engineering
- Electronics and Telecommunication Engineering
- Computer Engineering
- Hydraulic Engineering
- Chemical Engineering
- Electrical Engineering
- Mechatronics
- Industrial Management
- Accounting
- Accounting - Auditing
- Finance and Banking
- Corporate Finance
- Business Administration
- Marketing
- Tourism and Service Management
- Agricultural Economics
- Commercial Management
- Environmental and Resource Economics
- Foreign Trade
- Economics
- Mathematics Teacher Education
- Physics Teacher Education
- Chemistry Teacher Education
- Biology Teacher Education
- Geography Teacher Education
- Language and Literature Studies
- History Teacher Education
- Vietnamese Literature and Linguistics Teacher Education
- Math - Informatics Teacher Education
- Physics - Informatics Teacher Education
- Tourism
- English Teacher Education
- English Language and Literature Studies
- French Teacher Education
- Primary Teacher Education
- Biology and Agricultural Technology Teacher Education
- Administrative Law
- Judicial Law
- Commercial Law
- Civics Teacher Education
- Advanced Biotechnology
- Rural Development
- Library Information Management
- Sport Teacher Education

**Postgraduate programmes:** 24 Programmes
- Soil Sciences
- Crop Sciences
- Animal Husbandry
- Veterinary Medicine
- Plant Protection
- Food & Beverage Technology
- Post-harvest Technology

- Aquaculture
- Information System
- Mathematics
- Physics
- Chemistry
- Ecology
- Environmental Sciences
- Environmental Management
- Principles and Methods of Vietnamese Language and Literature Education
- Principles and Methods of English Language and Literature Education
- Principles and Methods of French Language and Literature Education
- Viet Nam Literature Studies
- Business Administration
- Agricultural Economics
- Finance – Banking
- Biotechnology
- Rural Development

**PhD programmes:** 7 Programmes
- Soil Sciences
- Animal Husbandry
- Crop Sciences
- Plant Protection
- Marine Aquaculture
- Freshwater Aquaculture
- Microbiology

**Faculty**

- Education
- Agriculture & Applied Biology
- Sciences
- Technology
- Information & Communication Technology
- Aquaculture and Fisheries
- Environment and Natural Resources
- Economics
- Law
- Marxism-Leninism – HoChiMinh's Thought
- Physical Education

**Student qualification**
- The average entrance examination score in 2011 was 13 – 17.5. This presents an average national score.
- To graduate students must obtain an English score equivalent to IELTS 3.5.

**Scholarships**
- Scholarship of Promoted Learning for top students.
  The fee is varied each year based upon the decision of the Rector.
Cooperation with the Netherlands

- **University of Wageningen**
  - Program: Staff training
  - Level: Short course, Master, PhD

- **University of Groningen**
  - Program: Staff training
  - Level: Short course, Master, PhD

- **University of Amsterdam**
  - Program: Staff training
  - Level: Short course, Master, PhD

Interested in cooperation with the Netherlands

Field of study: Aquaculture, Biotechnology, Agriculture, Environment, Economics, Education and Law.
Kind of program: Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oregon University</td>
<td>Aquaculture</td>
<td>BA</td>
<td>Study at CTU</td>
</tr>
<tr>
<td>Michigan University</td>
<td>Biotechnology</td>
<td>BA</td>
<td>Study at CTU</td>
</tr>
<tr>
<td>Aptech University</td>
<td>Information Technology</td>
<td>BA</td>
<td>Study at CTU</td>
</tr>
</tbody>
</table>

Contact details

- **Rector:** Mr. Hà Thanh Toàn
  - Address: Road 3/2, Xuân Khánh Ward, Ninh Kiều District, Cần Thơ, Vietnam
  - Phone: (+84 710) 3 832 663
  - Website: www.dhct@ctu.edu.vn

International Relations Department

- **Title:** Director
- **Contact person:** Mr. Đào Văn Khanh
  - Phone: (+84 710) 3 838 262/3 831 530 (ext 8350)
  - Email: dvkhanh@ctu.edu.vn

Name

<table>
<thead>
<tr>
<th>English:</th>
<th>Vietnamese:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foreign Trade University - Ho Chi Minh City Campus (FTU)</td>
<td>Đại học Ngoại Thương - Cơ sở II, Thành phố Hồ Chí Minh</td>
</tr>
</tbody>
</table>

Summary

Foreign Trade University is one of the most prestigious universities in Vietnam in the field of Business Administration, along with Hanoi National Economics University, Hanoi Commercial Economics University and Ho Chi Minh City University of Economics. The university attracts high quality students nationally. Students only graduate if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.5. Lecturers at the university were trained in Australia, the UK, Singapore and other Asian countries. Looking to the future, the university wishes to develop the following majors: Finance – Banking and International Business Administration. FTU has expressed an interest in cooperating with Dutch partners in the fields of Business, Finance and Banking.

Contacts with Neso Vietnam

Director Neso visited in 2009

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Finance – Banking</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Economics and International Business</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction

Goal: "FTU's mission is to supply talented and highly qualified human resources and to transfer scientific knowledge to meet the demand of the economy and business community" 1

Lecturers

- 100 staff

Students

- 5,847 students

<table>
<thead>
<tr>
<th>Professor/Assoc. Professor</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>N/A</td>
<td>5,397</td>
<td>250</td>
<td>1,200</td>
</tr>
</tbody>
</table>

Tuition fee

- **BA:** 145 EUR/year
- **MA:** 245 EUR/year
- **PhD:** 360 EUR/year

---

1. cs2.ftu.edu.vn
### Educational Programmes
FTU offers both Bachelor and Master programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English.
- **Duration of Bachelor programmes:** 4 years
- **Duration of Master programmes:** 2 years
- **Duration of PhD programmes:** 4 years

#### Undergraduate Programmes: 8 Programmes
- Financial Management (International curriculum)
- Business Studies (International curriculum)
- Banking
- Financial Analysis and Investment Management
- International Finance
- Banking and Finance
- International Business
- Business English

#### Master Programmes: 4 Programmes
- Business Administration (International curriculum)
- Finance (International curriculum)
- International Trade
- World Economy and International Economic Relations

#### PhD Programmes: 1 Programme
- World Economy and International Economic Relations

### Faculty
#### Three Faculties:
- Faculty of Economics and International Business
- Faculty of Business Administration
- Faculty of Banking and Finance

### Student Qualification
- The average entrance examination score in 2011 was between 21.5 and 24. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.5.
- Talented classes:
  - Criteria: IELTS ≥ 5.5 and pass the interview exam.
  - In these classes, students are taught by lecturers from famous universities in the UK and the US. Curricula are taught in English.

### Scholarships
- **FTU’s scholarship:** For top 3 students in each class (to use in Vietnam)
- **AMCHAM scholarship:** (to use in Vietnam)
  - **Criteria:**
    - TOEFL IBT ≥ 90 or IELTS ≥ 6.5
    - PA ≥ 7.0
    - Fee: 362 EUR/scholarship.

### Cooperation with the Netherlands
None yet

---

### Interested in cooperation with the Netherlands

<table>
<thead>
<tr>
<th>Name of Institute</th>
<th>Field of study</th>
<th>Kind of program</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Hague University</td>
<td>Business – Finance – Banking</td>
<td>Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.</td>
</tr>
</tbody>
</table>

### Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of University</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Castle University</td>
<td>Business Studies</td>
<td>BA</td>
<td>3+1</td>
</tr>
<tr>
<td>Stirling University</td>
<td>Finance</td>
<td>MBA</td>
<td>18 Months in FTU</td>
</tr>
<tr>
<td>Rennes University</td>
<td>Finance</td>
<td>MSc</td>
<td>12 months in FTU</td>
</tr>
<tr>
<td>University of Latvia</td>
<td>International Business</td>
<td>MA</td>
<td>6 months in FTU + 6 months in University of Latvia</td>
</tr>
<tr>
<td>University of Business Niels Brock</td>
<td>Financial Management and Services</td>
<td>BA</td>
<td>1 year in FTU + 3 years in FTU or Niels Brock</td>
</tr>
</tbody>
</table>

### Contact Details
**Rector:** Mr. Hoàng Văn Châu
- **Address:** No.15 D5 Street, Ward 25, Bình Thạnh District, Hồ Chí Minh City
- **Phone:** (+84.8) 35 127 254
- **Website:** www.cs2.ftu.edu.vn
- **Fax:** (+84.8) 38 960 713

**International Relations Department**
- **Title:** Head
- **Contact person:** Ms. Lê Thị Minh Tâm
- **Address:** No.107, Building A
- **Phone:** (+84.8) 35 127 254 (ext 881)
- **Email:** minhtamdht@gmail.com
- **Fax:** (+84.8) 38 960 713
**Name**

| English: Ho Chi Minh City International University (IU) | Vietnamese: Trường Đại học Quốc tế Thành phố Hồ Chí Minh |

**Summary**

IU was officially established in 2003 as the first public international university in Vietnam. IU is a part of Vietnam National University-Ho Chi Minh City (VNU-HCM). IU excels in International Technology, Business Administration and BioTechnology. IU is a new university with 3000 students and nearly 200 lecturers. IU takes 750 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 6.0. Most lecturers at the university were trained in the US and the UK, France and/or Australia. IU has established relations with top-ranked foreign universities in North America, Europe and the Asia-Pacific including Rutgers University, The State University of New Jersey, The University of California San Diego, Binghamton University and The Asian Institute of Technology. Looking to the future, IU wishes to develop the following majors: Business Administration, Biotechnology and Civil Engineering. IU has expressed an interested in cooperating with Dutch partners in the majors mentioned above.

**Contacts with Neso Vietnam**

- Meeting with Vice Head of International Relations Department to discuss the Holland Education Fair 2010. (19th September 2010)
- Meeting with Ms. Nguyễn Quỳnh Mai - Acting Head of International Relations and R&D Management Office. (28th October 2008)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Technology</td>
<td>Yes (all subjects)</td>
</tr>
<tr>
<td>Business Administration</td>
<td>Yes (all subjects)</td>
</tr>
<tr>
<td>Biotechnology</td>
<td>Yes (all subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “IU’s mission is to be recognized as one of the top research-oriented universities in Vietnam and in Asia. We seek to reach this goal by carefully selecting staff and foreign faculty that are well qualified in order to meet the changing needs of our society and our country’s development”

**Educational programmes**

IU offers both undergraduate and postgraduate programmes. IU adheres to international standards in developing syllabi. All curricula are taught in English.

- **Duration of Bachelor programmes**: 4 years.
- **Duration of Master programmes**: 1.5-2 years.

