



TRAINING THE NEW GERMAN SKILLED IMMIGRATION ACT: POSSIBILITIES AND REQUIREMENTS OF SKILLED MIGRATION TO GERMANY

Background

Improving the management of regular migration is one of the priorities of the Vietnamese Government, which has been included in the "Law on Contract-Based Vietnamese Overseas Workers" (Law 69/2020/QH14) and came into effect on 1st of January 2022. It builds upon previous Vietnamese legislation and aims to promote regular migration and strengthen the protection of migrant workers. Given the importance of labour migration in the wider social context and its impact within the framework of regular migration, there is a great need to adequately address these challenges.

The Global Programme **"Shaping Development-Oriented Migration"** (MEG) that is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) under commission of German Federal Ministry for Economic Cooperation and Development (BMZ), supports its Vietnamese partners (DoLAB/MoLISA, MRCs and other institutions) to improve their advisory services for those interested in migration by providing accurate and up-to-date information through training acitivties on regular and safe migration.

Germany is becoming a popular destination country for potential Vietnamese migrants. New German regulations that came into force with the amendment of the Skilled Immigration Act (FEG), passed in August 2023. The FEG as well as its amendment, create more opportunities for nationals from non-EU countries to enter Germany for the purposes of employment, recognition of foreign professional qualifications, and training.

Based on the demand of Migration Resource Centers/Employment Service Centers and other relevant stakeholders on updated information related to New Skilled Immigration Act, GIZ is going to organize a Training on New Skilled Immigration Act in cooperation with Goethe-Institute Ha Noi and IW Köln– who operating the German government's official portal "Make it in Germany".

Objectives of the training

This training serves the following purposes:

- Participants are informed of the **legal framework for skilled migration to Germany** as well as the basic principles of the Skilled Immigration Act and its amendment (FEG)
- Participants learn more about possibilities and requirements for **different types of visa /** residence permits for working and doing vocational training in Germany
- Participants learn to apply their knowledge by doing practical exercises, for instance, case studies or using existing information materials such as handbooks and factsheets.
- Participants get knowledge on the steps of counselling, based on the legal requirements of skilled migration in Germany





 Participants gain a brief overview of selected cooperation projects between Germany and Viet Nam in the area of migration as well as an overview of relevant stakeholders and information sources.

Participants

Management and advisors from MRCs/ Employment Service Centers (ESC) of 12 provinces (Nghe An, Ha Tinh, Phu Thọ, Thanh Hóa, Quang Ngai, Lao Cai, Thai Binh, Bac Ninh, Hai Duong, Hue, HCMC and Ha Noi.

Speakers: DOLAB, German Embassy, Goethe Institute, GIZ-PAM, AHK, MEG

Trainers: IW Koeln

Tentative number of offline participants: 45 persons

Venue and languages

The training course is organized as a hybrid format. Participants based in Viet Nam will take part inperson while trainers from IW Koeln will take part online.

Venue for in-person participation: Goethe Institute Ha Noi, 56-58-60, P. Nguyen Thai Hoc, Ha Noi Languages used in the training course are Vietnamese and English. Simultaneous translation from Vietnamese into English and vice versa will be provided.

Date and time

The training course will take place one and half day. Two half days in the afternoon focus on New German Skilled Immigration Act while a half day in the morning focuses on the introduction of several Vietnamese-German cooperation projects in labour migration area and relevant stakeholders in Viet Nam.





Tentative Agenda

DAY ONE

10/10/2024 – Time: 13:00 – 17:00 (local time in Viet Nam, *German time: 08:00 - 12:00)*

	PART I: REQUIREMENTS FOR SKILLED MIGRATION TO GERMANY – SKILLED WORKERS
13:00 - 13:20	Opening & Welcome remarks
	Welcome address, presentation of the agenda, introduction of participants
	Opening remarks by representative of Goethe-Institut
	Opening remarks by representative of MEG - GIZ
	Moderation: Nguyen T Bich Ngoc (MEG – GIZ)
13:20 - 13:40	What are the main changes introduced by the New Skilled Immigration Act (FEG 2.0)?
	General information on the innovations of the new law: job search, qualifications, language requirements for skilled workers and trainees Speaker: Alexandra Köbler (IW - German Economic Institute)
13:40 - 14:20	Requirements for skilled migration: Working in Germany
	Possibilities and requirements for skilled migration to Germany, overview of different
	visa & residence permits for skilled workers, requirements for each visa type
44.20 44.40	Speaker: Michaelle Nintcheu (IW - German Economic Institute)
14:20 - 14:40	Questions and Answers
14:40 - 14:55	Short break
14:55 – 15:25	Putting the new regulations into practice: interactive quiz session
	Test your knowledge on the FEG 2.0: quiz (in plenary session) on requirements for skilled workers in Germany
	Speaker: Alexandra Köbler (IW - German Economic Institute)
15:25 - 15:40	
15:25 - 15:40	Tools for searching information / advising potential migrants
15:25 - 15:40	
15:25 - 15:40	Tools for searching information / advising potential migrantsPresentation of resource materials for counselling potential migrants
15:25 - 15:40	Tools for searching information / advising potential migrants
	Tools for searching information / advising potential migrantsPresentation of resource materials for counselling potential migrantsSpeaker: Michaelle Nintcheu (IW-German Economic Institute)Putting the new regulations into practice: Case studies
	Tools for searching information / advising potential migrantsPresentation of resource materials for counselling potential migrantsSpeaker: Michaelle Nintcheu (IW-German Economic Institute)
15:40 - 16:20	Tools for searching information / advising potential migrantsPresentation of resource materials for counselling potential migrantsSpeaker: Michaelle Nintcheu (IW-German Economic Institute)Putting the new regulations into practice: Case studiesGroup work: group work on different case studies on potential migrants who wish to come to Germany for the purpose of qualified employment. Moderation: Ho Ha My + Nguyen T Bich Ngoc (MEG – GIZ)
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DAY TWO

11/10/2024 – Time: 09:00 – 17:00 (local time in Viet Nam, the afternoon session will start from 08:00 – 12:00 German time)

	PART II:
	SERVERAL VIETNAMESE-GERMAN COOPERATION PROJECTS IN LABOUR MIGRATION
	AREA AND RELEVANT STAKEHOLDERS IN VIET NAM
09:00 - 09:10	Warm up and introduction of the Day 2 agenda
	Moderation: Ho Ha My (GIZ MEG Viet Nam)
09:10 - 09:35	Introduction of the Programme "Shaping Development-Oriented Migration" (MEG) –
	Regular migration
	Speaker: Nguyen T Bich Ngoc (GIZ MEG Viet Nam)
	Q&A
09:35 - 10:00	Introduction of "Hand in hand for International Talents" program
	Speaker: Ly Kim Nhung (AKH Viet Nam)
	Q&A
10:00 - 10:40	Presentation on labour migration programme
	Overview on German language courses/examination/Goethe Inst locations in Viet Nam
	Speaker: Nguyen Ngoc Hong Lam (The Goethe-Institut Ha Noi) Q&A
10:40 - 10:55	Short break
10.40 - 10.55	
10:55 -11:25	Individual homework session for the participants
11:25 – 11:50	Introduction of Programme "Partnerships for Development-oriented Vocational
	Training and Labour Migration" (PAM) program
	Speaker: Afsana Rezaie (GIZ PAM in Viet Nam)
11:50 - 13:00	Q&A Lunch break
11:50 - 13:00	Lunch break
	PART III:
	REQUIREMENTS FOR SKILLED MIGRATION TO GERMANY – VOCATIONAL TRAINING
13:00 - 13:25	Homework discussion & Q&A
	Brief discussion of homework (practical exercises) and pending issues from Day 1
	Speaker: Michaelle Nintcheu (German Economic Institute – IW)
13:25 – 14:00	Requirements for skilled migration: Vocational Training in Germany
	Possibilities for vocational training in Germany, overview of different visa & residence
	permits, requirements for each visa type
	Speaker: Michaelle Nintchey (IM Corman Economic Institute)
14:00 - 14:20	Speaker: Michaelle Nintcheu (IW - German Economic Institute) Introduction on German Embassy's website on Visa application
14.00 - 14:20	Introduction on German Embassy's website on visa application
	Speaker: representative of German Embassy in Viet Nam
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14:20 - 14:40	Vocational training in Germany: How to find a training position in Germany?
	Overview of the vocational training landscape in Germany, tips for finding an adequate place of training
	Speaker: Alexandra Koebler (IW - German Economic Institute)
14:40 - 15:00	Questions and Answers
15:00 - 15:15	Short break
15:15 - 15:40	Putting the new regulations into practice: interactive quiz session
	Test your knowledge on the FEG 2.0: quiz (in plenary session) on requirements for vocational trainees in Germany
	Speaker: Alexandra Köbler: (IW - German Economic Institute)
15:40 - 16:25	Putting the new regulations into practice: Case studies
	Group work: group work on different case studies on potential migrants who wish to
	come to Germany for the purpose of vocational training.
	Moderation: Nguyen T Bich Ngoc & Ho Ha My GIZ MEG Viet Nam
16:25 - 16:40	Solving the case studies
16:40 - 17:00	Summary, evaluation & closing remarks
	Moderation: Michaelle Nintcheu + Nguyen T Bich Ngoc

Amendment of the German Skilled Immigration Act (FEG)– Background & Challenges

German Economic Institute (IW Köln) Cologne, October 10, 2024

Why has the German Federal Government liberalised skilled labour migration to Germany by implementing the Skilled Immigration Act and its amendment?

(Future) challenge: Demographic change

Germany's ageing society will impact decisively on the skills shortage!

Four figures on demographic change and skills shortages

30-45

rise in proportion in per cent of over-67s in all workers aged 20-67 up to 2034. **fewer people of working age by 2060** (or up to 16 million people), if Germany were to block immigration.

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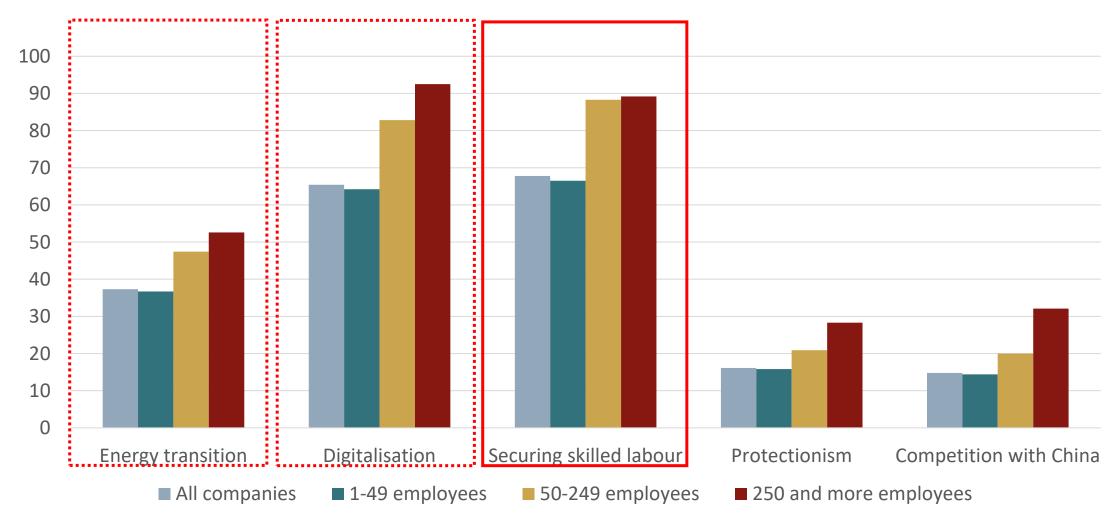
of 801 occupations are currently facing skills shortages



percent of companies already view the skills shortage as a risk

Importance of the challenges from a company perspective

"Very or fairly significant", according to company size, in %, for the next 5 years



Source: own calcutaions on the basis of IW-Zukunftspanel 12/2020, 37. Befragungswelle; Demary et al., 2021

Lack of skilled workers in Germany ("Fachkräftemangel")

Proportion of vacancies that cannot be filled by professionals:



- Skilled workers / Qualified professionals: workers who have completed at least two years of vocational training or a comparable qualification
- Specialists: workers with a master craftsperson's or technician's training, a university degree or a comparable qualification
- Experts: workers with at least a four-year university education or equivalent qualification.

Strengthening skilled labour in Germany

Federal Government develops new skilled labour strategy (Fachkräftestrategie)

To counteract the growing shortage of skilled workers, the Federal Government is focusing on five fields of action with its new skilled labour strategy. It forms the basis for all planned policies and new regulations concerning skilled labour in Germany.

