With the Business Sector –
for the Business Sector

Vietnamese-German Development
Cooperation in Technical and Vocational
Education and Training (TVET)

Dr. Horst Sommer
Programme Director
Coordinator TVET

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Overview:

1. TVET in Viet Nam
2. Key factors of German TVET system
3. Vietnamese-German “Programme Reform of TVET” (Approach, Implementation Experiences)
4. Potentials of Cooperation with German Business Community in TVET in Viet Nam
5. Way forward
TVET in Viet Nam

• **Challenge:**

  Capacity and performance of the Vietnamese TVET system are inadequate to provide sufficient competent workers according to demand of economy.
• Way to go:

**TVET Quality Breakthrough** addressing the need for “skilled labourer” is highlighted by Vietnamese Government as important factor for socio-economic development (Party Resolutions, HRD Strategy 2011-2020, TVET Strategy 2011-2020).

• Areas to work on:

  ✓ Standardized practice-oriented **Training programmes** based on **occupational profiles/standards** set by industry
  ✓ **Cooperation with Business Community** on different levels
  ✓ Competent **TVET teaching and management staff**
  ✓ **Model-TVET Institutes**
  ✓ Sustainable **TVET Financing**
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What we can gain from German TVET for Viet Nam?

Success factors for demand-oriented TVET:

- Close cooperation between private and public stakeholders
- Training in real world of work
- Broad acceptance of standards
- Qualified TVET staff
- Institutionalised research and consultancy

atee solutions for Viet Nam
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„Programme Reform of TVET in Viet Nam“

- Approach -

Implemented on behalf of BMZ.
Frame of our work in TVET in Viet Nam

- TVET as Priority Area of Vietnamese-German Development Cooperation defined (agreed in Government to Government negotiations)

- BMZ commissioned the “Programme Reform of TVET” to support the Vietnamese partners in reforming the TVET System towards more labour-market orientation.

- The support is oriented on:
  - Vietnamese development strategies and policies
  - BMZ’s integrated Education Strategy
  - TVET as one Key Element of Vietnamese-German Strategic Agreements (Hanoi Declaration, Joint Declaration)
„Programme Reform of TVET in Viet Nam“

What for?
DC Goal

Improve demand-orientation and quality of TVET

Increase the provision of competent workforce in Viet Nam
Economic Development

Improving chances for gainful employment for individuals
Social Development

Commissioned by BMZ
The Main Activity Areas of „Programme Reform of TVET in Viet Nam“

- Develop demand-oriented TVET offers in selected industrial occupations (TC)
- Involve Business Community in TVET (TC)
- Improve Management Capacity (TC)
- Provide Tools and Equipment (FC)
- Develop TVET Teachers/Trainers (TC)

Reformed core elements of TVET system

Improved relevance and quality of training offers

Implementation of TVET Strategy 2011-2020

Implemented on behalf of BMZ
Programme Intervention Levels and Activities

**TVET System Advisory** (Technical Cooperation)
- Demand-oriented advisory services for TVET politics and reform, strategy development and implementation
- Capacity Building/ Further training of GDVT staff (promotion of young professionals)
- Advisory to selected aspects of TVET:
  - Cooperation state and business community
  - Initial and further training of teachers
  - Sustainable TVET financing
  - Awareness raising for TVET
  - Sector monitoring

**Support of TVET Institutes** (Interlinked Technical Cooperation and Financial Cooperation)
- Advisory for TVET partner institutes (TC):
  - Concentrated practice-oriented further training of teachers
  - Advisory and further training of management staff
  - Development/adaptation of demand-oriented training modules
  - Development/adaptation of teaching and learning material
  - Promotion of cooperation with enterprises
- Provision of development funds for the tendering, delivery and installation of training equipment to the TVET institutes (FC)
Supported Occupational Areas within „Programme Reform of TVET in Viet Nam“

- **Metal Work** (Metal Cutting/CNC, Industrial Mechanics)
- **Electrics/Electronics** (Industrial Electrics/Electronics)
- **Mechatronics**
- **Waste Water Treatment Technology** (new)

...occupations relevant in dynamic economic sectors in Viet Nam and well known German reputation

Implemented on behalf of BMZ
The Implementing Partners

**BMZ**

Technical Cooperation
(capacity building and advisory service via personnel)

Financial Cooperation
(support tendering and delivery of equipment via soft-loan)

**MoLISA**

GDVT and TVET institutes
(criteria-based selected)

Further public and private partners:
VVTA, Vietnamese and German business community etc.
Regional Overview

- Supported TVET Institutes are selected according criteria agreed by GDVT, KfW and GIZ