**Undergraduate programmes**

- Business Administration (International curriculum)
- Biotechnology (International curriculum)
- Information Technology (International curriculum)
- Biomedical Engineering (International curriculum)
- Computer Science (International curriculum)
- Software Engineering (International curriculum)
- Civil Engineering (International curriculum)
- Electrical Engineering (International curriculum)
- Industrial Engineering (International curriculum)
- Telecommunication (International curriculum)
- Banking Finance
- Food Technology
- Fishing Resources Management

**Master Programmes**

- Quality Management (International curriculum)
- Effective Business (International curriculum)
- Marketing & Advertising (International curriculum)
- Business Administration
- Economics
- Finance – Banking
- English
- Construction Techniques

**Faculty**

10 Faculties:

- School of Biotechnology
- School of Business
- School of Computer Sciences and Engineering
- School of Electrical Engineering
- Department of Biomedical Engineering
- Department of Civil Engineering
- Department of English
- Department of Industrial and Systems Engineering
- Department of Mathematics
- Department of Physics

**Student qualification**

- The average entrance examination score in 2011 was between 13.5 and 19.5. This is a high score compared to the national average.
- **Entrance Requirement: English Proficiency**
  - For Vietnamese applicants with domestic high school background, IELTS 3.5.
  - For foreign applicants and Vietnamese applicants with high school education abroad or international education in Vietnam, IELTS 6.0.

**Tuition fee**

<table>
<thead>
<tr>
<th>Lectures</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>169 staff</td>
<td>3,000 students</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Degree</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
<th>Master</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA</td>
<td>1,100 EUR/year</td>
<td>4,586 EUR/year</td>
<td>750</td>
<td>90</td>
</tr>
<tr>
<td>MA</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>PhD</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 [www.hcmiu.edu.vn](http://www.hcmiu.edu.vn)
### Scholarships

- **Scholarship for Master programmes 2011**
  - **Value:** A full scholarship worth $6,000 is offered for the whole course: 4 years for domestic programs and 2 years for twinning programs.
  - **Value:** A partial scholarship worth $3,000 is offered for the whole course: 4 years for domestic programs and 2 years for twinning programs.

### Cooperation with the Netherlands

None yet

### Interested in cooperation with the Netherlands

- **Field of study:** Technology and Economics
- **Kind of program:** Master (1+1), Bachelor (2+2, 1+2)

### Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Zealand</td>
<td>Auckland University of Technology Business Administration</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>University of Auckland Computer Systems</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>Electrical and Electronic Software Engineering</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK</td>
<td>University of Nottingham Information Technology</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>Biotechnology Electronics - Telecommunications</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Business Administration</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>University of West of England Information</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>Technology Electronics - Telecommunications</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Business Administration</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Biotechnology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>University of New South Wales Electrical</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td></td>
<td>- Electronics Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Telecommunications</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Business Administration</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Biotechnology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thailand</td>
<td>Asian Institute of Technology Information</td>
<td>BA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Technology and Communications</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Electronic Engineering</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Electronic Mechanism</td>
<td></td>
<td></td>
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</table>

### USA

<table>
<thead>
<tr>
<th>University Profiles</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Catholic University of America</td>
</tr>
<tr>
<td>Electrical Engineering</td>
</tr>
<tr>
<td>Civil Engineering</td>
</tr>
<tr>
<td>Computer Engineering</td>
</tr>
<tr>
<td>Mechanical Engineering</td>
</tr>
<tr>
<td>Biomedical Engineering</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rutgers, The State University of New Jersey</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrical Engineering</td>
</tr>
<tr>
<td>Computer Engineering</td>
</tr>
<tr>
<td>Industrial Systems Engineering</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>University of Hawaii</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Binghamton University, the State University of New York</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bio Engineering</td>
</tr>
<tr>
<td>Computer Engineering</td>
</tr>
<tr>
<td>Computer Science</td>
</tr>
<tr>
<td>Industrial Systems Engineering</td>
</tr>
<tr>
<td>Electrical Engineering</td>
</tr>
</tbody>
</table>

### Contact details

- **Rector:** Mr. Hồ Thanh Phong  
  - A: Quarter 6, Linh Trung Ward, Thủ Đức District, Hô Chí Minh City  
  - T: (+84 4) 724 2181 (ext 3351)  
  - W: www.hcmiu.edu.vn  
  - F: (+84 4) 724 2195

- **International Relations Department**
  - **Head:** Mr. Phan Bảo Ngọc  
  - T: (+84 4)37 244 270  
  - E: pbngoc@hcmiu.edu.vn  
  - F: (+84.8) 39 300 085
Name: Ho Chi Minh City Nong Lam University

Vietnamese: Đại học Nông Lâm Thành Phố Hồ Chí Minh

Summary

Nong Lam University is one of four universities in Vietnam focused predominantly on Agriculture. The others are Hanoi University of Agriculture, Hue University of Agriculture and Forestry and Thai Nguyen University of Agriculture and Forestry. The university excels in Agronomic, Environmental Management and Biotechnology. They take 5000 students each year. Students graduate only if both academic and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 4.5. Lecturers at the university were trained in the US, Australia, Japan and France. The university has established relations with Van Hall Larenstein University in a Bachelor of Trade and International Agribusiness; Fruit and Vegetable Production & Marketing. Looking to the future, the university wishes to develop the quality of the following majors: Agronomy, Veterinary, Biotechnology and Environmental Management. Nong Lam have expressed an interest in cooperating with Dutch partners in Agriculture, Biotechnology and Business Administration. They are particularly interested in cooperation with The Hague University, though they remain open to all prospective partnerships.

Contacts with Neso Vietnam

- Meeting with Ms. Nguyễn Phú Hòa, Head of International Relation Department to discuss the Holland Education Fair 2010: Institutional Cooperation between Dutch and Vietnamese. (17th August 2010)
- Meeting with Mr. Nguyễn Lê Hùng - Vice Rector of International Relations, Research & Graduate Studies Department. (21th October 2008)

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agronomic</td>
<td>Yes (All subjects)</td>
</tr>
<tr>
<td>Environmental Management</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Biotechnology</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction

Goal: "Nong Lam University aims to become a multi-disciplinary university with an international standard in educational programmes".

Lecturers

639 staff

Students

22,000 students

<table>
<thead>
<tr>
<th>Level</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>PhD/Master</td>
<td>400</td>
<td>N/A</td>
<td>5,000</td>
</tr>
<tr>
<td>Professor/Assoc Professor</td>
<td>239</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Tuition fee

- BA: 105 EUR/year
- MA: 210 EUR/year
- PhD: 350 EUR/year

Educational programmes

Nong Lam university offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English.

Duration of Bachelor programmes: 4-5 years.
Duration of Master programmes: 2 years.
Duration of PhD programmes: 4 years.

Undergraduate programmes: 34 Programmes

- Biotechnology (International curriculum)
- Information technology (International curriculum)
- Food Technology (International curriculum)
- Business Administration (International curriculum)
- Environmental Management and Eco-Tourism (International curriculum)
- Mechanical storage and processing of agricultural products
- Agriculture, forestry and Mechanics
- Processing of forest products
- Technology for producing pulp and paper
- Cold Heat Technology
- Automatic Control
- Land Management
- Technology cadastral
- Management of real estate market
- Economic of Agriculture and forestry
- Economic of resource-the environment
- Rural Development and Extension
- Trade and Business Administration
- Accounting
- Live stocking
- Veterinarians
- Veterinary Medicine
- Agronomic
- Forestry
- Agro-forestry
- Forest resources management
- Aquaculture
- Storage and Processing of Agricultural Products
- Preserving and processing agricultural products and food nutrition people
- Environmental Engineering
- Plant Protection
- Environmental Management
- Seafood processing
- Technical teachers Agriculture
- Landscape and garden technique
- Chemical Technology
- English
- Automotive engineering technology
- Electronic
- Agribusiness
- Preservation of agricultural processing and food microbiology

www.hcmuaf.edu.vn
Master programmes: 14 Programmes
- Biotechnology (International curriculum)
- Agronomy
- Economics
- Engineering and Technology
- Animal Science and Veterinary
- Fertilizers
- Soil
- Plant Protection
- Animal Husbandry
- Veterinary Medicine
- Forestry
- Fishery
- Agriculture
- Agriculture Economics
PhD programmes: 4 Programmes
- Agronomy
- Animal Science and Veterinary Medicine
- Engineering and Technology
- Forestry

Faculty
16 Faculties:
- Faculty of Agronomy
- Faculty of Animal Science and Veterinary Medicine
- Faculty of Economics
- Faculty of Engineering and Technology
- Faculty of Environment and Natural Resources
- Faculty of Fisheries
- Faculty of Food Science and Technology
- Faculty of Foreign Languages
- Faculty of Forestry
- Faculty of Information Technology
- Faculty of Land and Real Estate Administration
- Faculty of Sciences
- Department of Agriculture and Technology Education
- Department of Biotechnology
- Department of Chemical Engineering and Processing
- Department of Political Theory

Student qualification
- The average entrance examination score in 2011 was between 13 and 17.5 depending on the major. This represents an average national score.
- To graduate students must obtain an English score equivalent to IELTS 4.5

Scholarships
- Japanese Government scholarship\(^2\) in academic year 2012
  Criteria:
  - GPA > 7.0
  - Japanese or English criteria for scholarship: TOEFL or IELTS (IELTS 5.0 (overall) or TOEFL 500) or Japanese certificate.
- Food Science and Technology Scholarship\(^3\) 2011 of Nong Lam University
  Criteria:
  - High school degree
  - GPA ≥ 7/10
  - IELTS 5.0 (overall) or TOEFL 500

Cooperation with the Netherlands
Van Hall Larenstein University of Applied Sciences
Start year: 2011
- Program: Trade and International Agribusiness, The Fruit and vegetable production & Marketing
- Level: Bachelor
- Type: 2+2 with Dutch curriculum
- Language: English
- Tuition fee: 1980 USD/year
- Ongoing Students: 13

Interested in cooperation with the Netherlands
Name of Institute: The Hague University
Field of study: Business – Finance and Banking
Kind of program: Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course.

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>New Castle university</td>
<td>Information and Technology</td>
<td>BA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Biotechnology</td>
<td>BA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Environmental science and Management</td>
<td>BA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Business administration</td>
<td>BA</td>
</tr>
<tr>
<td>Queensland</td>
<td>Royal Melbourne Institute of Technology (RMIT)</td>
<td>Veterinary</td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>UC Davis</td>
<td>Science and Food Technology</td>
<td>BA</td>
</tr>
</tbody>
</table>

\(^2\) http://www.moet.gov.vn/?page=1.3&view=3394
Name: Ho Chi Minh City Open University (OU)

Vietnamese: Đại học Mở Thành Phố Hồ Chí Minh

Summary

The Open University was transformed from a semi-public university into a public university in 2006. The university is well-known for Business Administration and Finance Banking. The university takes 4,200 students each year. Students graduate only if both academic and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 4.0. Lecturers at the university were mainly trained at national universities, while some graduated in Asian countries. OU has established relations with foreign universities in France (Sub Toulon-Var University), Belgium (Libre de Bruxelles University) and the US (Michigan Community College). Looking to the future, the university wishes to develop the following majors: Business Administration, International Business Administration, Finance/Banking, Accounting, English and Construction Techniques. OU has expressed an interest in cooperating with Dutch partners in the fields of Business, Finance and Banking.