5 fields of action:

- 1. Up-to-date education
- 2. Targeted continuing education and training
- 3. Increasing job potential and gainful employment
- 4. Improving the quality of work and changing work culture
- 5. Modern immigration policy

Strengthening skilled labour in Germany through a modern immigration policy / attracting international talents

- Skilled Immigration Act "Fachkräfteeinwanderungsgesetz" (2020)
- Amendment of the Skilled Immigration Act (2023/2024)



Policy changes - Skilled Immigration Act (2020)

Since March 2020, the FEG has made it easier for skilled workers from third countries to immigrate to Germany within the context of educational or labour migration. For this purpose, a **legal concept of skilled workers was defined**, which includes not only persons with a university degree recognised in Germany, but also those with a recognised vocational training.

The FEG includes the following essential changes for (prospective) skilled workers:

- Non-academic skilled workers with a concrete job offer may pursue **all occupations as well as related occupations** for which their vocational qualification qualifies them, **without restrictions to defined bottleneck occupations**.
- A priority check by the Federal Employment Agency (Bundesagentur f
 ür Arbeit BA) for skilled workers has been waived. The BA will continue to check the working conditions.
- Entry option for **job-seeking** for academic professionals also for professionals with vocational training (Section 20 (1) Residence Act).
- Expansion of opportunities for **post-qualification** in Germany.
- Entry for the purpose of **seeking vocational training** is possible (Section 17 (1) Residence Act).
- Introduction of the **fast-track procedure** (Section 81a Residence Act), which is applied for from Germany by the employer. It speeds up the recognition procedure, approval by the BA and the visa application process.

Policy changes – Amendment of the Skilled Immigration Act (2023/24)

With the amendment of the Skilled Immigration Act, existing migration paths have been further expanded and new paths created.

The most important changes at a glance:

- **Qualification:** Anyone with a qualification (acquired in Germany or equivalent to a German one) is able to work in any skilled occupation.
- **Experience:** Anyone with at least two years of professional experience and a professional qualification recognised by the state in which they have achieved their qualification can immigrate as a worker. In non-regulated professions, the professional qualification no longer has to be necessarily recognised in Germany.
- **Potential:** A new visa for the purpose of job search has been introduced: the opportunity card. Potential migrants can either qualify for it by providing a qualification acquired in Germany or equivalent to a German one or collect points via a points system. The selection criteria include qualifications, German and English language skills, work experience, connection to Germany, age and accompanying spouse or partner.



Information on the specific new regulations are included in the next agenda points of today's and tomorrow's training.

The new Skilled Immigration Act

• Officially approved information on the legislative changes

• Full version available in German, English, Spanish & French

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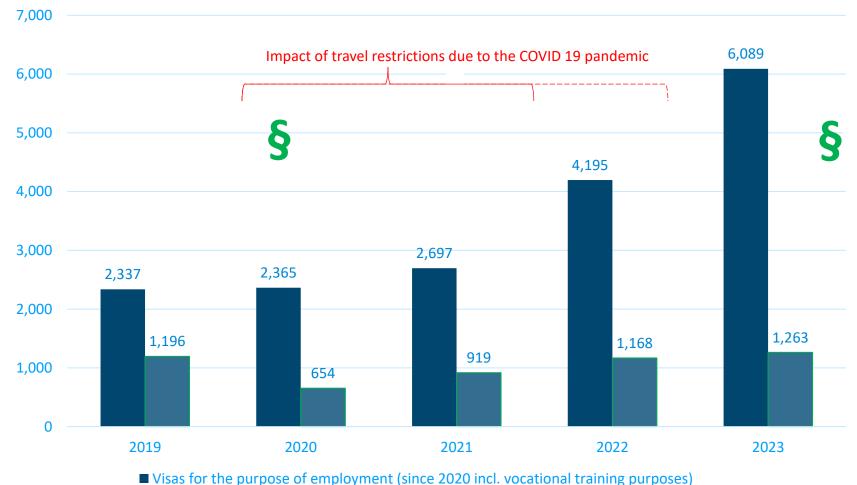
IT specialists: Another change is that IT specialists will be able to obtain an EU Blue Card if they do not have a university degree but can prove that they have at least three years of comparable professional experience. In this case, the lower <u>splary threshold</u> for bottleneck professions will apply (45.3% of the annual assessment ceiling; in 2023: 639,682.80).

Facts and figures after the introduction of the FEG in 2020



Sources: <u>Visa statistics of the Federal Foreign Office 2019-2023</u>

Facts and figures after the introduction of the FEG in 2020 National visas issued for Germany - Vietnam



■ Visas for the purpose of studying (incl. study preparation measures and study application)

Learnings & challenges aside from the legal framework

- Optimisation of administrative procedures
 - Clarification of responsibilities
 - Stronger networking
 - Improving digitisation
 - Improving the processes for the recognition of foreign qualifications
 - ...
- Clear structures, promotion and counselling for immigrants
- Support and counselling services for employers
- Promoting integration



Thank you for listening! Any questions?



Alexandra Köbler

German Economic Institute - IW Phone: +49 221-4981 687 Email: koebler@iwkoeln.de

Training on German Skilled Immigration Act: Working in Germany: New legal provisions for skilled migration

Michaelle Nintcheu German Economic Institute (IW) Training on FEG for GIZ advisers & local partners Cologne, October 10, 2024 1

What can you expect from this lecture?

✓ New legal provisions for accessing the German labour market in the Skilled Immigration Act

 ✓ Visa regulations for employment: The changes introduced by the new Skilled Immigration Act

✓ Requirements for EU Blue Card and other work visas

✓ Finding out the appropriate kind of work visa

General information on the immigration of skilled workers

Access to the labour market – who needs a visa?

EU/EEA nationals

- No visa required for entry
- Unrestricted access to the German labour market

Nationals of Australia, Canada, Israel, Japan, Republic of Korea, New Zealand, United Kingdom of Great Britain and Northern Ireland and U.S.

- Possible to enter Germany without visa
- Requirement to apply for residence permit for purpose of employment in Germany

All other third country nationals

- Visa required for entry
- Requirement to apply for residence permit for purpose of employment in Germany

Who is considered a "skilled worker"?

A skilled worker is a person with a **higher education degree** or a **qualified vocational training**.

- Persons who have acquired a vocational qualification abroad which has been recognised as equivalent to German qualified vocational training (the training should be of a duration of at least two years).
- Persons with a higher education degree which is <u>comparable</u> to a higher education degree in Germany.

Legal definition of "skilled worker" according to section 18 (3) German Residence Act (AufenthG) URL: https://www.gesetze-im-internet.de/englisch_aufenthg/englisch_aufenthg.html#p0392

Access to the labour market & Recognition of foreign qualification

Recognition in Germany required

- EU Blue Card
- Visa for Skilled Workers
- Special regulation for nursing assistants

Recognition in Germany not required

- Visa for Recognition Partnership
- Visa for professionally experienced people
- Special regulation for professional drivers

Opportunity Card

Access to the labour market & Recognition of foreign qualification

Recognition in Germany required	 EU Blue Card Visa for Skilled Workers Special regulation for nursing assistants 		
Recognition in Germany not required	 Visa for Recognition Partnership Visa for professionally experience people Special regulation for professiona drivers 	ed	Opportunity Card

THE EU BLUE CARD FOR SKILLED WORKERS

New regulation regarding the EU Blue Card (since 18 November 2023)

- Different types of qualifications:
 - (fully recognised) university degree
 - <u>(fully recognised) tertiary educational</u> <u>qualification</u>
 - Professional experience (ICT professionals only)
- Tertiary educational qualification:
 - Minimum duration of training of 3 years
 - At least level 6 EQF or ISCED
 - e. g. master craftsman or qualifications as educator
- New Requirement for employment contract: at least 6 months of employment
- Employment must be related to qualification

EU Blue Card: reduced salary thresholds

Salary thresholds	2024
Regular occupations: 50% contribution assessment ceiling for pension insurance	45,300 €
Shortage occupations: 45,3 % contribution assessment ceiling for pension insurance	41,041.80€

Requirements for the EU Blue Card

	Skilled workers with academic qualifications & equivalent qualifications (Sections 18g AufenthG)	
	Shortage occupations	Regular profession
Recognition of foreign qualifications	 Full recognition of foreign academic degrees or equivalent tertiary education programmes Licence to practise , if need be (regulated professions) 	
Employment	 Concrete job offer for qualified employment matching with the recognised qualification Employment contract of at least 6 months Shortage occupations: formal approval of the Federal Employment Agency (BA) required 	
BA's Approval	Yes	Only for young professionals: last degree obtained no longer than 3 years ago
Salary thresholds	Shortage occupation & young professionals: 41,041.80 € / year (2024) Regular professions: 45,300 € / year	
German language skills	Recommended; no specific level required	
Residence permit	 Entitlement to EU Blue Card for duration of contract + 3 months Maximum of four years 	

Requirements for the EU Blue Card – IT professionals without formal qualifications

	ICT professionals without formal qualifications (Sections 18g AufenthG)	
Recognition of foreign qualifications	Not applicable	
Professional experience	 At least 3 years of work experience in ICT profession in the last 7 years Work experience at university level ant relevant for the future employment in Germany 	
Employment	 Concrete job offer for qualified employment matching with the recognised qualification Employment contract of at least 6 months Shortage occupations: formal approval of the Federal Employment Agency (BA) required 	
Salary thresholds	41,041.80 € / year (2024)	
German language skills	Recommended; no specific level required	
Residence permit	 Entitlement to EU Blue Card for duration of contract + 3 months Maximum of four years 	

EU Blue Card for special groups

(since 18 November 2023)

Young professionals (university degree not longer than 3 years ago) IT specialists without formal qualification + at least 3 years of professional experience in the IT sector

Expanded list of shortage occupations*: **Classification of occupations** Group Group Group 132 134 133 Group Group Group 21 221 222 Group Group Group 225 226 23 Group 25

The EU Blue Card for these special groups requires the Approval of the Federal Employment Agency (BA)

*Shortage occupations: Manufacturing, mining, construction, or distribution managers; Information and communications technology service managers; Professional services managers, such as childcare or health services managers; Veterinarians; Dentists; Pharmacists; Nursing or midwifery professionals; School and out-of-school teachers and educators; **specific job titles are especially of significance for the application procedure for the EU Blue Card.** Details lists here

List of shortage occupations available on "Make it in Germany"

German: <u>Mangelberufe (make-it-in-germany.com)</u>

English: <u>Shortage occupations (make-it-in-germany.com)</u>

Spanish: <u>Profesiones con escasez de personal (make-it-in-germany.com)</u>

French: <u>Métiers en pénurie (make-it-in-germany.com)</u> Federal Government

Make it in 1

orking in Germany: the official website for qualified professionals

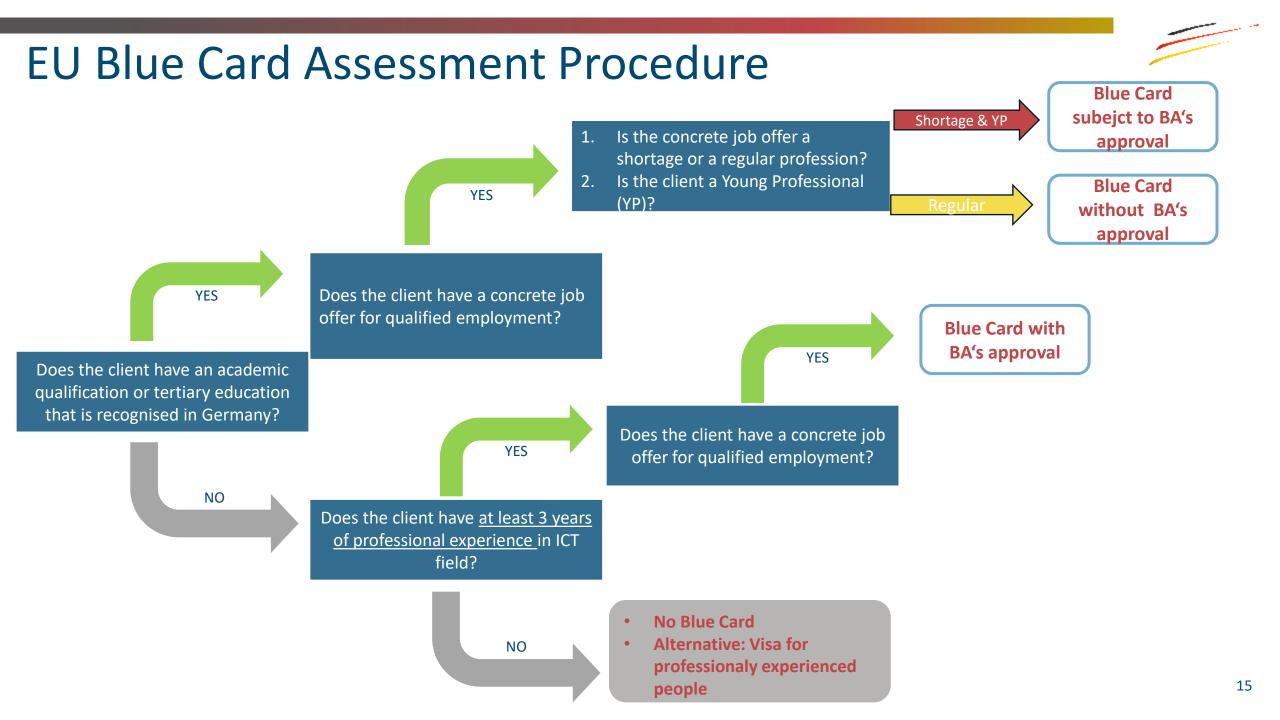
List of shortage occupations according to Section 18g (1) (2) (1) of the Residence Act (AufenthG)

Extract of the Commission Recommendation of 29 October 2009 on the use of the International Standard Classification of Occupations (ISCO-08) *

The list of shortage occupations in Germany is provided to lay out comprehensive information for (prospective) skilled workers and employers on the regulations of the new Skilled Immigration Act. Having knowledge of the current shortage occupations' specific job titles is especially of significance for application procedure for the EU Blue Card and the point system for the opportunity card (Chancenkarte).