Implemented on behalf of BMZ
Some Implementation Experiences

... in cooperation with German Businesses
Further **Training of Teaching Staff**
(subject-related, **practical**, pedagogical/didactical)

Example PPP:

- **Partner:** European Association for Vocational and Social Education (EBG)
- **Objective:** Improve supply of competent workers in metal industry
- **Timeframe:** 2008-2010
- **Results:**
  - 21 Teachers (8 multipliers) improved their competencies in metal cutting/CNC
  - Piloted further teacher training concept applied for nation-wide further teacher training
  - Comprehensive training material developed
  - Tailormade further training for workers from industry developed and conducted at TVET institutes
Piloting suitable forms of cooperative training with structured interlinked training phases in school and at workplace

Example PPP:

- Partner: Messer Haiphong Industrial Gases Co. Ltd. and B.Braun Vietnam Co. Ltd.
- Objective: Pilot a cooperative vocational training programme „Mechatronics“ on college level
- Timeframe: 2013-2015
- In implementation.
Modern equipment provided to selected TVET institutes and capacities strengthen to use in training.

Example PPP:

- **Objective:** Build up a model mechatronic lab at the University for Technical Education Hung Yen
- **Partner:** Festo Didactic GmbH & Co. KG
- **Timeframe:** 2007 - 2009
- **Results:**
  - Mechatronic workshop established and in use for practical vocational training.
  - Practical skills of teachers improved.
Integrate "Green Skills" requirements into TVET (referring to Vietnamese "Green Growth" strategy).

Example PPP:

- **Objective:** Energy-efficient construction in Vietnam
- **Partner:** BFW Bau Sachsen e. V.  
  Xella Baustoffe GmbH  
  Iproplan Planungsgesellschaft mbH
- **Timeframe:** 2013 – 2015
- **Activities:**
  - Build-up a model of eco-friendly building
  - Pilot vocational training course in environmentally friendly and energy-efficient construction at CUWC
  - Capacity building to ensure there are sufficient competent teachers/trainers at CUWC to act as multipliers throughout the country
Sharing Experiences within Vietnamese TVET System.

Multiplication

Teachers and trainees in collaboration with the German development advisor building up an industry-related mechatronic system, Ha Thinh Vocational College.
TVET strategy development

Fora with Vietnamese Government officials, business community, local and international experts.
TVET in the regional context

Regional Conference „TVET Quality Breakthrough“, 10/2012
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Potentials of Cooperation with German Business Community in TVET in Viet Nam
Bring in German experiences in TVET in Viet Nam by:

Creating tangible good practice examples on **cooperative training** in Viet Nam.

This includes e.g.:
- Internships /structured in-company training for trainees.
- Training / further training of in-company trainers.
- In-company practical internship opportunities for teaching staff of TVET institutes to get insight in real world of work.
- Send competent workers to TVET institutes to share experiences of world of work to trainees and teachers.
Piloting new forms of **assessment and certification** (enterprises and AHK/IHK as partner assessment and certification according to German/international standard)

- Promote exchange of TVET Institutes and enterprise to **share experiences of real world of work** and
- **Jointly explore further potentials of cooperation.**
Let's make use of experiences in TVET in Viet Nam so far...
What we offer in frame of „Programme Reform of TVET“:

• Updated TVET sector information
• Technical expertise in terms of concepts (e.g. cooperative training forms)
• Experiences in adaptation of labour market-oriented training offers
• Management advice to TVET institutes
• Existing learning and teaching materials
• Support contacts to relevant TVET authorities and TVET institutes
• Support training of in-company trainers
• Conduct further technical and pedagogical (further) training to TVET teachers
• Share lessons learned with a view to further reform of Vietnamese TVET system
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Way forward...

- To further improve demand-orientation and quality of TVET in Viet Nam, a strong **involvement of business community** is needed.

- TVET in Viet Nam will be successful, if TVET is designed and implemented with the Business Sector and for the Business Sector.

- GIZ „Programme Reform of TVET“ is looking forward to further **deepen cooperation** with German business community in Viet Nam as partner to achieve objectives.

- Let’s make **stronger use of instruments** provided by BMZ to support engagement of enterprises in development cooperation.
Please contact us!

Programme Reform of TVET in Viet Nam
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Programme office: No. 1, 17 Alley, Ta Quang Buu Street, Hanoi
T +84 4 397 46 571
F +84 4 397 46 570

www.tvet-vietnam.org

Dr. Horst Sommer  
Programme Director, Coordinator TVET  
horst.sommer@giz.de  

Beate Dippmar  
Sr. Technical Advisor  
beate.dippmar@giz.de  

Michael Büchele  
Integrated Expert-NIVT/GDVT, Cooperation with Business Sector  
michael.buechele@cimonline.de