Contacts with Neso Vietnam

Meeting with Vice Head of International Relations Department, discussed Holland Education Fair 2010: Institutional cooperation between Dutch and Vietnamese. (19 September 2010)

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Finance – Banking</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction

Goal: “OU aims to organize various kinds of training programs: Postgraduate programs, Undergraduate programs, Diploma programs and Fostering courses. Our focus is scientific research and technology transfer.”

Lecturers

240 staff

Students

18,000 students

Assoc. Professor/PhD

Undergraduate: N/A

PhD: 30

Annual intake: 4,200

Master

210

Tuition fee

<table>
<thead>
<tr>
<th>Level</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>145 EUR/year</td>
<td>280 EUR/year</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 www.ou.edu.vn
Educational programmes
OU offers both Bachelor and Master programmes. Curricula are taught in Vietnamese. OU offers special programs in English based on an Australian curriculum. Around 50 - 60 students apply to the university each year.
Duration of bachelor programmes: 4 years.
Duration of master programmes: 2 years.

Undergraduate programmes: 22 Programmes
- Business Administration (International curriculum)
- International Marketing (International curriculum)
- Marketing (International curriculum)
- Accounting (International curriculum)
- Banking and Finance (International curriculum)
- English Language Teaching (International curriculum)
- Construction Techniques (International curriculum)
- Economics
- Economic Law
- System of Economic Information
- Tourism
- Sales
- Hospitality
- Southeast Asia
- Social Work
- Business English
- English Translation and Interpretation
- Japanese
- Chinese
- Computer Science
- Industry
- Biotechnology

Master Programmes
- Quality Management (International curriculum)
- Effective Business (International curriculum)
- Marketing & Advertising (International curriculum)
- Business Administration
- Economics
- Finance – Banking
- English
- Construction techniques

Student qualification
- The average entrance examination score in 2011 was between 13 and 16. This represents an average national score.
- To graduate students must obtain an English score equivalent to IELTS 4.0.

Scholarships
- Global Korea Scholarship (GKS)
  Criteria:
  - GPA ≥ 8.0
  - Applicants are not Korean citizens.
  Fees: Includes 100% tuition, 800.000- 900.000 living costs/month
- Australia Leader Ability (ALA) Scholarship
  Criteria:
  - Postgraduate programs
  - IELTS ≥ 6.5, PBT TOEFL ≥ 580 or IBT TOEFL ≥ 92
  Fees:
  - MA 150.000 Aus$
  - PhD 300.000 Aus$

Cooperation with the Netherlands
- None yet

Interested in cooperation with the Netherlands
- Fields of study: Tourism, Hotel Management and Business Administration
- Kind of program: Joint programmes, student exchange, staff exchange

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>Union Institute of Language</td>
<td>Banking and Finance English Language Construction Techniques</td>
<td>BA</td>
</tr>
<tr>
<td>Taiwan</td>
<td>University of Southern Queensland</td>
<td>Business Administration Accounting</td>
<td>BA</td>
</tr>
<tr>
<td>Great Britain</td>
<td>University of East</td>
<td>Marketing Finance</td>
<td>BA</td>
</tr>
<tr>
<td>Canada</td>
<td>University of Sprott - Shaw</td>
<td>Student exchange</td>
<td>Teacher exchange</td>
</tr>
<tr>
<td>China</td>
<td>Huazhong Normal University</td>
<td>Student exchange</td>
<td>Teacher exchange</td>
</tr>
</tbody>
</table>
### Contact details

<table>
<thead>
<tr>
<th>Field</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Rector</strong></td>
<td>Mr. Lê Bảo Lâm</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>97 Võ Văn Tần Str., Ward 6, District 3, Hồ Chí Minh City</td>
</tr>
<tr>
<td><strong>Tel:</strong></td>
<td>(+84.8) 3930 0210</td>
</tr>
<tr>
<td><strong>Web site</strong></td>
<td><a href="http://www.ou.edu.vn">www.ou.edu.vn</a></td>
</tr>
<tr>
<td><strong>Fax:</strong></td>
<td>(+84.8) 3930 0085</td>
</tr>
</tbody>
</table>

### International Relations Department

<table>
<thead>
<tr>
<th>Field</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Title</strong></td>
<td>Vice Head</td>
</tr>
<tr>
<td><strong>Contact person</strong></td>
<td>Ms. Trịnh Thùy Anh</td>
</tr>
<tr>
<td><strong>Address</strong></td>
<td>Room 1078</td>
</tr>
<tr>
<td><strong>Tel:</strong></td>
<td>(+84) 3 632 052</td>
</tr>
<tr>
<td><strong>P:</strong></td>
<td>(+84.8) 39 300 210 (ext 122)</td>
</tr>
<tr>
<td><strong>Email</strong></td>
<td><a href="mailto:thuyanh@ou.edu.vn">thuyanh@ou.edu.vn</a></td>
</tr>
<tr>
<td><strong>Fax:</strong></td>
<td>(+84.8) 39 300 085</td>
</tr>
</tbody>
</table>

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**Summary**

UET is a technical university that specializes in the training of technical teachers. UET excels in the majors Mechanical Engineering, Electrical and Electronic Engineering, Automotive Engineering, Chemical and Food Technology. Nearly 60% of the lecturers hold post-graduate degrees, with most undertaking training in Japan, Taiwan and/or the US. UET takes 5000 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.0. UET has established relations with foreign universities in the UK, the US and Taiwan. Looking to the future, UET wishes to develop the majors Mechanical Engineering and Electrical and Electronic Engineering. They have expressed an interest in cooperating with Dutch partners in the majors mentioned above. UET is particularly interested in cooperation with the Rotterdam Business School, Delft University and Saxion University, though they remain open to all prospective partnerships.

**Contacts with Neso Vietnam**

- Educational Promotion Officer and Alumni Officer visited (15th April 2010)
- International cooperation information exchanges and registration for the match making sessions with Dutch Universities. (19th August 2010)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mechanical Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Electrical and Electronic Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Automotive Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Chemical Technology and Food Technology</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “UT aims to train technical teachers to ensure they are skilled in practice, competent in pedagogy, adaptable to production realities and equipped to meet the increasing needs of society”

**Lecturers**

<table>
<thead>
<tr>
<th>Field</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>316 staff</strong></td>
<td></td>
</tr>
<tr>
<td><strong>13,402 students</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Professor/Assoc. Professor**

- **Undergraduate**: 12,870
- **PhD**: 532

**PhD**

- **Annual intake**: 3,400

**Master**

- **260**

**Tuition fee**

- **BA**: 91 EUR/year
- **MA**: 180 EUR/year
- **PhD**: 350 EUR/year

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1 [www.hcmute.edu.vn](http://www.hcmute.edu.vn)
**Educational programmes**

UET offers Bachelor, Master and curricula are taught in Vietnamese. International Joint Academic programmes taught in English.

Duration of Bachelor programmes: 4 years.
Duration of Master programmes: 2 years.

**Undergraduate programmes:** 26 Programmes
- Electrical and Electronic Engineering (international curriculum)
- Mechanical Engineering (international curriculum)
- Garment Technology (international curriculum)
- Information Technology (international curriculum)
- Business Administration (international curriculum)
- Civil Engineering (international curriculum)
- Electronic Technology – Telecommunications
- Computer Technology
- Industrial Electricity
- Electrical Automation
- Industrial Technology
- Mechatronics
- Automation Technology
- Automotive Engineering
- Thermo Technics – Refrigeration
- Info Mechanics
- Machine Design
- Industrial Civil Engineering
- Economics
- Food Technology
- Fashion Design
- Printing Technology
- Accounting
- Industrial Management
- English for Engineering
- Agriculture Engineering

**Master Programmes:** 5 programmes
- Machine Building Technology
- Mechanics of Machinery
- Operation and Maintenance of Automobiles and Tractors
- Electronic Engineering
- International Vocational Education

**Faculty**

14 Faculties:
- School of Biotechnology
- Faculty of Academic
- Faculty of Foundation Sciences
- Faculty of Technical Education
- Faculty of Medical Engineering
- Faculty of Electrical and Electronic Engineering
- Faculty of Automotive Engineering
- Faculty of Civil Engineering and Applied Mechanics
- Faculty of Garment Technology and Fashion Design

**Student qualification**
- The average entrance examination score in 2011 was between 13 and 17. This score represents the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0.

**Scholarships**
- Student manager position in architecture and construction in Malaysia.
- National Kaohsiung University of Applied Sciences (KUAS), Taiwan.

**Cooperation with the Netherlands**
None yet

<table>
<thead>
<tr>
<th>Interested in cooperation with the Netherlands</th>
<th>Name of Institute</th>
<th>Field of study</th>
<th>Kind of program</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
<td>Delft, Rotterdam, Saxion University</td>
<td>Technology and Economics</td>
<td>Master (1+1), Bachelor (2+2, 1+2)</td>
</tr>
<tr>
<td>Sunderland University</td>
<td>Electrical – Electronic Engineering Business Administration Banking Finance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>Griffith University</td>
<td>Information Technology Civil Engineering</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>Con Minh Technology University</td>
<td>Economics, Technology</td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>Taxas Tech University</td>
<td>Mechanical Electrical Electronic Engineering Information Technology Banking Finance Business Administration</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Besides the Netherlands</th>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
<td>Heriot Watt University</td>
<td>Garment Technology and Fashion Design</td>
<td>BA</td>
<td>3+2</td>
</tr>
<tr>
<td>Sunderland University</td>
<td>Electrical – Electronic Engineering Business Administration Banking Finance</td>
<td>BA</td>
<td>3+2</td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>Griffith University</td>
<td>Information Technology Civil Engineering</td>
<td>BA</td>
<td>3+2</td>
</tr>
<tr>
<td>China</td>
<td>Con Minh Technology University</td>
<td>Economics, Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>Taxas Tech University</td>
<td>Mechanical Electrical Electronic Engineering Information Technology Banking Finance Business Administration</td>
<td>BA</td>
<td>1+3 2+2 3+1</td>
</tr>
</tbody>
</table>
# Ho Chi Minh City University of Transport (UT-HCM)

**Name:** Ho Chi Minh City University of Transport (UT-HCM)

**Vietnamese:** Đại học Giao Thông Vận Tải Thành Phố Hồ Chí Minh

## Summary

UT-HCMC specializes in transportation in the following fields: Navigation, Marine Engineering, Sea Transport Economics, Maritime Electrical and Electronic Engineering and Civil Engineering. UT-HCM takes 4000 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 4.0. Lecturers at the university are mainly Doctors or Masters, many of which have completed their higher education abroad. UT-HCMC has established relations with foreign universities in the UK. Looking to the future, UT wishes to develop the majors Navigation and Marine Engineering. The university has expressed an interest in cooperating with Dutch partners. They are particularly interested in cooperation with the Rotterdam Business School, though they remain open to all prospective partnerships.