EU Blue Card – Proof of recognition of qualifications

Academic degrees Tertiary educational qualifications	Regulated professions: formal recognition procedure Recognition-Finder: <u>https://www.anerkennung-in-</u> <u>deutschland.de/html/en/index.php</u>	 Non-regulated professions: Anabin rating Statement of Comparability (ZAB): <u>https://zab.kmk.org/en/stat</u> ement-comparability
Work experience (only for ICT professionals without formal qualifications)	Relevant work experience: Complete CV + employer references or work certificates	



BA's Approval in the Blue Card procedure

Candidate with formal qualifications – shortage professions and Young Professionals	Candidates in ICT professions <u>without</u> formal qualifications
Qualified employment of at least 6 months	Qualified employment in the field of ICT of at least 6 months
Qualified employment in line with academic or tertiary qualifications	Qualified employment in ICT profession in line with professional experience
Working conditions: Salary threshold for shortage occupations	At least 3 years of professional experience in the last 7 years
	Working conditions: Salary threshold for shortage occupations



With the request for approval, the German embassy only sends the completed form 'Declaration of employment relationship': <u>https://www.arbeitsagentur.de/datei/erklaerung-zum-beschaeftigungsverhaeltnis_ba047549.pdf</u>

Example

Ahn (30 years old) has received a job offer from a company in Germany. The company is looking for a product designer and is offering Ahn a gross monthly salary of EUR 4,000. The employment contract is limited to 2 years.

Ahn has a Bachelor's degree in Graphic Design and Architecture from the Saint Petersburg State University. This degree is classified in the anabin database as equivalent to a 3-year German Bachelor's degree and the university is recognised as 'H+'.

Example - Solution

Ahn (30 years old) has received a job offer from a company in Germany. The company is looking for a product designer and is offering Ahn a gross monthly salary of EUR 4,000. The employment contract is limited to 2 years. Ahn has a Bachelor's degree in Graphic Design and Architecture from the Saint Petersburg State University. This degree is classified in the anabin database as equivalent to a 3-year German Bachelor's degree and the university is recognised as 'H+'.

Ahn has an academic degree: Bachelor in Grafic Design & Architecture Ahn's degree is fully equivalent to a German degree: anabin rating Ahn has a concrete offer for qualified employment in Germany: 2-years work contract as product designer Ahn's employment is in line with the job position: academic degree & employment requiring higher education

EU Blue Card subject to fulfilment of the general visa requirements

Salary threshold for shortage professions is fullfiled: 48.000 Euro / vear

Shortage profession "produkt designer": BA's approval is required Ahn's future employment is a shortage profession in Germany: List of shortage profession - 2163

VISA FOR SKILLED WORKERS

Visa / Residence permit for Skilled Workers

	New regulation since 18 November 2023 (Sections 18a (vocational training), 18b AufenthG (academic degrees))		
Recognition of foreign qualifications	 Full recognition of foreign qualifications (academic or vocational) mandatory Licence to practise , if need be 		
Employment	 Concrete job offer for <u>qualified employment</u> No subject relation between employment and recognized qualification required (exception: regulated professions) Approval of the Federal Employment Agency required (BA) 		
Required salary	Minimum salary for people at the age of 45 and older: 55% of the annual BBG of the general pension scheme (2024: 49,830 €)		
German language skills	Recommended; no specific level required		
Entitlement to Residence permit	 Visa / Residence permit for duration of contract + 3 months Maximum of four years 		

BA's Approval: Part of <u>Visa procedure for skilled</u> workers

Visa for skilled workers

(Sections 18a, 18a AufenthG)

- Qualified employment = employment requiring vocational training or academic degree
- Appropriate and reasonable working conditions
 - Working hours according to labour regulations
 - Appropriate salary level



Examples



A skilled worker with **vocational training as a draughtswoman** has been offered a job as an **office management assistant.**

- Old legislation: no visa /residence permit under Section 18a AufenthG
- Under the new legal situation: Visa / residence permit under Section 18a AufenthG possible
 - Office management assistant = qualified employment
 - No subject relation between vocational qualification and qualified employment required

A skilled worker with a Bachelor's degree in Telecommunication has been offered a job as a specialist for building services engineering.

- Old legislation: no visa /residence permit under Section 18b AufenthG
- Under the new legal situation: Visa / residence permit under Section 18b AufenthG possible
 - Specialist for building services engineering = qualified employment
 - No subject relation between academic qualification and qualified employment required

VISA FOR PROFESSIONALLY EXPERIENCED PEOPLE

Visa for people with practical professional experience

Requirements	Employment based on extensive professional experience (Section 19c (2) AufenthG in. conj. with section 6 BeschV)	
Foreign qualifications	 Vocational training or university degree recognised by the country of training: ZAB certificate required <u>or</u> Equivalent qualification from German Chamber of Commerce Abroad Recognition of foreign qualification in Germany does not apply Special case for IT specialists: formal qualification not required 	
Professional experience	At least 2 years of work experience in the last 5 years in a profession related to the future employment in Germany	
Employment	 Concrete job offer for <u>qualified employment in a non-regulated profession</u> Approval of the Federal Employment Agency (BA) required 	
Salary threshold	 Annual salary of 40,770 € (2024) or working conditions according to collective agreement Minimum salary for people at the age of 45 and older: 55% of the annual BBG of the general pension scheme (2024: 49,830 €) 	
German language skills	recommended, but no specific level required	
Residence permit	 Visa / residence permit for duration of contract + 3 months Maximum of four years 	

Example

Huong (30 years old) has a total of six of the last seven years of professional experience. While studying physics in Hue City, he worked for three years as an electrotechnical assistant in a transport company. After graduating, he moved to the customer service department of the same company for a year. He then worked for two years as a sales consultant in marketing and sales.

Huong has now received a job offer as a sales manager from a Berlin-based company that develops gaming apps. He has C1-level English and A2-level German. He is expected to earn 4,000 euros gross/month.

Example

Huong (30 years old) has a total of six of the last seven years of professional experience. While studying physics Hue City, he worked for three years as an electrotechnical assistant in a transport company. After graduating, he moved to the customer service department of the same company for a year. He then worked for two years as a sales consultant in marketing and sales.

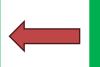
Huong has now received a job offer as a sales manager from a Berlin-based company that develops gaming apps. He has C1-level English and A2-level German. He is expected to earn 4,000 euros gross/month.

Huong has completed a study programme: degree in physics Huong needs a proof that his degree is state-recognised in Vietnam: Anabin or Statement of Comparability (ZAB)

Huong has a qualified job offer in an non-regulated profession: Sales Manager Huong has at least 3 years of <u>qualified and relevant</u> work experience: 2 years as sales consultant

Visa for professionally experienced people(section 19c, (2) AufenthG) subject to proof of formal qualification + general visa requirements

Language skills in English and German are an advantage but not legally required The BA's approval is required: Proof of relevant experience + working conditions



The salary threshold is fullfiled: 48,000 € / year

Selected special regulations for specific professions

Special regulation: employment of professional drivers

Basic Requirements:

- Required EU or EEA driving licence of class C1, C1E, C, CE, D1, D1E, D or DE
- (accelerated) EU or EEA initial qualification for driving certain vehicles for the carriage of goods or passengers
- Approval of Federal Employment Agency (BA) without priority check
- German language skills: no specific level required
- If no professional qualification: (further) training in Germany in parallel with employment possible provided that professional drivers hold a <u>foreign professional driving licence</u>

Employment of professional drivers from third countries (Section 19c (1) AufenthG in conj. with Section 24a BeschV)

Special regulation: nursing care assistants from third countries

- Employment of nursing staff from third countries with less than 3 years of training (nursing care assistants)
- Requirements for visa & residence permit:
 - ✓ Concrete job offer as nursing assistant in Germany
 - ✓ (regular) vocational training as nursing assistant completed in Germany <u>or</u>
 - ✓ Full equivalence of the foreign qualification as nursing assistants (provisions according to federal law or federal state law) <u>and</u>
 - ✓ Approval of the Federal Employment Agency (BA)
 - ✓ Salary threshold: only for people over 45 years old
- Residence permit for other employment purposes (Section 19c (2) *AufenthG*, (1) in conj. with *Section 22a BeschV*)



Examples: Nursing Care Assistants

My (25, Vietnam), completed a **3-year vocational training programme in nursing** in her country of origin. After moving to Germany, she applied to have her professional qualification recognized so that she could work as a nurse in Germany. Unfortunately, her professional qualification is only **partially equivalent to the German nursing qualifications**. My can undergo a 6-months internship to have her professional qualification fully recognized. **In the meantime, she can work as a care assistant in Germany**.

Liam (21, Laos) came to Germany in 2020 on a 6-month visa for seeking a training place. He finally found a vocational training position as nursing assistant. The training should last 24 months. On this basis, he received a visa for vocational training in accordance with Section 16a AufenthG. After successfully completing the vocational training programme, he can stay in Germany to work as a care assistant.

Summary: Different kinds of work visa

	EU Blue Card (Section 18g AufenthG)	Visa for "skilled workers" (Sections 18a, 18b AufentG)	Visa for professionally experienced people (Section 19c, (2) AufenthG)
Professions	All professions: regulated and non-regulated professions	All professions: regulated and non-regulated professions	Only non-regulated professions
Recognition of foreign qualifications (German standards)	Required (inclusive license to practice in regulated professions)	Required (inclusive license to practice in regulated professions	Not required. State-recognized qualification in country of origin
Salary thresholds	Yes 45,300 € / 41,041.80 € (2024)	Only for > 45 years old: 49,830 € /year (2024)	Yes 40,770 € / 49,830 € (2024)
German language skills	No specific level required	No specific level required	No specific level required
BA's Approval	Yes (Exception: regular professions + salary: 45,300€)	Yes	Yes

Summary: Overview of the regulations on salary thresholds

Target groups / types of visa	Legal provisions	Salary thresholds 2024
EU Blue Card	Section 18g, para.1 AufenthG	 Regular professions: 50% contribution assessment ceiling for pension insurance (45.300 Euro) Shortage professions + Young Professionals + ICT- professionals : 45,3% contribution assessment ceiling for pension insurance(41.042 Euro)
Visa for professionally experienced people (exception: collective agreement)	Section 6, para. 1 BeschV	45% contribution assessment ceiling for pension insurance (about 40.770 Euro)
Visa for professionally experienced people: People over 45 years old	Section 1, para. 2 BeschV	55% contribution assessment ceiling for pension insurance (49.830 Euro)
Visa for "skilled workers": <u>People</u> over 45 years old	Section 18, para. 2, Nr. 5 AufenthG	55% contribution assessment ceiling for pension insurance (49.830 Euro)
Visa for further employment purposes: <u>Professional drivers &</u> <u>nursing assistants over 45 years old</u>	Section 1, para. 2 BeschV	55% contribution assessment ceiling for pension insurance (49.830 Euro)

Thank you for listening! Any questions?