## Contacts with Neso Vietnam

Meeting with Ms. Nguyễn Thúy Hồng Vân, Head of International Cooperation Department regarding the Holland Education Fair 2010. (24th August 2010)

## Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Navigation</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Marine Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Sea Transport Economics</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Maritime Electrical and Electronic Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

## General introduction

Goal: “UT aims to be a leading educational institution, recognized for excellence in maritime, engineering, operations, and transportation policy in Vietnam, especially in the South of Vietnam”

### Lecturers

- Professor/Assoc. Professor: 35
- PhD: 60
- Master: 205

### Students

- Undergraduate: 13,872
- PhD: 2,632
- Annual intake: 4,000

### Tuition fee

- BA: 108 EUR/year
- MA: 216 EUR/year
- PhD: N/A

---

1. www.hcumtrans.edu.vn
Educational programmes
UT offers both undergraduate and post-graduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English.
Duration of Bachelor programmes: 4 years.
Duration of Master programmes: 2 years.

Undergraduate programmes: 25 Programmes
- Navigation (International curriculum)
- Marine Engineering (International curriculum)
- Business Administration (International curriculum)
- Accounting & Finance (International curriculum)
- Marine Energy Devices
- Automatic Electric Ship
- Electronics and Telecommunications
- Industrial Automation
- Devices
- Computer Engineering
- Design Ships
- Ship Technology
- Mechanized Loading and Unloading
- Auto Mechanics
- Construction Machinery
- Information Technology
- Construction of Fishery
- Road Construction
- Civil Engineering
- Railway Construction
- Transport Planning
- Economy Shipping
- Building Economics
- Administrative Logistic and Multimodal Transport
- Offshore Technology

Master programmes: 7 Programmes
- Ship building Engineering
- Automation
- Maintenance Shipbuilding
- Control Vessel
- Management and Organization of Transport
- Building Bridges and Tunnels
- Construction

Faculty
22 Faculties:
- Navigation
- Marine Engineering
- Maritime Electrical and Electronic Engineering
- Electronics and Telecommunications
- Industrial Auto-electrical Engineering
- Shipbuilding and Floating Objects
- Mechanization of Cargo Handling

Student qualification
- The average entrance examination score in 2011 was between 13 and 17 depending on the major. This score reflects the national average.
- To graduate students must obtain an English score equivalent to IELTS 4.0

Scholarships
- UT scholarships for the most talented students.

Cooperation with the Netherlands
STC group
Start year: 2007
- Program: Navigation
- Level: Short course
- Type: Dutch curriculum in Vietnam
- Language: English
- Tuition fee: free
- Ongoing Students: 300
- Duration: 3 months

Interested in cooperation with the Netherlands
Name of Institute: Rotterdam Business School.
Field of study: Logistics, Maritime, Port management, Business and Human Resource Management.
Kind of program: Bachelor (2+2; 3+1), master, student exchange, staff exchange.

Besides the Netherlands
Name of university | Program | Level | Type
--- | --- | --- | ---
University of Surrey | Business Research | BA | Study 4 years at Surrey University
University of Sunderland | Business Administration Accounting & Finance | BA | Study 4 years at UT/ Sunderland University
A researcher is sent to Hiroshima each year to support the scientific activities of the JSPS.

**Contact details**

**Rector:** Mr. Trần Cảnh Vinh  
**A:** No2, D2 street, Văn Thánh Bắc, Ward 22, Bình Thạnh District, Hồ Chí Minh City  
**T:** (+84.8) 5106171  
**W:** www.hcmutrans.edu.vn  
**F:** (+84.8) 38 980456

**International Relations Department**

**Title:** Director  
**Contact person:** Ms. Nguyễn Thúy Hồng Vân  
**T:** (+84.8) 35106171  
**E:** hongvan@hcmutrans.edu.vn  
**F:** (+84.8) 38 980456

**Name**  
**English:** Ho Chi Minh City Economics and Finance University (UEF)  
**Vietnamese:** Đại học Kinh Tế - Tài Chính Thành Phố Hồ Chí Minh

**Summary**

UEF is a new private university established in 2008. It specializes in Business Administration, Finance, Accounting and Information Technology. The university takes over 200 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.0. More than 80% of UEF’s lecturers are PhDs or Masters who studied abroad in the US, Australia, Singapore and/or Thailand. Looking to the future, the university wishes to develop the following majors: Business Administration, Accounting and Finance. They have expressed an interest in cooperating with Dutch partners in the field of Business Administration and Finance. UEF is particularly interested in cooperation with the Rotterdam Business School, though they remain open to all prospective partnerships.

**Contacts with Neso Vietnam**

Meeting with Mr. Phạm Như Huynh, Executive of the International Relations Department, regarding the Holland Education Fair 2010: Institutional cooperation between the Netherlands and Vietnam. (19th August 2010)

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economic – Finance</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Business Administration</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Information Technology</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Accounting</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: “To build an advanced higher education environment and train a high quality human resource base, using a combination of modern international education and Vietnamese education, in cooperation with regional and international partners.”

**Lecturers**  
**Students**  
- **Professor/Assoc. Professor:** N/A  
- **PhD:** 440  
- **Undergraduate:** 500  
- **Annual intake:** 200

**Tuition fee**

<table>
<thead>
<tr>
<th>Level</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>2290 EUR/year</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 www.uef.edu.vn
Educational programmes
UEF offers undergraduate programmes. Curricula are designed to follow the US Curriculum. International joint academic programmes are taught in English.
Duration of Bachelor programmes: 4-5 years.

Undergraduate programmes: 5 Programmes
- Business Administration
- International Business Administration (international curriculum)
- Tourism – Hotel Management (international curriculum)
- Marketing
- Human Resource Management
- Banking – Finance
- Accounting (international curriculum)
- Banking
- Business Finance
- Management Information Systems (international curriculum)
- Computer Science (international curriculum)
- Accounting

Faculty
5 Faculties:
- Faculty of General Education
- Faculty of Business Administration
- Faculty of Finance and Currency Trading
- Faculty of Accounting
- Faculty of Information Technology

Student qualification
- The average entrance examination score in 2011 was between 13 and 17.5 depending on each major. This score reflects the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0.

Scholarships
- Vietnamese business association for excellent students each year.
  (to use in Vietnam)

- Global Undergraduate Exchange Program
  (Global Ugrad scholarship).
  Criteria:
  ✓ For first year to third year students.
  ✓ Studying at least one semester in Vietnam after completing the program in the United States.
  ✓ TOEFL iBT 80 or IELTS 6.5.

Cooperation with the Netherlands
Fontys University
Start year: 2010
- Project: Cool City Hunt
- Goal: To provide psychological knowledge, improve research skills and the English presentation of students.

Interested in cooperation with the Netherlands
Name of Institute: Rotterdam Business School.
Field of study: Business Administration, Finance
  – Banking and Accounting
Kind of program: Joint programmes (2+2, 3+1), Student exchange

<table>
<thead>
<tr>
<th>Besides the Netherlands</th>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>Missouri University</td>
<td>Information Technology, Business Administration</td>
<td>BA</td>
<td>2+2</td>
</tr>
</tbody>
</table>

Contact details
Rector: Mr. Nguyễn Thanh Tuyền
A: 214-216 Pasteur Street, Ward 6, District 3, Ho Chi Minh City
T: (+84.8) 38 272 788
W: www.uef.edu.vn
F: (+84.8) 38 234 525

International Relations Department
Title: Vice Head
Contact person: Mr. Cao Minh Tri
T: (+84.8) 35 926 909 (ext 1515)
E: tricm@uef.edu.vn
F: (+84.8) 35 926 900

Besides the Netherlands
<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>Missouri University</td>
<td>Information Technology, Business Administration</td>
<td>BA</td>
</tr>
</tbody>
</table>

Criteria:
- For first year to third year students.
- Studying at least one semester in Vietnam after completing the program in the United States.
- TOEFL iBT 80 or IELTS 6.5.
### Summary

UEH is a prestigious in Vietnam excelling in Business Administration and Accounting. They attract good quality students nationally and take 5000 each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.0. Lecturers at the university were trained in the US, New Zealand, Holland, Australia and France. UEH has established relations with the Institute of Social Study (ISS) in the Netherlands in a MA degree in Development Economic Training. Looking to the future, UEH wishes to develop the following majors: Business Administration, Banking and Commerce. They have expressed an interest in cooperating with Tilburg University in Business/Finance and Banking, though they remain open to all prospective partnerships.

### Contacts with Neso Vietnam

- Meeting with Mr. Hồ Việt Tiến, Head of International Cooperation Department to discuss the Holland Education Fair 2010: Institutional cooperation between Dutch and Vietnam. (21st August 2010)
- Contact with NNVN Education Promotion Officer in 2009.
- Meeting with Mr. Hồ Việt Tiến, Head of International Cooperation Department. (24th October 2008)

### Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Accounting</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

### General introduction

Goal: “By the year 2020, EUH aims to become one of the most reliable and prestigious centres for education, research and consultancy in the science of economics and business administration in Asia”. ¹

### Lecturers

<table>
<thead>
<tr>
<th></th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professor</td>
<td>Undergraduate 20,000</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>Undergraduate 20,000</td>
</tr>
<tr>
<td></td>
<td>Postgraduate 5,000</td>
</tr>
<tr>
<td>PhD</td>
<td>Annual intake 5,000</td>
</tr>
<tr>
<td>Master</td>
<td>300</td>
</tr>
</tbody>
</table>

### Tuition fee

<table>
<thead>
<tr>
<th>Level</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>128 EUR/year</td>
<td>200 EUR/year</td>
<td>300 EUR/year</td>
</tr>
</tbody>
</table>

---

¹ University Profiles

<table>
<thead>
<tr>
<th>Educational programmes</th>
</tr>
</thead>
<tbody>
<tr>
<td>UEH offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English</td>
</tr>
<tr>
<td>Duration of Bachelor programmes: 4 years</td>
</tr>
<tr>
<td>Duration of Master programmes: 2-3 years</td>
</tr>
<tr>
<td>Duration of PhDs programmes: 4 years</td>
</tr>
</tbody>
</table>

### Undergraduate programmes: 7 Programmes

- Economics
  - Economics Studies
  - Economic Planning and Investment
  - Labor economic and human resource management
  - Agricultural Economics and Rural Development
  - Public Economic Management
  - Economic Valuation
- Accounting
  - Accounting
  - Audit
- Business Administration
  - Commerce (International curriculum)
  - Foreign Trade (International curriculum)
  - International Business (International curriculum)
- Touring
- Trade
- Marketing
- Quality Management
- Economic Information System
  - Informatics Management
  - Statistics
  - Business Statistics
  - Financial
  - Econometrics
- Business Law
- Finance – Banking
  - State Finance
  - Business Insurance
  - Corporate Finance
  - Banking
  - Securities
- Political Economics

### Master programmes: 4 Programmes

- Development Economics (International curriculum)
- Business Administration
  - Commerce (International curriculum)
  - Marketing (International curriculum)
  - International Business (International curriculum)
  - Finance and Banking (International curriculum)
  - Foreign Trade
PhD programmes: 7 Programmes
- Economics Studies
- Economic Planning and Investment
- Labor economics and human resource management
- Agricultural Economics and Rural Development
- Public Economic Management
- Economic Valuation
- Economics (International curriculum)

Faculty
14 Faculties:
- Faculty of Development Economics
- Faculty of Business Administration
- Faculty of Commerce-Tourism-Marketing
- Faculty of Public Finance
- Faculty of Corporate Finance
- Faculty of Banking
- Faculty of Accounting-Auditing
- Faculty of Economical Mathematics - Statistics
- Faculty of Management Information System
- Faculty of Political Studies
- Faculty of Business Law
- Faculty of International School of Business
- Faculty of Foreign Languages
- Faculty of Physical Training

Student qualification
- The average entrance examination score in 2011 was 19. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.0
- In 2011, there were 4,646 graduating students. Excellent students made up 0.02%; very good: 7.36%; good: 52.65%; fairly good: 39% and fair: 0.97%.

Scholarships
- Economic university scholarship for top talent students (to use in Vietnam)
  Criteria: GPA ≥ 8.2 - 8.5
  Fee: 59-87 EUR/ semester
- PVFCCo scholarship² (to use in Vietnam)
  Criteria: For junior students: GPA ≥ 7.0
  For senior students: GPA ≥ 8.0
  Fee: 73EUR/ scholarship/year
- Viet hope scholarship¹ (to use in Vietnam)

Cooperation with the Netherlands
Institute of Social Studies, the Netherlands
Start year: 1994 – now
- Program: Business Administration
- Level: Master
- Type: study 2 years in EUH with Dutch curriculum
- Language: English
- Tuition fee: 5500$/course
- Ongoing Students: 110

Interested in cooperation with the Netherlands
Name of Institute: Tilburg University
Field of study: Business – Finance and Banking
Kind of program: Joint program (2+2, 3+1) in BA, MA

Besides the Netherlands
Name of university | Program | Level | Type
--- | --- | --- | ---
USA | The University of Harvard Kennedy (Full Bright Economics teaching program) | Two years Master in Public Policy Program | MA | 1+1
Australia | Curtin University of Technology | Bachelor of Business Administration Master of International Business | BA, MA | 2+2, 1+1
Western Sydney University | Economics | PhD | 2+2
France | CFVG (Centre Franco - Vietnam de formation à Gestion) | Economics, Finance and banking, Marketing | MSc | study in UEH
New Zealand | Victoria University | Commerce and Administration | BA | 2+2

Contact details
Rector: Mr. Phạm Văn Năng
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F.: (+84.8) 38 250 359

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Title: Head
Contact person: Mr. Hồ Việt Tiến
T.: (+84 4) 38697296/ (ext 5629, 364)
P.: (+84 ) 0903 375 372
E.: hvtien@ueh.edu.vn
F.: (+84.8) 38 250 359

¹ http://ueh.edu.vn/Crefault.aspx?ArticleId=6eb9806d-015c-479f-a10c-821c4ef3c575
² http://ueh.edu.vn/Crefault.aspx?ArticleId=721b5640-e1fc-430b-b3c5-6980aa175ec1
Ho Chi Minh City University of Law is one of the four main judiciary education Institutes in Vietnam along with Hanoi University of Law, Vietnam National University School of Law and University of Economics and Law. The university specializes in International Law and Commercial Law. They take 1,300 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.5. Lecturers at the university were trained at legal Institutes in Vietnam, others in France and/or Belgium. The university has established relations with foreign universities in France (Agency for Francophone University) and the UK (West England University). Looking to the future, the University of Law wishes to develop the following majors: International Law, Criminal Law, Administrative Law, Civil Law, Commercial Law and Law-Management. They have expressed an interest in cooperating with Dutch partners. They are particularly interested in cooperation with The Hague University and Saxion University in postgraduate programmes, though they remain open to all prospective partnerships.

Contacts with Neso Vietnam


Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Law</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Commercial Law</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>

General introduction

Goal: “Ho Chi Minh City University of Law aims to be a high standard undergraduate and postgraduate educational institution”. 1

Lecturers

<table>
<thead>
<tr>
<th>Professor</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>143 staff</td>
<td>4,873</td>
<td>361</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Assoc. Professor</th>
<th>PhD</th>
<th>Master</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>18</td>
<td>120</td>
</tr>
</tbody>
</table>

Students

<table>
<thead>
<tr>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
</tr>
</thead>
<tbody>
<tr>
<td>123 EUR/year</td>
<td>245 EUR/year</td>
<td>250 EUR/year</td>
</tr>
</tbody>
</table>

Scholarships

- Scholarship of Doan Mong Thu, Lawyer (for use in Vietnam)
  - Criteria: GPA ≥ 7.0, poor students
  - Fee: 72 EUR/scholarship
- Lawrence S.Ting scholarship
  - Criteria: GPA ≥ 8.0 (or 7.0 for poor students)
  - Fee: 362 EUR/year
- AMCHAM scholarship
  - Criteria: TOEFL iBT ≥ 90 or IELTS ≥ 6.5
  - Fee: 362 EUR /scholarship/year
- PV Drilling scholarship
  - Criteria: GPA ≥ 7.5
  - Fee: 181 EUR/scholarship

1 http://www.hcmulaw.edu.vn
Cooperation with the Netherlands

Name of Institute: The Hague University and Saxion University
Field of study: International Law, Criminal Law, Administrative Law, Civil Law, Commercial Law, Law Management
Kind of program: Master (1+1 or study in Law University)

Interested in cooperation with the Netherlands

None yet

Interested in cooperation with the Netherlands

None yet

Name of Institute: The Hague University and Saxion University
Field of study: International Law, Criminal Law, Administrative Law, Civil Law, Commercial Law, Law Management
Kind of program: Master (1+1 or study in Law University)

Besides the Netherlands

Name of university | Program | Level | Type
---|---|---|---
UK | West England University | International Trade Law and International Economic Law | MA | 1semester at University of Law +1 semester at West England University

France | Agency for Francophone Universities (AUF) | Civil law and Commercial Law | BA | 4 years in University of Law

West of England University | International Business Law | MA | 1 years in University of Law

Contacts details

Rector: Ms. Mai Hồng Quỳ
A : 02 Nguyễn Tất Thành Street, Ward 12, District 4, Ho Chi Minh City
T : (+84.8) 39 400 989
W : www.hcmulaw.edu.vn
F : (+84.8) 38 265 291

International Relations Department

Title: Vice Head
Contact person Ms. Huyên Thị Thu Trang
A : Office No 303, 307, Building 6
T : (+84.8) 39 400 989 (ext 119)
F : thuitrang72@yahoo.com
F : (+84.8) 38 265 291

Name | English: | Vietnamese:
---|---|---
Ho Chi Minh City University of Technology (HCMUT) | Trường Đại học Bách Khoa Thành phố Hồ Chí Minh

Summary

HCMUT is one of the top four technical universities in Vietnam alongside Ho Chi Minh City University of Technology, Da Nang University of Technology and University of Technical Education Hanoi. HCMUT excels in Civil Engineering, Mechanical Engineering, Electrical Engineering and Computer Science. Compared to other Vietnamese institutes, HCMUT is a big university with 26,750 students and over 1,125 lecturers. The university takes 6000 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS4.5. Lecturers at the university were mainly trained in Asian countries (Taiwan, Korea and Japan). HCMUT has established relations with foreign universities in Australia, Japan and Korea. In the future, the university wishes to develop the following majors: Electrical Engineering, Information Technology and Business Administration. HCMUT has expressed an interest in cooperating with Dutch partners in the majors mentioned above. HCMUT are particularly interested in cooperation with Tilburg University in Business Administration, though they remain open to all prospective partnerships.

Contacts with Neso Vietnam

- Meeting with Director of International Cooperation programmes to discuss the About Holland Education Fair 2010: Institutional cooperation between Dutch and Vietnam. (15 August 2010)
- Meeting with Mr. Nguyễn Tấn Tiến, Head of External Relations Office. (22 October 2008)

Strong fields

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
</tr>
</thead>
<tbody>
<tr>
<td>Civil Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Mechanical Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Electrical – Electronics Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
<tr>
<td>Computer Science and Engineering</td>
<td>Yes (Some subjects)</td>
</tr>
</tbody>
</table>
Goal: “HCMUT’s goal is to provide an internationally recognized world standard engineering education. The university seeks to maintain an excellent reputation in higher education by fostering intellectual growth and facilitating a learning environment that supports and encourages the development of each student.”

<table>
<thead>
<tr>
<th></th>
<th>Lecturers</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>558 staff</td>
<td>18,960 students</td>
</tr>
<tr>
<td>Professor</td>
<td>10</td>
<td>Undergraduate</td>
</tr>
<tr>
<td>Assoc. Professor</td>
<td>47</td>
<td>Postgraduate</td>
</tr>
<tr>
<td>PhD</td>
<td>186</td>
<td>Annual intake</td>
</tr>
<tr>
<td>Master</td>
<td>315</td>
<td></td>
</tr>
</tbody>
</table>

Tuition fee
- BA: 90.4 EUR/year
- MA: 190 EUR/year
- PhD: 320 EUR/year

HCMUT offers both undergraduate and postgraduate programmes. Curricula are taught in Vietnamese. International joint academic programmes are taught in English.