Michaelle Nintcheu

Researcher / German Economic Institute - IW Phone: +49 221-4981 872 Email: nintcheu@iwkoeln.de

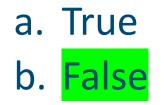
QUIZ Legal provisions of skilled migration to Germany

German Economic Institute (IW) Cologne, October 10, 2024

1. The legal requirements to issue an EU Blue Card have not changed because of the amendments to the FEG. True or false?

a. Trueb. False

1. The legal requirements to issue an EU Blue Card have not changed because of the amendments to the FEG. True or false?



2. What is the language requirement for obtaining an EU Blue Card?

- a. B2 German skills
- b. B1 German skills
- c. C1 English skills
- d. There is no specific language requirement for the EU Blue Card



2. What is the language requirement for obtaining an EU Blue Card?

- a. B2 German skills
- b. B1 German skills
- c. C1 English skills
- d. There is no specific language requirement for the EU Blue Card

3. Can people with vocational qualifications obtain an EU Blue Card?

- a. Yes, with a minimum qualification of level 6 of the EQF or ISCED 2011
- b. No, only people with an academic degree can obtain a Blue Card
- c. Yes, all people with vocational qualifications can obtain a Blue Card

3. Can people with vocational qualifications obtain an EU Blue Card?

- a. Yes, with a minimum qualification of level 6 of the EQF or ISCED 2011
- b. No, only people with an academic degree can obtain a Blue Card
- c. Yes, all people with vocational qualifications can obtain a Blue Card



4. What are the basic requirements for ICT professionals without formal qualifications to obtain an EU Blue Card?

- a. Minimum salary of 48,000 euros per year
- b. At least 3 years of work experience in ICT + minimum salary of around 41,000 euros
- c. At least 2 years of work experience in ICT + minimum salary of around 45,000 euros
- d. At least 4 years of work experience in ICT + minimum salary of around 48,000 euros



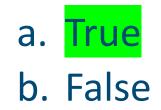
4. What are the basic requirements for ICT professionals without formal qualifications to obtain an EU Blue Card?

- a. Minimum salary of 48,000 euros per year
- b. At least 3 years of work experience in ICT + minimum salary of around 41,000 euros
- c. At least 2 years of work experience in ICT + minimum salary of around 45,000 euros
- d. At least 4 years of work experience in ICT + minimum salary of around 48,000 euros



a. Trueb. False

5. The visa for "skilled workers" (Section 18a & 18b AufenthG) requires the full equivalence of foreign qualifications. True or false?



6. What is the role of the Federal employment Agency (BA) in the visa procedure for "skilled workers" according to Section 18a & 18b AufenthG?

- a. The BA is not involved in the visa procedure for "skilled workers"
- b. Checking the working conditions + the job offer (qualified employment)
- c. Checking whether the qualifications are in line with the job offer
- d. All answers are correct

6. What is the role of the Federal employment Agency (BA) in the visa procedure for "skilled workers" according to Section 18a & 18b AufenthG?

- a. The BA is not involved in the visa procedure for "skilled workers"
- b. Checking the working conditions + the job offer (qualified employment)
- c. Checking whether the qualifications are in line with the job offer
- d. All answers are correct

7. Which of the following residence titles does not require the full recognition of qualifications in Germany?

- a. Visa for professionally experienced people
- b. Visa for "skilled workers"
- c. EU Blue Card

7. Which of the following residence titles does not require the full recognition of qualifications in Germany?

- a. Visa for professionally experienced people
- b. Visa for "skilled workers"
- c. EU Blue Card

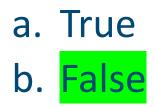


8. The Visa for professionally experienced people applies to both regulated and non-regulated professions. True or false?

a. True b. False



8. The Visa for professionally experienced people applies to both regulated and non-regulated professions. True or false?



9. When applying for a work visa, there is a salary threshold for persons over 45 years of age. What is the exception?

- a. EU Blue Card
- b. Visa for skilled workers
- c. Visa for professionally experienced people
- d. There is no exception

9. When applying for a work visa, there is a salary threshold for persons over 45 years of age. What is the exception?

a. EU Blue Card

- b. Visa for skilled workers
- c. Visa for professionally experienced people
- d. There is no exception

10. The EU Blue Card is granted for an unlimited period. True or false?

- a. True
- b. False, it is granted for the duration of the work contract
- c. False, it is granted for the duration of the work contract +
 3 months

10. The EU Blue Card is granted for an unlimited period. True or false?

- a. True
- b. False, it is granted for the duration of the work contract
- False, it is granted for the duration of the work contract +
 3 months

Thank you for listening! Any questions?

Which visa do I need?

Tools and information materials to identify the appropriate migration path while advising potential migrants

Alexandra Köbler German Economic Institute (IW) Cologne, September 25, 2024

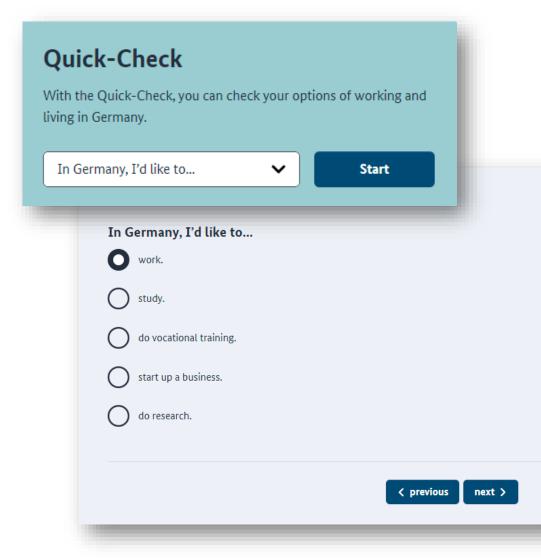
How to decide which visa is right one?

Crucial factors, e.g.:

- Employment (salary, regulated profession or not, etc.)
- Qualification
- Work experience
- Language skills (in some cases)

Where to find helpful tools and material...?

Make it in Germany Quick-Check



- Help for orientation based on the purpose of migrating to Germany
- https://www.make-it-ingermany.com/en/visa-residence/quick-check

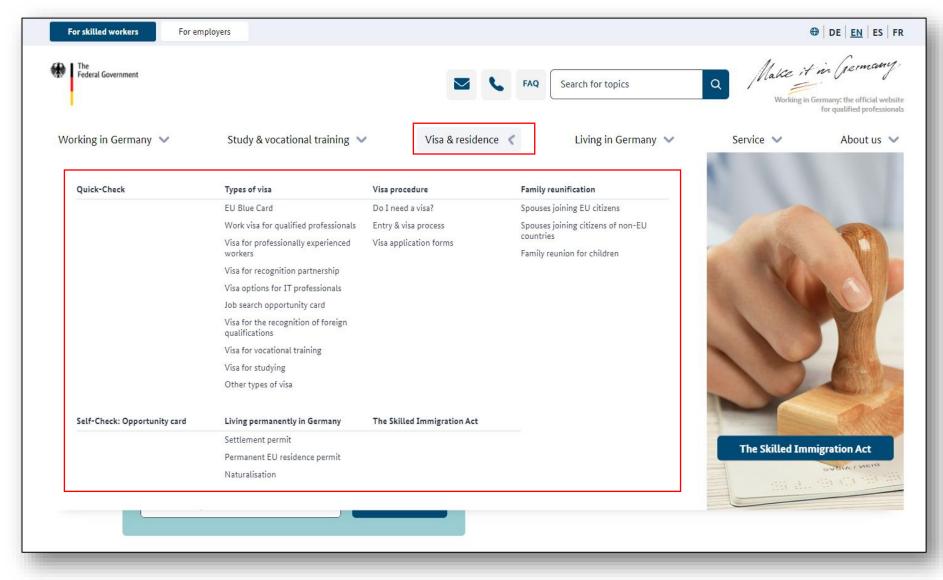
Q

What is your nationality? Select your country.

Additional information

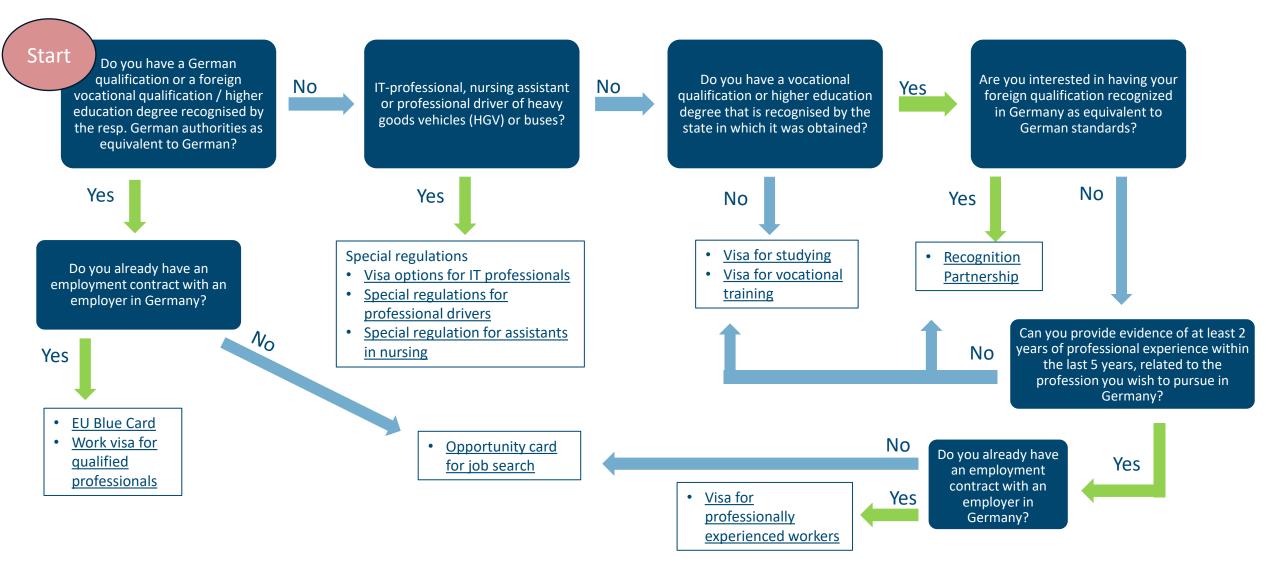
Georgia

Official visa information on Make it in Germany



Source: https://www.make-it-in-germany.com/en/visa-residence

Visa-guide



QUIZ

- Person X 35 years old, female has completed a university degree in Pharmacy at a university in Vietnam. The recognition procedure concluded that her Vietnamese academic degree is partially equivalent to the German reference occupation. What kind of visa is required to move to Germany?
 - a. Visa for post-qualification / recognition of foreign qualifications
 - b. Visa for professionally experienced workers
 - c. EU Blue Card
 - d. All 3 options are possible

2. Person Y – 38 years old, male – holds a university degree in business administration from Vietnam and has 10 years of job experience as a marketing specialist. Y wants to go to Germany to work as a manager in the fashion industry. His university degree is comparable to a German qualification according to the anabin database. What kind of visa would you recommend?

- a. Visa for skilled workers
- b. EU Blue Card
- c. Visa for professionally experienced workers
- d. All 3 options are possible

3. Person A – 40 years old, female – has completed a vocational training programme (electrical engineer) in Vietnam. She has 10 years of professional experience as an engineer. She wants to work in Germany as an engineer or any related professions. The recognition procedure concluded that her professional qualification is fully equivalent to a German Bachelor's degree.

3.1 What kind of visa would you recommend, if Person A receives a job offer in engineering with an annual gross salary of **42,000 euros**?

- a. Visa for skilled workers
- b. Visa for professionally experienced workers
- c. EU Blue Card
- d. All 3 options are possible

3. Person A – 40 years old, female – has completed a vocational training programme (electrical engineer) in Vietnam. She has 10 years of professional experience as an engineer. She wants to work in Germany as an engineer or any related professions. The recognition procedure concluded that her professional qualification is fully equivalent to a German Bachelor's degree.

3.2 What kind of visa would you recommend, if Person A receives a job offer as teacher for electrical engineering with an annual gross salary of **39,000 euros**?