- Duration of Bachelor programmes: 4-5 years
- Duration of Master programmes: 2 years
- Duration of PhD programmes: 4 years

**Undergraduate programmes**
- 44 Programmes
- Electrical and Electronic Engineering *(International curriculum)*
- Civil Engineering *(International curriculum)*
- Information Technology *(International curriculum)*
- Software Engineering *(International curriculum)*
- Computer Science and Engineering *(International curriculum)*
- Mechanical Engineering *(International curriculum)*
- Petroleum Geology *(International curriculum)*
- Electronics - Telecommunications
- Power Systems
- Automation
- Civil & Industrial Structures
- Bridge and Highway
- Port & Marine Construction
- Water Resources Engineering
- Construction Materials
- Surveying and Mapping
- Land Administration
- Manufacturing Engineering
- Textile & Garment Technology
- Thermal Engineering
- Construction Machinery & Handling
- Equipment
- Mechatronics
- Industrial System Engineering

**Educational programmes**
- Chemical Engineering
- Petroleum Processing
- Food Engineering
- Biotechnology
- Computer Science and Engineering
- Geotechnics
- Environmental Geology
- Mineral Geology
- Drilling and Production Technology
- Aeronautical Engineering
- Automobil-Engine Engineering
- Naval Architecture and Marine Engineering
- Metallic Material Technology
- Silicate Material Technology
- Engineering Physics
- Biomedical Engineering
- Environmental Engineering
- Environmental Management
- Industrial Management
- Business Administration

**Master programmes:** 34 Programmes
- Computer Sciences Engineering *(International curriculum)*
- International Management *(International curriculum)*
- Intellectual Science *(International curriculum)*
- Material Science *(International curriculum)*
- Aeronautical Engineering *(International curriculum)*
- Information Technology *(International curriculum)*
- Environment Engineering *(International curriculum)*
- Chemistry Engineering *(International curriculum)*
- Civil Engineering *(International curriculum)*
- Technology of Manufacturing
- Technical Embryo
- Engineering Construction Machines and Lifting Equipment
- Cold Heat Technology
- Industrial Systems Engineering
- Mechatronic Engineering
- Electronic Engineering
- Automation
- Petroleum
- Equipment, Network and Power Plant
- Civil and Construction Industry
- Local Construction Engineering
- Bridge Construction
- Construction
- Marine Construction
- Materials and Technology Building Materials
- Technical Field Monitoring
- Technology and Construction Management
Educational programmes

- Engineering Physics
- Analytical Mathematics Applications
- Industrial Management
- Environmental Technology
- Geotechnology
- Environmental Geology

PhD programmes: 27 Programmes

- Computer Sciences (International curriculum)
- Intellectual Science (International curriculum)
- Material Science (International curriculum)
- Technology of Manufacturing
- Machine Tool Technology
- Technology of Materials Forming
- Lifting Technique
- Technology and Refrigeration Equipment
- Technology and Thermal Equipment
- Electronics – Telecommunications
- Networks and Power Systems
- Control Sector Study
- Industry Equipment
- Civil and Construction Industry
- Local construction engineering
- Bridge and Tunnel Construction
- Construction of Road and Street City Cars
- Marine Construction
- Water supply
- Planning and Management of Water Resources
- Geodetic High
- Geodetic Photos and Remote Sensing
- Engineering Mechanics and optical instruments
- Industrial Management
- Environmental Engineering
- Hydrogeology

Faculty

11 Faculties:

- Faculty of Electrical-Electronics Engineering
- Civil Engineering
- Mechanical Engineering
- Chemical Engineering
- Computer Science and Engineering
- Geology and Petroleum
- Transportation Engineering
- Material Technology
- Applied Science
- Environment
- Industrial Management

Student qualification

- The average entrance examination score in 2011 was 15 to 19. This is a high score compared to the national average.
- To graduate students must obtain an English score equivalent to IELTS 4.5.

Scholarships

- Petronas 2012 (Malaysia): MA, PhD
- Asia Leader programme (Costa Rica): BA
- Nanyang university (Singapore): PhD
- GMS 2012 (Thailand): Teacher/ student exchange
- The Hongkong Fellowship Scheme: PhD
- Vestfold university (Norway): BA
- Belgium government: MA

Cooperation with the Netherlands

Maasstricht School of Management

- Start year: 1998
- Program: Business Administration
- Level: Master
- Type: study 2 years in HMCUT or 1+1 with Dutch curriculum
- Language: English
- Tuition fee: 12,000 $/course
- Ongoing Students: 110

Interested in cooperation with the Netherlands

Field of study: Business – Finance and Banking
Kind of program: Student exchange, staff exchange, 2+2, 3+1, Short course, Summer course

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>The University of Adelaide</td>
<td>Petroleum</td>
<td>BA 2.5+2</td>
</tr>
<tr>
<td>Griffith University</td>
<td>Civil Engineering</td>
<td>BA</td>
<td>2.5+2</td>
</tr>
<tr>
<td>University of Queensland</td>
<td>Information Technology</td>
<td>BA</td>
<td>2.5+2</td>
</tr>
<tr>
<td>University of Tasmania</td>
<td>Mechanical Engineering</td>
<td>BA</td>
<td>2+2.5</td>
</tr>
<tr>
<td>Latrobe University</td>
<td>Computer Science and Engineering</td>
<td>BA</td>
<td>2+2</td>
</tr>
<tr>
<td>Name of university</td>
<td>Program</td>
<td>Level</td>
<td>Type</td>
</tr>
<tr>
<td>------------------------------------------</td>
<td>--------------------------------------------------------------------------</td>
<td>-------</td>
<td>-------</td>
</tr>
<tr>
<td>Australia</td>
<td>Royal Melbourne Institute of Technology</td>
<td>Aeronautical Engineering Information Technology; Environment Engineering, Chemistry Engineering and Civil Engineering</td>
<td>MA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PhD</td>
<td>2+2</td>
</tr>
<tr>
<td>University of Western Australia</td>
<td>Power System Engineering</td>
<td>MA</td>
<td>1+1</td>
</tr>
<tr>
<td>University of Southern Queensland</td>
<td>Engineering</td>
<td>MA</td>
<td>0.5+1</td>
</tr>
<tr>
<td>Japan</td>
<td>Toyohashi University of Technology</td>
<td>Chemical Engineering, Mechanical Engineering, Civil Engineering, Electrical-Electronics Engineering, Geology and Petroleum Engineering</td>
<td>MA</td>
</tr>
<tr>
<td>Japanese Advanced Institute of Science and Technology</td>
<td>Computer Sciences Intellectual Science Material Science</td>
<td>MA</td>
<td>1+1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PhD</td>
<td>1.5+2.5</td>
</tr>
<tr>
<td>Germany</td>
<td>Ludwigshafen University of Applied Sciences</td>
<td>International Management Consulting</td>
<td>MA</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1+1</td>
</tr>
<tr>
<td>Contact details</td>
<td>Rector: Mr. Vũ Đình Thành</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>A: No 268, Lý Thường Kiệt Street, District 10, Ho Chi Minh City</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>T: (+84 8) 38 652442</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>W: <a href="http://www.hcmut.edu.vn">www.hcmut.edu.vn</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>F: (+84 8) 38 250359</td>
<td></td>
<td></td>
</tr>
<tr>
<td>International Relations Department</td>
<td>Title: Head Mr. Nguyễn Danh Thảo</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Contact person: Mr. Nguyễn Danh Thảo</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(+84 8) 38 638 913 (ext 5240)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><a href="mailto:ndthao@hcmut.edu.vn">ndthao@hcmut.edu.vn</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(+84 4) 38691798</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Summary**

HUFLIT is the first non-state (people-founded) university in the South of Vietnam. HUFLIT have two strong fields: Tourism/Hotel Management and Business Administration. HUFLIT have 273 lecturers and professors, 68.5% of which hold a MA or PhD degree and are mainly trained in Asian countries such as China, Japan, Korea and Thailand. The university offers Bachelor programmes with curricula taught in English. The university takes 400 students each year. Students graduate only if both academic skills and English skills are up to par. Students graduate with an English proficiency equivalent to IELTS 5.5. Looking to the future, the university wishes to develop the following majors: Tourism/Hotel Management and Business Administration. HUFLIT has expressed an interest in cooperating with Dutch partners in these two majors.

**Contacts with Neso Vietnam**

Contact with NNVN Education Promotion Officer in 2011.

**Strong fields**

<table>
<thead>
<tr>
<th>Major</th>
<th>Taught in English</th>
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<tbody>
<tr>
<td>Tourism/Hotel Management</td>
<td>Yes (all subjects)</td>
</tr>
<tr>
<td>Business Administration</td>
<td>Yes (all subjects)</td>
</tr>
</tbody>
</table>

**General introduction**

Goal: "To educate and train intellectuals at tertiary level in order to enable them to gain knowledge in a specialized field and practical professional skills that meet the needs of the market economy" ¹

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Students</th>
</tr>
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<tbody>
<tr>
<td>125 staff</td>
<td>1,600 students</td>
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<table>
<thead>
<tr>
<th>Professor/Assoc. Professor</th>
<th>Undergraduate</th>
<th>Postgraduate</th>
<th>Annual intake</th>
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<tr>
<td>38</td>
<td>1,600</td>
<td>N/A</td>
<td>400</td>
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<table>
<thead>
<tr>
<th>Master</th>
<th>BA</th>
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</table>

<table>
<thead>
<tr>
<th>Tuition fee</th>
<th>BA</th>
<th>MA</th>
<th>PhD</th>
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<tr>
<td>362 – 470 EUR/year</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
</tr>
</tbody>
</table>

¹ www.huflit.edu.vn
Educational programmes

HUFLIT offers undergraduate programmes. Curricula are taught in English (except within the Department of Information Technology and Oriental Cultural and Languages where curricula is taught in Vietnamese). Duration of Bachelor programmes: 4 years

Undergraduate programmes: 17 Programmes
- International Business Management
- Information Systems
- Information Technology
- Computers
- Software Technology
- E-commerce Techniques
- Travel Tourism Management
- Hospitality Management
- English
- Chinese
- Chinese Studies
- Japanese Studies
- Korean Studies
- International Relations – English
- Public Relations – English
- Administrative Office Management
- Financial Accounting
- Marketing

Faculty

8 Faculties:
- Faculty of Foreign Languages
- Faculty of Graduate Studies
- Faculty of Information Technology
- Faculty of International Business Management
- Faculty of International Relations
- Faculty of Oriental of Languages and Cultures
- Faculty of Tourism/Hotel Management
- Faculty of Political philosophy

Student qualification

- The average entrance examination score in 2011 was between 14 and 16, depending on the major. This score reflects the national average.
- To graduate students must obtain an English score equivalent to IELTS 5.5.

Scholarships

- Global Korea Scholarship (GKS)
  Criteria:
  - GPA ≥ 8.0
  - Applicants are not Korean citizens
  Fee:
  - 100% tuition, 800,000-900,000 won living cost/month

- Australia Leader Ability (ALA) Scholarship
  Criteria: IELTS ≥ 6.5, PBT TOEFL ≥ 580 or IBT TOEFL ≥ 92
  Fee:
  - MA 150,000 Aus$  
  - PhD 300,000 Aus$

Cooperation with the Netherlands

None yet

Interested in cooperation with the Netherlands

Field of study: Tourism – Hotel Management and Business Administration
Kind of program: Joint programmes, student exchange, staff exchange

Besides the Netherlands

<table>
<thead>
<tr>
<th>Name of university</th>
<th>Program</th>
<th>Level</th>
<th>Type</th>
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</thead>
<tbody>
<tr>
<td>Korea Chungwoon University</td>
<td>Languages</td>
<td>BA</td>
<td>N/A</td>
</tr>
<tr>
<td>Taiwan Wenzao Ursuline College of Languages</td>
<td>Languages</td>
<td>BA</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Contact details

Rector: Mr. Hồ Thanh Phong  
Tel: (+84 8) 3 862 052  
Website: www.huflit.edu.vn

International Relations Department

Title: Head
Contact person: Mr. Trần Đoàn
Tel: (+84 8) 3 632 052  
Email: phongqhqt@huflit.edu.vn

Program Level Type

Korea Chungwoon University N/A BA 3+1
Taiwan Wenzao Ursuline College of Languages Languages BA N/A

Program Level Type

Korea Chungwoon University N/A BA 3+1
Taiwan Wenzao Ursuline College of Languages Languages BA N/A
Annex 3
Scholarship Contact Details

For official correspondence use the underlined names.