- a. EU Blue Card
- b. Visa for professionally experienced workers
- c. Visa for skilled workers
- d. All 3 options are possible

4. Person B (46 years old, female) has completed a vocational qualification in hospitality management at a state vocational school in Vietnam. She worked 10 years in an international hotel that went bankrupt. Person B recently received a job offer in Germany as a travel agency assistant with an annual salary of 41,000 euros. What kind of visa does she need?

- a. Visa for skilled workers
- b. Visa for professionally experienced workers
- c. EU Blue Card
- d. All 3 options are possible

5. Which of the following persons would you suggest applying for a Blue Card in Germany?

- a. Hoa, Vietnamese, master's degree in mathematics from Vietnam National University equivalent to a German university degree
- b. Ekaterine, Georgian, vocational qualification as baker at Training Centre in Tbilisi
- c. Peter, US American, 5 years of professional experience as software developer
- d. Maria, Georgian, university degree in political Sciences from Tbilisi university equivalent to a German bachelor's degree

Manual an Handouts on the New Regulations of the Skilled Immigration Act

Existing information material on skilled migration to Germany for advisers

1 Manual: New regulations of the Skilled Immigration Act



Handouts on different residence permits: requirements, entitlements & application process

Thank you for listening! Any questions?



Michaelle Nintcheu

German Economic Institute - IW Phone: +49 221-4981 872 Email: nintcheu@iwkoeln.de

Global Programme "Shaping development-oriented migration" (MEG)

Engaging for sustainable development



Implemented by

GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Programme Shaping development-oriented migration (MEG)

The Programme MEG is commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ), implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. It assists partner countries in leveraging the benefits of regular migration and engaging diaspora for sustainable development.





Federal Ministry for Economic Cooperation and Development Implemented by



Objective of the MEG

Key actors in partner countries are supported to make **gender-responsive** contributions towards the implementation of the **GCM**.

THE MEG AT A GLANCE

Approach of the MEG

Supporting its partner countries as they shape migration policy based on the Global Compact for Safe, Orderly and Regular Migration (GCM)

Enhancing the protection of migrant rights Promoting policy coherence, gender equality through an intersectional lens and cooperation with civil society actors

Promoting investment, knowledge exchange and innovation in partner countries through the developmentoriented engagement of the diaspora in Germany



THE MEG AT A GLANCE

Partner Countries of the MEG



POLITICAL CONTEXT

The Global Compact for Safe, Orderly and Regular Migration (GCM)

Comprehensive international framework on migration from which measures are to be implemented by the international community at national, regional and global level.

MEG contributes to:

- providing accurate and timely information
- enhancing the availability and flexibility of pathways for regular migration
- facilitating fair and ethical recruitment
- reducing vulnerabilities in migration
- creating conditions for migrants to contribute to sustainable development
- strengthening international cooperation

Global Compact

FOR Migration

Sustainable Development Goals (SDGs)



- Agenda 2030 describes migration as a phenomenon that affects all countries of the world as countries of origin, transit
 <u>countries and host countries.</u>
- International cooperation is essential for safe, orderly and regular migration that promotes development and guarantees the human rights of migrants and refugees.



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FIELDS OF ACTION

MEG's fields of action

We work in the following areas:

- Regular Migration
- Diaspora Cooperation
- Mitigating Precarious Situations
- Multilateral Cooperation



REGULAR MIGRATION

Regular migration

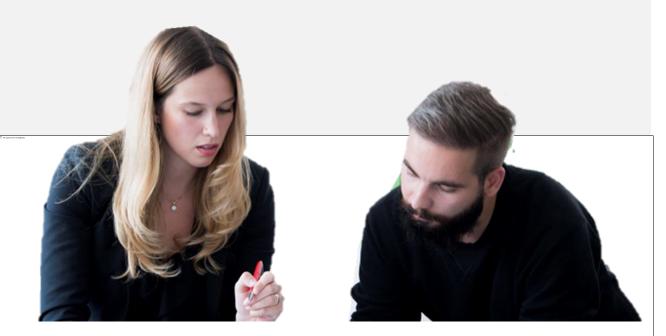
Our approach:

We offer guidance to political partners on:

Regular migration

Training for labour inspectors to raise awareness of **precarious** working conditions

Measures to ensure standards of ethical and **fair recruitment**



Advice services at the German Information Centre on Migration, Vocational Training and Career (DIMAK)

Partner Countries



DIASPORA COOPERATION

Diaspora Experts





Diaspora expert Naresh Seetharam introduced new teaching methods at primary schools in India, thus improving comprehension and learning.

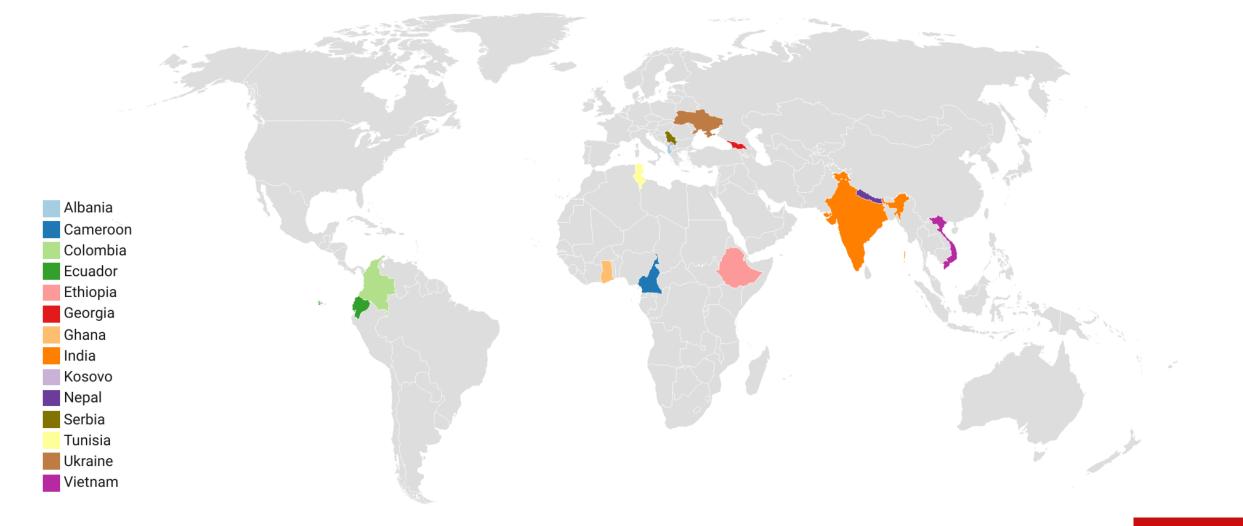
Our approach:

We support migrants from selected partner countries living in Germany to foster development in their countries of origin on a voluntary basis through:

Advice on forms of engagement	Training on methods of exchanging knowledge	Networking events
Compensation of expenses incurred during the assignment	Covering travel costs	On-site support from our team of advisors during the assignment

Page 11 | 12.10.2023 | Programme Shaping development-oriented migration







DIASPORA COOPERATION

Diaspora Organisations



Our approach:

We support projects by diaspora organisations promoting development in their countries of origin through:



Subsidies for smallscale development relevant projects in partner countries Advice on filing applications, planning and implementing projects



Networking events

Trainings

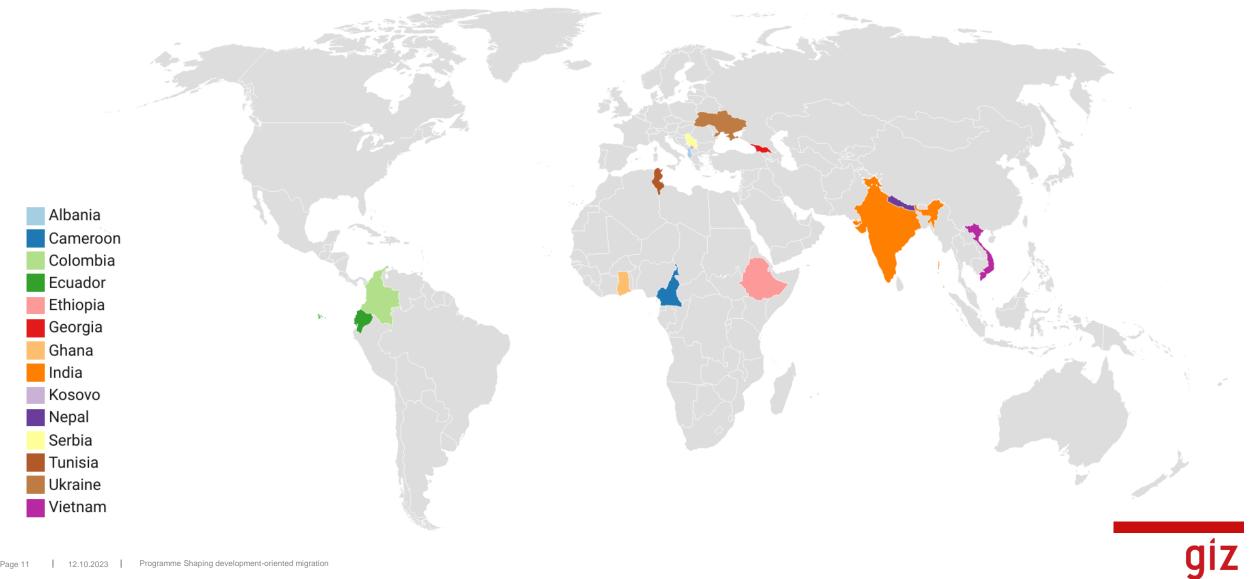


Ecuador-Asociación Cultural Iberoaméricana campaigns for women's rights and peace in the border region between Ecuador and Colombia

DIASPORA COOPERATION



Partner Countries



Business Ideas for Development



Our approach:

We support business founders in leveraging the expertise that they have gained in Germany back in their countries of origin through:

- Individual coaching on creating and implementing a business plan.
- Financing preparatory measures for start-ups.
- Networking with other business founders, potential business partners, business networks, start-up centres and incubators.

DIASPORA COOPERATION



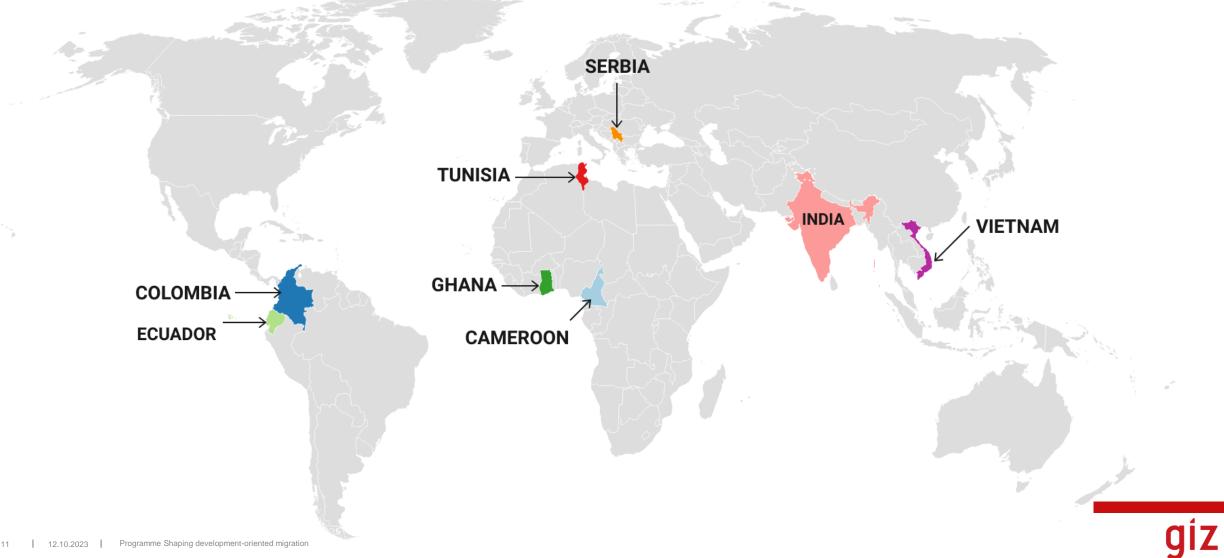
Henry Enninful's textile business in Ghana produces clothes and active wear from bamboo and other sustainable wood species which are easily biodegradable.

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DIASPORA COOPERATION



Partner Countries



Enhancing the protection of migrants

Our approach:

We support partners in promoting the protection and agency of migrants in vulnerable situations – esp. in the context of global care chains (e.g., women in precarious working conditions, children affected by care gaps). We:





Strengthen capacities of state actors to protect the rights of migrant workers and to mitigate negative effects of global care chains.