**Mekong 1000 Programme**

**Contact person:**
Dr. Dr. Lê Việt Dũng, Vice Rector
Can Tho University
3/2 street, campus II, Can Tho city, Vietnam
T: (+84) 0713838 262
F: (+84) 0713838 262
E: lvdung@ctu.edu.vn

Mr. Phạm Xuân Bình, Programme Officer
International Relations Department
Can Tho University
3/2 street, Campus II, Can Tho city, Vietnam
T: (+84) 0713838 262
M: (+84) 0913648568
E: xuanbeace76@gmail.com

**Da Nang 922 Programme**

**Contact person:**
Ms. Phương Thảo, Director Information and Co-operation Division
Da Nang Center for Promotion of Human Resources Development
295 Nguyễn Chi Thanh Street, Da Nang City, Vietnam
T: (+84) 0511370711
E: coop.chuho@gmail.com; danangchuho@gmail.com

**East Central Vietnam Programme**

**Contact person:**
Prof. Dr. Lê Quang Minh, Vice President,
Vietnam National University in Ho Chi Minh City
6 Quarter, Linh Trung Ward, Thu Duc District, Ho Chi Minh City,
T: (+84) 0903373672
E: lmnh@vnuhcm.edu.vn

**322 Programme and 911 Programme**

**Contact person VIED:**
Dr. Nguyễn Xuân Vang, Director General
Vietnam International Education Development (VID)
21 Le Thanh Tong Street, Hoan Kiem District, Hà Nội, Vietnam
P: +84-4-3933 5795
F: +84-4-3933 5491
E: vang@vied.vn
W: www.vied.vn
Or:
Ms. Trần Thị Nga
E: nga@vied.vn

**Contact person bilateral scholarship agreements:**
Mr. Nguyễn Ngọc Hùng, Deputy Director General
International Cooperation Department, MoET
21 Le Thanh Tong Street, Hoan Kiem District, Hà Nội, Vietnam
T: +84-4-3868 4273
F: +84-4-3869 3243
E: nhung@moet.edu.vn

**Hai Phong 100 Programme**

**Contact person:**
Mr. Đặng Mạnh Hưng, Programme Manager
128 Lạch Tray Street, Ngô Quyen District, Hải Phòng City, Vietnam
T: (+84) 0903203616
E: hung_dangmanh@yahoo.com

**The 165 Programme**

**Contact person:**
Mr. Nguyễn Ngọc Thanh, Director Information and Training Division
59 Phan Đình Phùng Street, Ba Đình District, Hà Nội, Vietnam
T: (+84) 080-48482
M: (+84) 0989438888
F: (+84) 080 43 185
E: ngocthanh165@gmail.com
Annex 4
Agent Profiles

Agents are listed per city: Ho Chi Minh City; Ha Noi and Da Nang. For official correspondence use the underlined names.

Ho Chi Minh City

Airserco

Airserco, established five years ago, has an office in Ha Noi and an office in Ho Chi Minh City. They represent three Dutch Universities of Applied Sciences: Rotterdam Business School; The Hague University of Applied Sciences; Zeeland University of Applied Sciences. They counsel 42 students per year and aim to send 18 students to The Netherlands annually.

Services for foreign institutes
- Student recruitment
- Seminar
- Brochure development
- Web news/article
- Website links

A: 5/19 Doan Thi Diem Street,
Phu Nhuan District, Ho Chi Minh City
T: +84-8-3868 0394
F: +84-8-3868 0395
E: airserco.saigon@gmail.com

Contact person:
Mr. Trần Nhạc Thắng
Vice-Director
E: joseph.trangdinh@gmail.com
T: +84-1-2389 68481

CleverLearn AMA

CleverLearn is one of five famous English training centres in Vietnam, having 11 branches nationwide. 7,000-10,000 students study at CleverLearn each year. 10 of their 170 full-time employees counsel prospective overseas students. The centre promotes all countries, and sends 500 students abroad annually. They are eager to cooperate with Dutch universities to promote their programmes and recruit students for them.

Services for foreign institutes
- Student recruitment
- Web banner
- Newspaper advertisement
- Flyers, Posters, Outdoor Events, Indoor Seminar

A: 186 Nguyen Thi Minh Khai Street,
District 3, Ho Chi Minh City,
T: +84-8-3930 2861
F: +84-8-3930 7584
w: www.ama.edu.vn
www.workandtravel.edu.vn

Contact person:
Ms. Phan Thanh Xuân
Study aboard supervisor
E: xuan@ama.edu.vn
T: +84-9-0374 0105
Atlantic International Education and Training Joint Stock Company

Atlantic International Education and Training was established in 2004 and currently has five offices nationwide. Atlantic recruits 150 students per year to study overseas worldwide for anything between short course degrees to PhD. They represent two Dutch UAS; Zeeland University of Applied Sciences and HAN University of Applied Sciences. Atlantic seeks to recruit 20 students for The Netherlands annually.

CMI was founded in 2001 by Mr. Joseph Nguyen Trong Tuong, a Vietnamese man with Australian citizenship. CMI provides student recruitment to seven countries: Australia; New Zealand; Canada; the United States; the United Kingdom; Switzerland and Singapore. CMI aims to expand its market and is eager to cooperate with Dutch universities. CMI has nine full-time employees and recruits 150 students per year to study abroad in pursuit of language degrees, high school diplomas and undergraduate and post-graduate degrees.

Duc Tu Trading Corporation (DTU)

DTU was established in 2008; currently they have 18 full-time employees. They recruit 250 students yearly to study all possible majors overseas, at different levels from primary school, high school to master and PhD level. DTU currently promotes five study destinations for Vietnamese students: Singapore; Canada; US; UK and Australia. DTU is eager to expand its services throughout Europe.

Edu-Exchange Company Limited

Edu-Exchange is a company in its start up phase, owned by a Dutch alumnus-to-be. Edu-Exchange currently promotes Stenden University of Applied Sciences and Saxion University of Applied Sciences. Edu-Exchange is more than keen on cooperating with other Dutch universities to promote studying in The Netherlands.
**Education Link Company Limited (Edulinks)**

Edulinks was set up in 2003 and is located in Ho Chi Minh City. Edulinks recruits approximately 150 students per year to study in Australia, the US, Singapore, the EU and Asia. The majority of their clients follow bachelor courses. Edulinks provides full services for students to study abroad and is eager to cooperate with Dutch universities. Edulinks facilitates anything from overseas high school diplomas to foreign PhD degrees.

**ILA Vietnam**

ILA is a well-known English training centre in Vietnam and provides study-overseas consulting to 800 students per year. They represent Stenden University of Applied Sciences and The Hague University of Applied Sciences. They also work with universities from the US, UK, Singapore, Canada, New Zealand and Switzerland. ILA was set up in 2009 and has 800 employees nationwide with 281 expatriate, 310 local and 209 teaching assistants. They have nine training centres and three overseas study centres in Vietnam.

**Services for foreign institutes**

- Student recruitment
- Online advertising
- Hard copy promotion,

A: 439 Hoang Van Thu Street, Tan Binh District, Ho Chi Minh City
T: +84-8-3847 9525
F: +84-8-3847 9975
E: duhoc2@edulinks.com.vn
w: www.edulinks.com.vn

**Contact person:**
Ms. Trần Lê Chi
Director
E: lechi.tran@edulinks.com.vn

**INEC Co. Ltd.**

INEC was set up in 2006 and has 11 full-time employees. The company provides consulting services for Institutes from the UK, Finland, Spain, USA, Australia, The Netherlands, Singapore and Malaysia. They currently represent the HAN and Fontys Universities of Applied Sciences. INEC sends around 180 students to study overseas yearly, mainly focusing on English language courses, bachelor and master programmes. They aim to send five students to The Netherlands each year.

**Services for foreign institutes**

- Student recruitment
- Document translation
- Educational events
- Promotional material

A: 138 Tran Nhan Ton St., Ward 2, Dist. 10, Ho Chi Minh City
T: +84-8-3938 1080
F: +84-8-3938 1079
w: www.inec.vn

**Contact person:**
Ms. Kiều Ngọc Hương
Director
E: huong@inec.vn
T: +84-9-0336 1453

**Nam Phuong Education Consultancy Company**

Nam Phuong Education Consultancy Company has recently set-up in Ho Chi Minh City and is facilitating international cooperation between Vietnamese Institutes and Institutes in the US, the UK, Singapore, and Malaysia. Nam Phuong is eager to promote bachelor and master courses in The Netherlands. The company expects to send 2-5 students to Dutch universities per year.

**Services for foreign institutes**

- Student recruitment
- Document translation
- Website promotion
- Seminar organisation

A: 18A/6 Cong Hoa Street, Ward 12, Tan Binh District, Ho Chi Minh City
T: +84-8-6678 3358
E: info@duhocnamphuong.com
w: www.duhocnamphuong.com

**Contact person:**
Ms. Đỗ Thị Liên
Director
E: duhocnamphuong@gmail.com
T: +84-9-8488 8330

---

**Services for foreign institutes**

- Student recruitment
- Online advertising
- Hard copy promotion,

A: 402 Nguyen Thi Minh Khai Street, District 3, Ho Chi Minh City
T: +84-8-3929 0100
F: +84-8-3929 0070
E: www.duhoc.ilavietnam.com

**Contact person:**
Ms. Trần Thị Lan Phương
Couselling Supervisor
E: hphuongltran@ilavietnam.com
Minh Hoang An Trading Company Limited

Minh Hoang An is a new education consulting company with 15 full-time employees. They aim to recruit 100 students in their first year. The company consults prospective students that wish to study in Europe, Asia, and the US. They predict to send seven students to The Netherlands each year. The company represents Saxion University of Applied Sciences and Rotterdam Business School. They have three offices divided over Ho Chi Minh City and the Lam Dong and Hai Duong provinces.

A: 500 Lac Long Quan Street, Ward 5, District 11, Ho Chi Minh City
T: +84-8-3975 6200
F: +84-8-3975 6202
E: info@minhhoangan.edu.vn
w: www.minhhoangan.edu.vn

Contact person:
Ms. Đinh Thị Thu Trang
Director
T:  +84-9-0560 5601

PHC Edu Links Company Limited

PHC Edu Links started in 2009 and sends approximately 70 students per year to different Institutes in Europe, Asia and the USA. They provide information on language courses, short-courses, bachelor and master courses. PHC Edu Links is keen to cooperate with Dutch universities in recruiting Vietnamese students.