Offer financial and technical support to CSOs that work to protect the rights of migrant workers and their families.



Organise regional exchange to promote peer learning.



A participant during a regional exchange between Serbia, Georgia and Germany on labor migration

MITIGATING PRECARIOUS SITUATIONS

Partner Countries



Strengthening international cooperation for safe, orderly and regular migration

Our approach:

We strengthen global partnerships and foster international exchange to support partner countries as well as international actors in implementing the GCM. We:

Support the IOM in setting up the Global Data Institute

Contribute to the Migration Multi-Partner Trust Fund Support partner countries to document and share good practices



FACTS & FIGURES

MEG in numbers*

500

deployments of diaspora experts at partner institutions projects by diaspora organisations supported

123

290

start-ups by diaspora entrepreneurs supported

> *MEG and its predecessor programme Migration & Diaspora (PMD)

Thank you

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registered offices Bonn and Eschborn, Germany

Friedrich-Ebert-Allee 32 + 36Dag-Hammarskjöld-Weg 1 - 553113 Bonn, Germany65760 Eschborn, GermanyT +49 228 44 60 - 0T +49 61 96 79 - 0F +49 228 44 60 - 17 66F +49 61 96 79 - 11 15

E info@giz.de I <u>www.giz.de</u>

www.diaspora2030.de





GOETHE-INSTITUT VIETNAM

Training The New German Skilled Immigration Act Hanoi, 11.10.2024



Sprache. Kultur. Deutschland.

- **1 INTRODUCTION TO THE GOETHE-INSTITUT**
- **2 GERMAN COURSES**
- **3 GERMAN EXAMS**
- **4 STUDIENBRÜCKE**
- **5 SCHOOLS: PARTNERS FOR THE FUTURE**
- **6 CAREER NAVIGATOR TO GERMANY**
- 7 LIVING AND WORKING IN GERMANY

INTRODUCTION TO THE GOETHE-INSTITUT



Language

- Provide language courses and examinations
- Establish the German language in the educational systems of the guest countries

Culture

 Organize cultural events in partnership with governmental and nongovernmental institutions and initiatives from civil society

Germany

- Globally active cultural institution of the Federal Republic of Germany
- 151 Goethe-Institutes in 98 countries
- In Vietnam: Hanoi and Ho Chi Minh City

GERMAN COURSES A1-C2

Face-to-Face courses

- ✓ For learners 16 years and older
- Learn at the Goethe-Institut
- Different learning speeds for every type of learner

Online group course

- For learners 16 years and older
- Complete tasks as a group
- Online Live Sessions
- ✓ Small groups

German course for living & working in Germany

- For learners from 16 years old
- Learning topics match the students' goal
- Including exam preparation and extracurricular activities

GERMAN COURSES A1-C2

Online exam preparation B1

- ✓ Online
- ✓ Helpful exercises
- Exam preparation with the experts

Youth courses

- ✓ For learners between the ages of 12 and 15
- Age-appropriate teaching methods
- ✓ Playful elements



GERMAN EXAMS

The Goethe-Institut certificate is a German language certificate recognized worldwide.

✓ Goethe-Zertifikat A1-C2

Support:

- ✓ Online German proficiency test
- We provide practice materials and sample exams for all our German exams







Direct Pathway to University in Germany

The Studienbrücke program at the Goethe-Institut is a targeted preparatory program designed to help students gain direct admission to universities in Germany.

Target Audience: Students currently in 12th grade, with a German language proficiency of A2.





SCHOOLS: PARTNERS FOR THE FUTURE



The initiative was launched in February 2008 by Germany's Federal Foreign Office and organized by four organisations:

- ✓ Central Agency for Schools Abroad (ZfA)
- ✓ Goethe-Institut
- ✓ German Academic Exchange Service (DAAD)
- ✓ Educational Exchange Service of the Standing Conference of the Ministers of Education and Cultural Affairs

WORLDWIDE NETWORK

2000 partner schools with more than 500.000 pupils

IN VIETNAM

16 PASCH schools with around 1.500 pupils, 7 of which are supported by Goethe-Institut.



CARRIER NAVIGATOR TO GERMANY



Career Navigator to Germany works with **publicly funded German institutional organizations** to deliver candidates a **free-of-charge** access to **vocational training vacancies** across Germany.

We offer a **digital information platform, consultation**, and a high-quality language & culture training package.







LIVING AND WORKING IN GERMAN

We offer **advice**, **courses**, **and solid preparation** so you can find your footing in Germany.



Seminar Cultural studies and intercultural communication



Workshop Job application and interview



Workshop **Exam preparation**



Seminar Learning strategies and remedial classes



Co-funded by the European Union



Contact:

Nguyen Hong Ngoc Lam Head of Labor Migration

HongNgocLam.Nguyen@goethe.de



Sprache. Kultur. Deutschland.

Partnerships for Development-oriented Vocational Training and Labour Migration

Afsana Rezaie



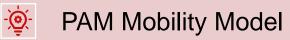




Agenda

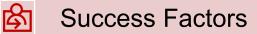
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₩ Background



Key Processes in the PAM Pilot

Key Support for Trainees







Our Cluster Portfolio - TVET, Labour Market and Labour Migration

Our Mission:

We support Viet Nam and the ASEAN region in shaping its Just (Twin) Transition towards net-zero emissions by promoting decent green employment opportunities and enhancing green competences of the labour force for a successful and just transformation of the economy.



Main Occupations oriented on German standard



Skills upgrading in Renewable Energy and Industry 4.0.



Partnerships for Development-oriented Vocational Training and Labour Migration (PAM)

- Commissioning Party: Federal Ministry for Economic Cooperation and Development (BMZ)
- Implementing Agency: Deutsche Gesellschaft f
 ür Internationale Zusammenarbeit (GIZ) GmbH
- Objective: Piloting Development-oriented Mobility Schemes between Germany and Partner Countries
- Project Duration: 2019 2024
- Partner Countries: Ecuador, Nigeria, Viet Nam, Jordan



1.1. Project Partners

 Government Stakeholders: BMZ; Viet Nam Ministry of Labour – Invalids and Social Affairs; Directorate for Vocational Education and Training; Department of Overseas Labour; vocational training institutes …



• Private Sector: Chambers of Industry, Chambers of Crafts, enterprises

VCC SCHAEFFLER

• Other implementation partner:



G **Fischer**



ISHISEI VIETNAM

1.2. Development-oriented Vocational Training and Labour Migration

1. Skills Development and Training

- Providing high-quality TVET programs that equip individuals with skills in demand in the local and international labour markets.
- Incorporating soft skills, foreign language training, and transcultural competencies into the curriculum to enhance employability and adaptability for local, regional and international labour market.

2. Access to Decent Work:

- Ensuring that vocational training programs align with the Decent Work Agenda, promoting fair wages, safe working conditions, and equal opportunities for all workers.
- Creating pathways for migrants to secure decent work opportunities that respect their rights and provide a sustainable livelihood.

1.2. Development-oriented Vocational Training and Labour Migration

3. Economic Development and Welfare

- Prioritizing the promotion of economic development and welfare in developing countries through vocational training and labor migration initiatives.
- Contribution to the sustainable development of local communities by creating employment opportunities and reducing poverty.

4. Collaboration and Partnerships

- Building strong partnerships between governments, private sector, educational institutions, and international organizations to create a comprehensive support network for vocational training and labour migration.
- Encouraging collaboration between sending and receiving countries to ensure mutual benefits and address common challenges.

2. Mobility Model in Viet Nam

Phase 1

Vocational training in Viet Nam

50 people are trained in Metal cutting Oriented on International standards (Intermediate level)

+ Basic German course

- + Soft skills training
- + Transcultural Training



25 trainee "home track"

Extension of the training or enter into labour market (In VN



25 qualified workers join companies in Vietnam

Phase 3



25 qualified workers join companies in Germany

giz

25 trainee "abroad track" Intensive German course

- + recognition process
- + matching GER employers



2. Mobility Model in Viet Nam

Abroad – Track Application Process for Skilled Worker in four Steps



Recognition Process

- Applicant has obtained a state or state-recognized professional qualification in their country of origin.
- Skilled workers from non-EU countries must prove their foreign qualifications are fully equivalent to the German reference occupation.
- For regulated or vocational occupations, a recognition procedure is required.
- The recognition process takes up to four months and costs several hundred euros depending on the profession.

2. Mobility Model in Viet Nam

Abroad – Track Requirements for Recognition

- German language skills at least at level A2
- Individual recognition of the qualification by IHK FOSA according to § 4 Berufsqualifikationsfeststellungsgesetz.
- For the vocational training of metal cutting at LILAMA 2 International Technology College the German occupation "*Fachkraft für Metalltechnik, Fachrichtung* Zerspanungtechnik" was set as the reference occupation.
- IHK FOSA evaluation and assessment resulted in partial recognition: The assessment resulted in a difference of three months less in the practical training (in-company training).
- Full recognition can be obtained after, submission of a qualification plan with 3 months of full-time relevant professional experience in-company in Germany, followed by an application for full recognition.

Mobility Model contributes to:

- The GCM Implementation Plan of Viet Nam for the period 2020-2030 -Decision No 402/QD-TTg
- Vocational Training Development Strategy for the period 2021 – 2030, with a vision to 2045 – Decision No 2239/QD-TTg
- Actions based on Sector Development Plan of MoLISA for 5 years (2021-2025) on labour migration





3. Key Processes in the Pilot



Building trust and networks



Attracting German employers



Recognition process of foreign certificates in Germany



Complex administrative procedures



Initial training oriented on German standard and language training



4. Key Support for Trainees

Intensive guidance and mentorship of trainees

Parents support and trust

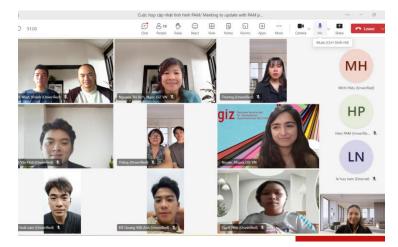
Acquiring German language skills

Intensive technical training programme with soft skills and transcultural skills

Accompany within long waiting period until migration to GER (and unpredictable)

DẢNG CỘNG S. N VIỆT NAM QUANG VINH MUÔN NĂN





5. Success Factors of PAM / 1

- Viet Nam's high commitment on implementation of GCM national action plan
- Highly committed implementing partners in Viet Nam: DVET, LILMA 2 college



 Mobility model of PAM in VN was built up based on the results of the BMZ supported TVET project

5. Success Factors of PAM / 2

- Regular and close coordination (language teacher, LILAMA 2 college management)
- Strong exchange and network with other projects/actors on labour migration
- Trust and good reputation of GIZ work in the TVET sector and GIZ project staff



Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registered offices Bonn and Eschborn

Friedrich-Ebert-Allee 32 + 36 53113 Bonn, Germany T +49 228 44 60 - 0 F +49 228 44 60 - 17 66

E info@giz.de I www.giz.de Dag-Hammarskjöld-Weg 1 - 5 65760 Eschborn, Germany T +49 61 96 79 - 0 F +49 61 96 79 - 11 15



Titel of the presentation

As a federally owned enterprise, GIZ supports the German Government in achieving its objectives in the field of international cooperation for sustainable development.