A: 8, Tran Thien Chanh Street, Ward 12, District 10, Ho Chi Minh City
T: +84-8-6264 8729 / 6264 9138
F: +84-8-6264 8730
E: duhocphuhoancau@gmail.com
w: www.phuhoancau.edu.vn

Contact person:
Ms. Phạm Thị Minh Hằng
Director
E: minhhang@phcedulinks.com
T: +84-9-8234 3849

Phuong Nguyen Consulting Business

Phuong Nguyen Consulting Business was set up in 2006 and has four full-time employees. The company currently represents six Dutch universities: Amsterdam University of Applied Science, Avans University of Applied Sciences; Hanze University of Applied Sciences; Rotterdam Business School, The Hague University of Applied Sciences and Stenden University of Applied Sciences. The company sends 10 students to Holland yearly and provides services for more than 50 students in the US, UK, Australia and South Korea. Phuong Nguyen focuses on secondary education as well as bachelor and master courses.

A: Floor 7, 8 Nguyen Hue Street, District 1, Ho Chi Minh City
T: +84-8-3829 2391
w: www.pnp-consulting.com

Contact person:
Ms. Nguyễn Thúy Phương
Director
E: phuong@pnp-consulting.com
T: +84-9-0369 9714

Saigon Tourist Travel Service – Overseas Study Offices

An established name since 1975, with a long tradition and an excellent reputation, Saigon Tourist Travel Service is Vietnam’s official national brand in the tourism and service industry. The Overseas Study Offices started in 2005 and promote education in the USA, Canada, the UK, Australia, Switzerland, the Netherlands, Singapore and other destinations in Asia. They have three overseas study offices: Ho Chi Minh City, Binh Duong City, and Can Tho. The company sends abroad 100-120 students per year, of whom 5-10 go to the Netherlands for both bachelor and master degrees.

A: 45 Le Thanh Ton Street, Ben Nghe Ward, District 1, Ho Chi Minh City
T: +84-8-3811 3468 / 3827 0279
F: +84-8-3811 0365
w: www.duhoc.saigontourist.net

Contact person:
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Your Future was set up in 2008 and has an office in Ho Chi Minh City with 10 full-time employees. The company recruits students for all majors at all study levels. They aim to promote studying in The Netherlands and seek to send 5 students in 2012. Your Future is looking forward to receiving cooperation requests from DHEIs.

Global Viet Education was set up in 2000 and employs 40 full-time staff. Global Viet Education yearly sends 100 students overseas to the UK, the US, Australia and Asian countries. Global Viet currently represents a Dutch university and sends 10 students to The Netherlands each year. The company is located in Ho Chi Minh City.

American Euro was set up in 2005 and is located in Ha Noi. The company has eight full-time employees and provides the following services: translation; overseas study consulting; visa application support and transportation arrangement for students. They recruit 60-70 students per year and focus on Bachelor and Master courses. They represent the Dutch Saxion and Fontys Universities of Applied Sciences, but are ready to work with more DHEIs.

Baltic is an experienced education consulting firm promoting and recruiting Vietnamese students for foreign Institutes. Baltic is located only in Ha Noi. Baltic sends around 150 students overseas for both secondary and tertiary education. In the past they have sent students to Saxion University of Applied Sciences and Maastricht University.

Services for foreign institutes:
- Student recruitment
- Translation
- Education consulting
- Seminar organisation

A: 59 Thanh Thai Street, Ward 18, District 10, Ho Chi Minh City
T: +84-8-3868 6360
F: +84-8-3868 6362
E: info@duhocglobal.com
w: www.duhocglobal.edu.vn

Contact person:
Ms. Nguyệt Lê
Director
E: globalviet@yahoo.com

Baltic Overseas Education Consulting Company

With over ten years experience in education consulting services, Baltic is a prestigious agent promoting and recruiting Vietnamese students for foreign Institutes. Baltic is located only in Ha Noi. Baltic sends around 150 students overseas for both secondary and tertiary education. In the past they have sent students to Saxion University of Applied Sciences and Maastricht University.

Services for foreign institutes:
- Student recruitment
- Seminar organisation
- Website promotion

A: 19 Tran Phu Street, Ba Dinh District, Ha Noi
T: +84-4-3733 6370
F: +84-4-37337173
E: tuvan@duhocbaltic.com
w: www.duhocbaltic.com

Contact person:
Ms. Lê Thị Huyền Trang
Head of Overseas Study Department
E: lehuyentrang@duhocbaltic.com
T: +84-9-0445 9991
Blue Ocean Education was established in 2006 and has 14 full-time employees at three offices divided between Ha Noi, Ho Chi Minh City and the province of Bac Ninh. Besides study consulting, they provide English training for Vietnamese students and Vietnamese courses for foreigners. They provide for approximately 150 students aiming to study anything between summer camps and PhDs. They have experience with European Institutes, such as Italian and Spanish universities, yet so far not with The Netherlands. However, Blue Ocean Education is keen on future cooperation with Dutch Institutes.

CIC was established in 2000 and provides full consulting services for students to study overseas. They translate documents, follow up on application procedures, and arrange accommodation for their clients. CIC focuses on the recruitment of prospective short course and BA students. They have more than 10 years experience in education consulting services, and have sent students to The Netherlands past. CIC aims to increase the number of DHEIs they represent.

CEPECE is a unit of the Vietnamese Ministry of Education and Training and was established in accordance with Decision No.212/QD of 1989. CEPECE sends government staff abroad for education and work, specifically in technical sciences. They also advise and assist Vietnamese citizens to study abroad in support of Vietnam’s socio-economic development and international outreach. With 30 full-time employees, CEPECE recruits 200 students per year to study short courses, BA and MA degrees overseas.

HAVETCO was set up in 1997. Currently they have 12 full-time employees and offices in Ha Noi and Ho Chi Minh City. They recruit 250-300 students per year, sending them to the EU, the US and across Asia. They focus on English courses, short courses, BA and MA programmes. HAVETCO used to work with Dutch universities. However, presently they do not represent any DHEIs. They are keen to re-establish contact with Dutch Institutes.

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**Services for foreign institutes**
- Student recruitment
- Web advertisements
- Seminar organisation

**Contact person:**
Mr. Đinh Ngọc Anh
Director
E: blueocean-edu@fpt.vn

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**Services for foreign institutes**
- Student recruitment
- Web advertisements
- Seminar organisation
- Document translation
- Visa application

**Contact person:**
Ms. Nguyễn Hồng Nhung
Counsellor executive
E: info@cattuong.com.vn
w: www.cattuong.com.vn

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**Services for foreign institutes**
- Student recruitment
- Workshops (estimated cost: 800 USD each workshop).
- Web links
- Web advertisements

**Contact person:**
Mr. Bùi Nguyên Thiệu
Vice Director
E: buinguyenthieu@yahoo.com.vn

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**Services for foreign institutes**
- Student recruitment
- All promotion services upon request

**Contact person:**
Ms. Nguyễn Thị Thu Hà
Senior Education Counsellor
T: +84-9-8905 5798
Hanoi International Study Abroad  
(HISA Co. Ltd.)

HISA was established in 2009. They are relatively small with six full-time employees. They provide overseas study consultancy, foreign language training and translation services. HISA is located in Ha Noi and focuses on the Northern part of the Vietnamese education market. HISA recruits 30-40 students per year to go to the USA, UK, EU and Asia. HISA represents Amsterdam University of Applied Sciences, Rotterdam Business School and Saxion University of Applied Sciences. They send 10 students to The Netherlands on average per year.

New Ocean Investment Joint Stock Company

The New Ocean Investment JSC was established in 2006 with 20 full-time employees. They send 200 students per year to the UK, the US, Australia and New Zealand. Students mainly follow short courses, bachelor and master courses. They plan to expand their market to the EU, specifically to The Netherlands. This means that they are eager to take up DHEIs in their database, promoting them to Vietnamese students. The New Ocean is located in Ha Noi and specialises in bachelor programmes.

Quoc Anh IEC Co. Ltd

Quoc Anh IEC is a well-known brand in the education consulting industry in Vietnam. The company was set up in 1997 and has 15 full-time employees at its two branches in Ha Noi and Ho Chi Minh City. The company sends around 100 Vietnamese students to education Institutes in the UK, the US, Asia and Europe each year. Quoc Anh IEC represents the Dutch Fontys University of Applied Sciences, and is seeking other DHEI to represent.

Sunrise Vietnam

Sunrise Vietnam was set up in 2002 with 10 full-time employees. They send 300-400 Vietnamese students per year to study overseas, from English courses to PhD degrees. Sunrise Vietnam currently cooperates with Maastricht University and is willing to expand relationships with other Dutch universities to recruit students. Their offices in Ha Noi, Ho Chi Minh City and Hai Phong have over 10 years of experience in overseas education consulting.
VIP Study Overseas
VIP Study Overseas was established in 2007 and has five full-time consultants. VIP Study Overseas holds office in Ha Noi. The company recruits 150 students yearly, going to Australia, the UK, Singapore, the US, Canada, New Zealand, The Netherlands and Malaysia. They promote short courses and bachelor and master programmes and plan to send 10 students to The Netherlands every year.

Indochina Consultancy and Translation Company Limited
Indochina Consultancy and Translation Company Limited was set up in 2007 in Ha Noi. The company sends 60 Vietnamese students per year to study in the UK, Europe and Asia. The company provides education-consulting services, language training programmes and translation services. The company has cooperated with many universities in Europe and is willing to work with Dutch universities.

Services for foreign institutes
- Student recruitment
- Document translation
- Website promotion
- Seminar organisation

Contact person:
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Director
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Vietnam Intellectual Services Company
Vietnam Intellectual Services Company was established in 2005 and has 15 full-time employees. The company strongly promotes The Netherlands and other European universities. VISCO sends 200 students all over the world annually and is very eager to cooperate with Dutch universities in recruiting Vietnamese students.

Services for foreign institutes
- Student recruitment
- Translation
- Website promotion
- Seminar organisation

Contact person:
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Director
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w: www.visco.edu.vn

Worldwide Educational Promotion Joint Stock Company
Worldwide Educational Promotion started in 2004 and is located in Da Nang. The company sends about 50 students to the US, the UK, Singapore, Canada, Australia, and China. They are interested in expanding their scope of work to Europe. They focus on promoting short courses and bachelor and master programmes. The company recruits students from seven provinces in the central part of Vietnam.

Services for foreign institutes
- Student recruitment
- Document translation
- Website promotion
- Seminar organisation

Contact person:
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F: +84-8-3726 1936
E: viscohanoi@visco.edu.vn
w: www.visco.edu.vn

A: 151 Lê Lợi Street, Đà Nẵng City
T: +84-511-381 7511
F: +84-511-381 7510
E: wepc@vnn.vn
w: www.wepc.vn

Annex 4
Agent Profiles
Footnotes

ASEAN is the Association of South East Asian Nations.

The EPI is part of Education First (EF), and is a classification based upon adult English language testing.  

IELTS test taker performance, analysis 2010.  

Although we try to reach out to all accepted students through social media, not all students react.  Also DHEIs do not share information about who has been accepted.  
See: http://www.is.vnu.edu.vn/

In Vietnam certain specialized HEIs, such as the University of Transport, are aligned with a respective government ministry. In this case, it is the respective ministry that governs the university.  
See: http://www.nuffic.nl/international-students/how-to-prepare/financing-your-stay