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Implementing Partner

Directorate of Vocational Education and Training/ Ministry of Labour, Invalids and Social Affairs



Implemented by



In cooperation with:



DVET/Ministry of Labour, Invalids and Social Affairs

Vocational Training in Germany: Requirements for Visa & Residence Permits

Michaelle Nintcheu German Economic Institute (IW) Training on the amendment of FEG Cologne, 11 October 2024

Characteristics of training eligible for residence permit for the purpose of vocational training (VET)

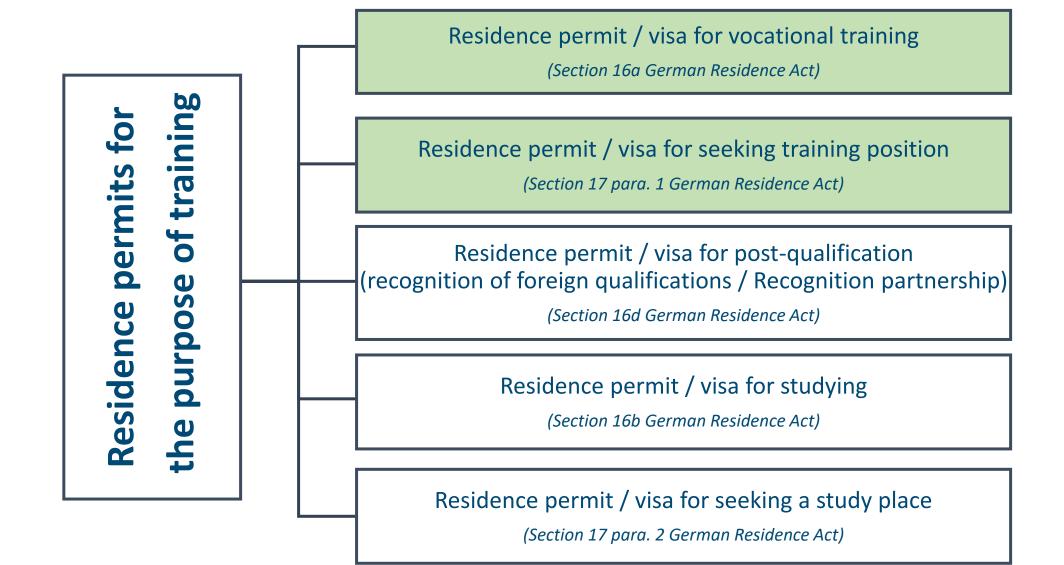
What kind of VET do I need to obtain a visa?

- Training leads to state-recognised vocational qualification
- "Quality vocational training": usually 2 years of education (exception: Nursing care assistants)
- > Training institutions:
 - Companies
 - Educational institutions
 - Schools



1. Visa and Residence Permits for the Purpose of Vocational Training

Different types of residence permits for educational purposes



Residence permit / visa for taking up vocational training

Requirements	Visa for in-company vocational training (Section 16a para. 1 German Residence Act)	Visa for school-based vocational training (Section 16a para. 2 German Residence Act)	
Admission	 Training: admission depends on the training company in Germany Visa: proof of in-company vocational training in Germany 	 Training: admission depends on the educational institution in Germany Visa: proof of training position in Germany, training must lead to state-recognised vocational qualification in Germany 	
Proof of financing	 Proof of financing mainly from training salary Gross monthly salary: at least EUR 982 (as of 2024) 	If no training salary, other proof of financing required: e.g. blocked account with at least EUR 10,836 (as of 2024) or Declaration of Commitment	
German language skills	 At least level B1 (CEFR); if not tested by the training institution Can be acquired in preparatory German course (job-related German classes) in Germany 	At least level B1 (CEFR); if not tested by the educational institution	
Residence permit	 Residence permit for the duration of the training programme Can be extended 	 Residence permit for the duration of the training programme Can be extended 	

In-company vocational training: BA's Approval

Approval of the Federal Employment Agency (BA) required



- ✓ Verification of working conditions
- ✓ So-called "Priority Check" does not apply anymore
- Verification whether the training company has the corresponding training authorisation

Working & living in Germany with residence permit for vocational training

Entitlements & opportunities

Attendance of job-related German classes

- full-time German classes for a maximum of 6 months
- at least 20 lessons / week
 at least 45 minutes / lesson

Additional occupation: up to 20h / week

- > approval of the BA not required
- internships / practical trainings are allowed (school-based training)
- ➢ self-employment not allowed



What happens if vocational training cannot be successfully completed?

Cases	Consequences	
The training contract or training position was terminated by the training institution. The <u>foreign trainee is not to blame</u> for this.	 Foreigners' Authority must be informed within 2 weeks 6 months residence permit granted to look for another training place 	
The <u>foreign trainee has voluntarily</u> dropped out of vocational training.	 Foreigners' Authority must be informed. Residence permit may be withdrawn, or its validity be reduced (individual case assessment) 	

Changing the residence permit during vocational training in Germany

When the purpose of stay changes

Visa for vocational training

(Section 16a German Residence Act)

Visa for studying

(Section 16b German Residence Act)

Visa for "skilled workers" (Section 18a German Residence Act)

Visa for other employment purposes (Section 19c German Residence Act)

Residence permit / visa for seeking VET position

Requirements	Seeking a vocational training position (Section 17, para. 1 German Residence Act)		
Admission	 School leaving certificate enabling university entrance or diploma of German school abroad Age limit: 35 years old 		
Proof of financing	 Scholarship or blocked account with at least EUR 9,243 (as of 2024) or Declaration of Commitment 		
German language skills	Mandatory by law: at least level B1 (CEFR)		
Residence permit	 Residence permit for up to 9 months Not extendable for this purpose 		

Some specifics of Visa for seeking VET position in Germany

Section 17 para. 1 German Residence Act

Changing into visa for Studying (section 16b AufenthG) possible: Proof of concrete study programme required

> Residence permit: No entitlement, discretion of the authority

> Taking up employment allowed: limited to 20 hours / week



2. Vocational Training in Germany – And what's next?

Residence permits after completing VET in Germany

Qualification	Concrete job offer / self-employment	No concrete job offer
Graduates of vocational training (Section 16a para. 1 AufenthG)	Residence permit for "skilled workers" (Section 18a German Residence Act)	
	Residence permit for other employment purposes (Section 19c para. 2 German Residence Act)	Residence permit for job seeking (Section 20 para.1 No. 3 German Residence Act) Looking for qualified employment
	Residence permit for self-employment (Section 21 German Residence Act)	for up to 18 months

Foreign trainees in Germany: Residence permit for jobseeking

Residence permit for job seeking (Section 20 para. 1 No. 3 German Residence Act)

Proof of successful completion of vocational training in Germany with residence permit for training purpose

Proof of health insurance cover

Proof of financing and adequate living space

Foreign trainees are allowed to stay in Germany after completing VET:

- Up to 18 months (exception: VET assistants in nursing care) to seek qualified employment (<u>entitlement</u>)
- Unrestricted employment is authorised while seeking qualified employment

Basic Requirements

Special Regulation: VET Nursing assistants

- > Nursing assistants vs. Nursing specialists
- > Duration of the training: 1 year to 2 years
- Employment of Nursing assistants from third-countries according to special regulation for Nursing assistants (Section 22a BeschV)
- Perspective after completion of VET as Nursing assistants in Germany
 - Job seeking visa for up to 12 months
 - Residence permit renewable for 6 addtional months, if needed

Foreign trainees in Germany: settlement permit

	Settlement permit for foreign graduates of vocational training in Germany (Section 18c para. 1 No. 2 German Residence Act)	
Basic Requirements*	Residence permit for qualified employment (visa for "skilled workers") for at least 2 years	
	Qualified employment required	
	At least 24 months contribution in statutory pension insurance fund	
	Proficiency in German at least level B1	
	Knowledge of the legal and social order	
	Proof of adequate living space	

* Other requirements (e.g. proof that there no violation of public security) are still applicable: Section 9 para. 2 (4) AufenthG

Summary: Immigration process for foreign trainees



Application for training position

- Federal Employment Agency (BA) job listing
- Make it in Germany job listing
- Advisory assistance:
 Virtual Welcome Center of the International Placement Service (ZAV)

German language classes

Goethe-Institut in country of origin or any other certified language school



Visa application

- Make it in Germany website
- Visa procedure & processing: German Embassy



Arrival & first steps in Germany

- Integration support structures (Welcome Center)
- Residence permit application (Foreigners' Authorities)

"Working & Living in Germany" Hotline: +49 30 1815-1111

Thank you for your attention! Any questions?



Michaelle Nintcheu

Researcher, German Economic Institute – IW Phone: +49 221-4981 872 E-Mail: nintcheu@iwkoeln.de

Vocational training in Germany: How to find a training position in Germany?

Speaker: Alexandra Köbler German Economic Institute Cologne, October 11, 2024

Agenda



The dual vocational training system in Germany

How to find a training



Helpful services/links

1. The dual vocational training system in Germany

What is vocational training?



School-based vocational training E.g.: Kindergarten teacher (Erzieher im Kindergarten)

Dual vocational training E.g.: Hotel manager (Hotelfachmann)

Dual vocational training system

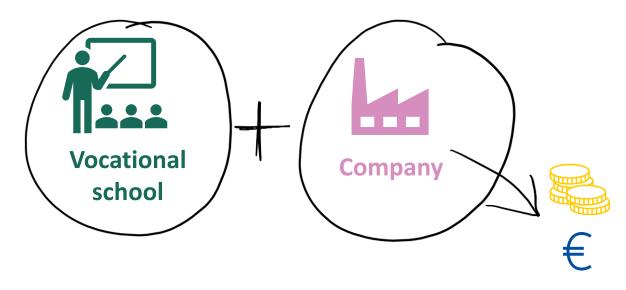


What does that mean?

Dual vocational training system

What does that mean?

- Theory + Practice
- Two places to learn



The dual vocational training system: How does it work?

70% in the company

Training in the company

- Legal basis: training contract
- The company offers a structured training with realistic working conditions (training supervisors in the

company, modern equipment, etc.)



30% in the vocational school

Theoretical education

• The vocational schools offer free technical training (2/3) as well as general education (1/3)

Standard duration of the dual vocational training: 2 to 3,5 years

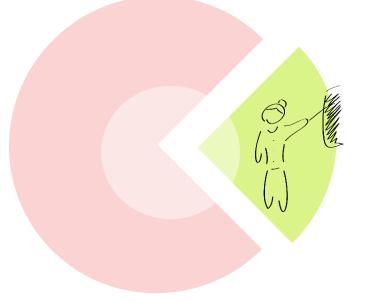


Exams

Source: GOVET, https://www.bibb.de/govet/de/2362.php

What do I learn at the vocational school?

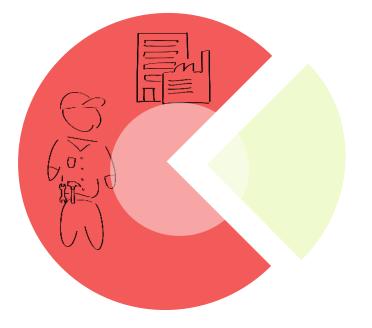
Theoretical education



- Training focused on the transmission of general and technical skills
- 1 to 2 days per week or block teachings
- Apprentices can take time off work to attend classes

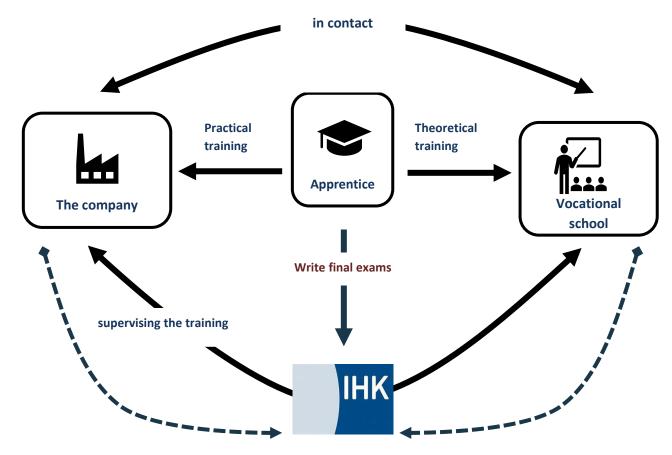
What do I learn in the company?

Training in the company



- Specific work steps with realistic working conditions
- Teaching practical skills on the basis of a training contract
- 3-4 days per week
- Guidance from a training manager/trainer

Parties in the vocational training system



Cooperation with regard to exams

Training profiles in demand

- <u>Nursing Professional</u>
- Mechatronics engineer for air-conditioning/refrigeration
- Train operator
- Industrial electronics engineer
- Engineer for sanitary, heating and air-conditioning systems

These training profiles are example for demanded training profiles in Germany. There are plenty more which are sought after.

2. How to find a vocational training position

Find a vocational training position

... in 5 steps!

Step 1: Preparation	Step 2: Searching for training position	Step 3: Applying successfully	Step 4: Job interview	Step 5: Signing the training contract
ŕ	: 7	六	:	

Don't forget to apply for an apprenticeship in good time. Many companies advertise their apprenticeship vacancies a year in advance. Training usually starts in August or September.

Step 1: Preparations

- Improve your German language skills to increase your chances on the German job market.
- Gather all your documents and have them translated if necessary (see e.g. slide 17).
- Use existing support services



Step 1: Preparations

Choosing the right vocational training

There are currently 350 occupations in Germany that are accessible through dual vocational training.

- Which school subjects do you find interesting?
- Do you like working with other people?
- Do you like working with computers or do you prefer working with big machines or tools?

Discover training profiles :

<u>Vocational training in demand</u> (Health/social services professions, IT professions, logistics sector, electricity and energy professions, etc...)

Berufenet

Planet Beruf

Selbsttest – Berufe-Checker (Handwerk)



Use online translators for the German websites!

Step 2: Searching for a training position

- Online job market:
 - Make it in Germany Job listing
 - Federal Employment Agency job listing
 - <u>Vocational training in the commercial</u> or technical sector (IHK-Lehrstellenboerse)
- Social media(z. B. LinkedIn oder Xing)
- Company's websites
- Private job listings



Explainer video: <u>https://youtu.be/FBVzvWANoq8</u>

Be patient! Application and selection procedures in Germany can take a long time.

Step 3: Applying successfully

A German application generally includes :

- Cover letter
- CV
- Diploma or school-leaving certificate (translation if necessary)
- Language certificates
- Optional: Work certificates
- The Planet-Beruf.de website shows you step-bystep how to put together a good application for a training position <u>https://planet-</u> <u>beruf.de/schuelerinnen/wie-bewerbe-ich-</u> <u>mich</u> (in German)



Ask the contact person in the job offer what documents are required

Step 4: job interview

- Prepare appropriate attire
- Study the company's website: what does it specialize in? What are the company's upcoming events?
- Look after your personal presentation and practice your interview skills.
- What is the usual salary in this sector?
- Think about your answers to common interview questions / prepare your own questions



There's nothing wrong with thinking about a question. Tell the person you're talking to that you'd like to think about it for a few moments.

Step 5: Signing the training contract

Content of the training contract

All the important points of the training are set out in the training contract.

- Duration of training It depends on the training regulations.
- Start and end: Under certain conditions, the duration can be shortened or extended.
- Training content: A company training plan is part of the contract.
- **Probationary period:** lasts at least 1 month, max. 4 months a kind of reflection period during which the trainee and the training company can consider whether to continue the training.
- **Termination:** At the end of the probationary period, there is extensive protection against dismissal.
- **Training period and vacation:** There is a vacation entitlement of at least 24 days per year.
- Remuneration of trainees: Gross salary



Step 5: Signing the training contract

Vocational training pay (Ausbildungsvergütung)

- In the contract, the training salary is indicated in gross terms. Around 20% of social security contributions are still deducted (e.g. dependency insurance, pension insurance, health insurance, unemployment insurance, etc.)
 - → For a gross salary of €1,000, you can expect to receive around €800 net.
- Have at least €903 (in 2024) according to the Skilled Immigration Act. If your salary doesn't cover this amount, you can use a blocked bank account or declaration of commitment to make up the difference.
- Training pay are generally paid at the end of the month:
 - \rightarrow If the training starts on August 1, the salary may be paid on August 27 or 30.



Step 5: Signing the training contract

Example salaries (years 2024) for different vocational training

Clinical nurse (Pflegekraft)

- 1st year €1,341
- 2nd year €1 402 €
- 3rd year €1,503 €
- → Net salary of around €1,072.80 € for the 1st year



Hotel manager (Hotelfachmann/-frau)



- Ist year €800 1,100
- 2nd year : €900 1,200
- 3rd year : €1,000 1,300
- → Net salary of around €640 880 for the 1st year

Train operator (Lokführer)

- Ist year €1,120
- 2nd year €1,189
- 3rd year €1,258
- → Net salary of arround €896 for the 1st year

Electrical systems fitter (Elektroanlagenmonteur)

- Ist year €1,066 1,198
- 2nd year : €1,119 1,232
- 3rd year : €1,197 1,326
- → Net salary of arround € 852.80 958.40 for the 1st year



Prospects after your vocational training

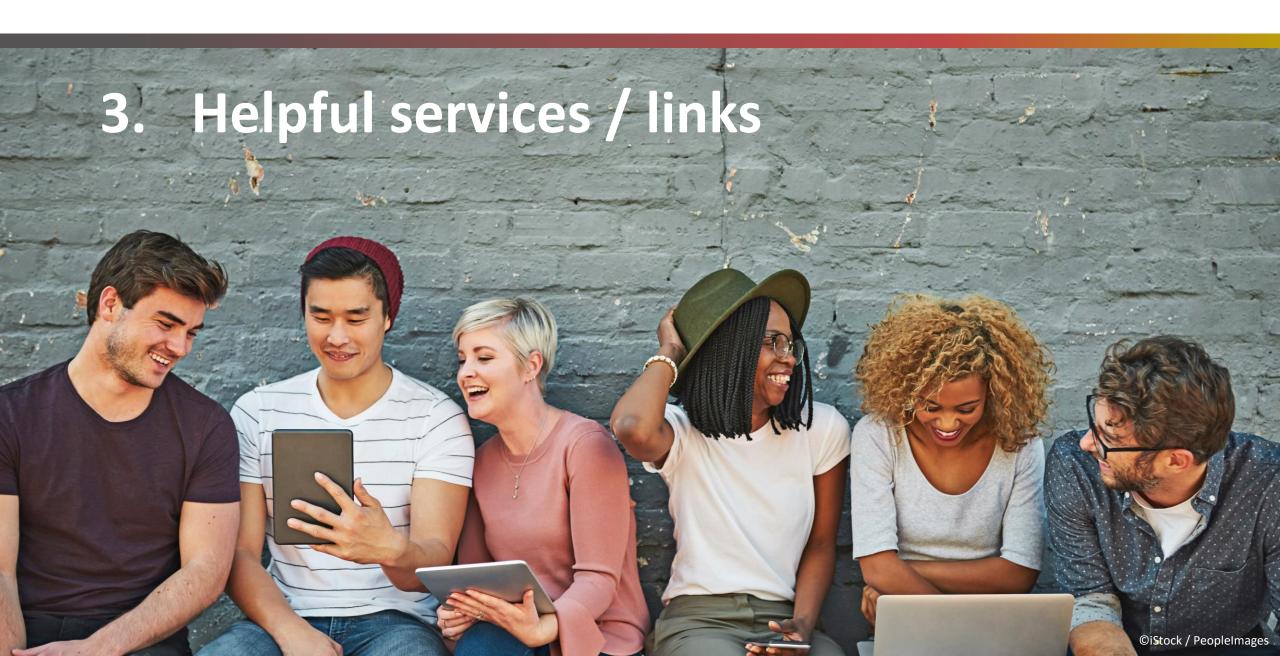
Working for a company: You can continue to work for your training company or apply for a job with another company.

Continuing education and training: the choice of further training depends on your professional sector and branch.

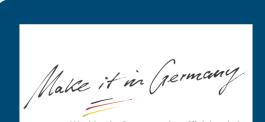
- <u>Engineering</u>: If you work in construction or mechanical engineering, you can pursue further training to become a certified engineer (staatlich geprüfter Techniker). Full-time further training takes at least two years and involves classes at a higher vocational school (called Fachschule)
- <u>Crafts</u>: If you have trained as a craftsperson, you have the option of training to become a master craftsperson. This will lead to the German title of "Meister" which is an officially recognised qualification.

Studying: After completing your vocational training, you may also start a degree course at a higher education institution. For this purpose, you are usually required to hold a higher education entrance qualification – a school-leaving certificate that allows you to study at a higher education institution in your country of origin.

If you successfully complete your training, you can stay in Germany for up to 18 months to find a qualified job.



Helpful links



Working in Germany: the official website for qualified professionals



Information about vocational training

What is vocational training? Do I qualify for vocational training? Vocational training profiles at a glance How do I find vocational training? Prospects after your vocational training

Visa in formation

<u>Visa for vocational training</u> <u>Graphic: At a glance – visa for vocational training</u> <u>Graphic: Your path to the Geran education system</u>

Helpful links



Training profiles <u>Planet Beruf</u> <u>Berufenet</u> <u>Informationen zu Aus- und Fortbildungsberufen (Bibb)</u> <u>Jobbörse der Bundesagentur für Arbeit</u> Make it in Germany Job listings



Training exchanges

<u>Bundesagentur für Arbeit</u> <u>IHK Lehrstellen Börse</u> <u>DHKT - Lehrstellenradar</u>

Use Online translators for the German websites!



Vocational training system

German Office for International Cooperation in Vocational Education and Training

Helpful links



Settling in

<u>Unterstützungsangebote für Integration (Welcome Center)</u> <u>Mbeon</u> <u>Jugendmigrationsdienste</u> <u>Antidiskriminierungsstelle des Bundes (ADS)</u> Behörden-Finder (BAMF)



Information for Germany

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Thank you for listening! Any questions?



Alexandra Köbler

German Economic Institute - IW Phone: +49 221-4981 687 Email: koebler@iwkoeln.de

QUIZ

Completing vocational training in Germany: visa requirements

Alexandra Köbler German Economic Institute (IW) Cologne, October 11, 2024



- a. There is no restriction to the employment of foreign trainees
- b. Foreign trainees can work up to 20 hours / week
- c. Foreign trainees can only work during holidays
- d. Foreign trainees are only allowed to take up employment after successful training

1. Foreign trainees from third countries are allowed to take up employment while completing their vocational training in Germany. Which rule applies?

- a. There is no restriction to the employment of foreign trainees
- b. Foreign trainees can work up to 20 hours / week
- c. Foreign trainees can only work during holidays
- d. Foreign trainees are only allowed to take up employment after successful training

2. In the visa procedure for foreign trainees the approval of the BA is required in the case of in-company vocational training. Which of the following statements is correct?

- a. The BA only checks if the working conditions of foreign trainees are the same as for Germans.
- b. The BA only checks if any applicants from Germany / from the EU are to be given priority when filling a vocational training position in a company.
- c. The BA carries out both the labour market test and the priority check.

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3. Third country nationals who are interested in completing vocational training in Germany can receive an entry visa for the purpose of applying for training. Which educational / professional requirement is required?

- a. German Abitur
- b. Foreign primary school diploma
- c. Foreign school-leaving certificate enabling enrolment in higher education institutions or diploma from German school abroad
- d. At least an academic degree
- e. All answers are correct



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4. Which language requirement is required in order to receive a visa for the purpose of applying for training?

a. Proficiency in German at level B2 is mandatory.b. Proficiency in German at level C1 is mandatory.c. Proficiency in German at level A2 is mandatory.d. Proficiency in German at level B1 is mandatory.

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- a. Proficiency in German at level B2 is mandatory.
- b. Proficiency in German at level C1 is mandatory.
- c. Proficiency in German at level A2 is mandatory.
- d. Proficiency in German at level B1 is mandatory.

5. For how long is the residence permit for seeking a vocational training issued for the first time?

- a. Up to 1 year
- b. Up to 6 months
- c. Up to 9 months
- d. There is no time limit for the residence permit

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6. Which of the following profiles can be granted a entry visa for applying for training?

a. My, 23 years old, proficiency in German B1b. Huong, 26 years old, proficiency in German B2c. Hoa, 36 years old, proficiency in German B2d. All candidates fullfil the requirements for the visa.

6. Which of the following profiles can be granted a entry visa for applying for training?

- a. My, 23 years old, proficiency in German B1
- b. Huong, 26 years old, proficiency in German B2
- c. Hoa, 36 years old, proficiency in German B2
- d. All candidates fullfil the requirements for the visa.

7. What visa option do foreign trainees in Germany have, after completing their vocational training?

- a. Residence permit for the purpose of seeking qualified employment
- b. Residence permit for the purpose of post-qualification
- c. Residence permit for temporary employment
- d. None of the above. They must leave Germany after successful training.

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- a. 12 months
- b. 18 months
- c. 24 months
- d. 36 months

8. For how long can foreign trainees stay in Germany in order to search for qualified employment after successful training?

- a. 12 months
- b. 18 months
- c. 24 months
- d. 36 months

9. What happens with the residence permit if the vocational training is discontinued or cannot be completed?

- a. The foreign trainee must inform the Foreigners' Authority. the residence permit is withdrawn
- b. The foreign trainee must inform the Foreigner's Authority. The residence permit ist shortened.
- c. The foreign trainee must inform the Foreigners' Authority.
 They can receive a 6-month-residence permit to find another training position.

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10. Foreigners with a German vocational degree can apply for a settlement permit. What is the basic requirement?

- a. Settlement permit after 4 years in qualified employment
- b. Settlement permit after 1 year in qualified employment
- c. Settlement permit after 33 months in qualified employment
- d. Settlement permit after 24 months in qualified employment

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- a. Settlement permit after 4 years in qualified employment
- b. Settlement permit after 1 year in qualified employment
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Thank you for listening! Any questions?