

Education New Zealand Briefing

Title:	New Zealand – Viet Nam Strategic Engagement Plan on Education		
Date:	20 February 2018	Priority:	High
Security level:	In Confidence	ENZ ID no:	1718-081

Action sought

Addressee:	Action sought:	Deadline:
Minister of Education	<p>Note that the Prime Minister of Viet Nam will be visiting New Zealand on 12 to 14 March 2018.</p> <p>Indicate whether you would be available to sign, the updated New Zealand – Viet Nam Strategic Engagement Plan on Education during the Vietnamese Prime Minister's visit</p> <p>Note that Education New Zealand will confirm the Vietnamese signatory to the agreement once the Vietnamese government notifies the Ministry of Foreign Affairs and Trade.</p>	

Contact for telephone discussion (if required)

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Angela Meredith	Accountability Manager	[REDACTED]	[REDACTED]	X Withheld under s9(2)(a)

The following departments/agencies have seen this report

<input type="checkbox"/> ERO	<input type="checkbox"/> MBIE	<input checked="" type="checkbox"/> MFaT	<input type="checkbox"/> MoE	<input type="checkbox"/> MoH	<input type="checkbox"/> MSD
<input type="checkbox"/> NZQA	<input type="checkbox"/> NZTE	<input type="checkbox"/> TEC	<input type="checkbox"/> TPK	<input type="checkbox"/> Treasury	<input type="checkbox"/>

Minister's office to complete

<input type="checkbox"/> Approved	<input type="checkbox"/> Declined	<input type="checkbox"/> Noted	<input type="checkbox"/> Needs change
<input type="checkbox"/> Seen	<input type="checkbox"/> Overtaken by events	<input type="checkbox"/> See Minister's notes	<input type="checkbox"/> Withdrawn

Comments:

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Recommendations

Education New Zealand recommends that you

- a. **note** that the Prime Minister of Viet Nam will be visiting New Zealand on 12 to 14 March 2018

Noted

- b. **indicate** whether you would be available to sign the updated New Zealand – Viet Nam Strategic Engagement Plan on Education during the Vietnamese Prime Minister's visit

Yes/No

- c. **note** that Education New Zealand will confirm the Vietnamese signatory to the agreement once the Vietnamese government notifies the Ministry of Foreign Affairs and Trade

Noted



John Goulter
General Manager, Stakeholders and
Communications
Education New Zealand

Hon Chris Hipkins
Minister of Education

— / — / —

Purpose

1. This report provides you with the agreed version of the updated New Zealand – Viet Nam Strategic Engagement Plan on Education (the plan) that will be signed during the Vietnamese Prime Minister's visit. It also provides you with information on the upcoming visit of the Prime Minister of Viet Nam, Nguyen Xuan Phuc, to New Zealand.

Background

Development of the Strategic Engagement Plan on Education

2. New Zealand has a long-standing bilateral education relationship with Viet Nam underpinned by an Education Cooperation Arrangement (first signed in 2004 and renewed in 2015) and a Joint Education Commission.
3. The plan was first proposed during Vietnamese Prime Minister Nguyễn Tấn Dũng's visit to New Zealand in March 2015. The completed plan was signed by then Minister Steven Joyce in November 2015 and was valid for two years. It is now due for renewal.
4. The plan seeks to shift the New Zealand-Viet Nam education relationship to a more strategic level by focusing on activities that will bring benefit to both countries.
5. It is one mechanism for implementing the New Zealand – Viet Nam Education Cooperation Arrangement, which was refreshed in August 2015 and still forms the basis for the bilateral education relationship.
6. The plan has been developed in partnership with Vietnamese officials. A copy of the plan is included in Appendix One. The text is almost finalised, with some minor non-substantive language to be concluded.
7. The plan captures the full range of New Zealand's education engagement with Viet Nam across NZ Inc agencies and highlights New Zealand's education focus for Viet Nam. The Plan also sets out ambitious goals for growth in Vietnamese students studying in New Zealand, joint programmes and institution to institution arrangements. It also puts emphasis on technical assistance delivery through the government to government (G2G) commercial partnerships model. The G2G model brings together New Zealand know how and provides these to foreign governments on a commercial basis.
8. Overall the plan incorporates activities in a variety of sectors including those funded through the New Zealand development programme such as English language training for officials, post-graduate scholarships, and an early childhood education project. It also seeks to leverage exchange programmes, such as through the Centre of Asia Pacific Excellence, and institutional engagement opportunities that exist between New Zealand and Viet Nam.
9. Officials will monitor progress against the activities and targets on an ongoing basis over the next two years. They will then review outcomes of the plan in early 2020 and report back to their respective governments on progress.

Signing of the Strategic Engagement Plan on Education

10. The plan will be signed during the visit of the Prime Minister of Viet Nam, Nguyen Xuan Phuc, 12 to 14 March. The Prime Minister will be accompanied by a large delegation which is likely to include at least a Vietnamese Vice Minister of Education, and possibly the Minister of Education.
11. Depending on who Viet Nam nominates to sign the renewed plan, ENZ expects that it will be appropriate for you to sign the plan. If you are unavailable to sign the plan, then we would suggest delegating it to a nominated Associate Minister.
12. Education will feature prominently in the visit of Prime Minister Phuc as it is a key foundation of the relationship, with 2,122 Vietnamese students studying with New Zealand providers in 2016. Viet Nam is the strongest growing market for New Zealand in South East Asia¹ with most Vietnamese students studying at a New Zealand university. Reflecting the importance of the education relationship, the Prime Minister will visit both AUT and the University of Waikato, and a number of university-to-university Memorandums of Understanding will be signed during the visit.

Benefits to New Zealand

13. Growth in the numbers of Vietnamese students directly aligns with the aim of building a more sustainable international education sector. Each year, 40% of the Vietnamese students enrolled with New Zealand providers study at New Zealand universities and 17% study in New Zealand schools making Viet Nam highly valuable to the international education sector. In 2015/16, Vietnamese students contributed \$68 million to the New Zealand economy.
14. There is significant potential to grow the Vietnamese market and reduce reliance on other markets such as China and India. For example, Australia recruits approximately 10 times as many Vietnamese students as New Zealand each year.
15. The signing ceremony will:
 - a. raise the profile of New Zealand in Viet Nam as their Prime Minister will be accompanied by 20 media and the signing of the education plan will ensure that New Zealand's education system is a prominent theme of the visit
 - b. secure the Vietnamese Government commitments that are outlined in the plan which will directly create student recruitment opportunities for New Zealand
 - c. provide a platform for further engagement with Vietnamese Ministries on education co-operation and service delivery contracts.
16. Viet Nam a priority market for ENZ and New Zealand education institutions. This kind of Government-to-Government arrangement sets up the framework for closer cooperation including in areas of direct benefit to New Zealand education institutions, such as
 - support for 'twinning' programmes i.e. students undertaking two years of study in Viet Nam and two years in New Zealand to gain a New Zealand degree
 - support for Vietnamese central and provincial Government short term training in New Zealand (AUT is particularly active in this area)

¹ Viet Nam is New Zealand's second-largest ASEAN source country for students behind Thailand.

- English language training for Vietnamese teachers/lecturers e.g. Victoria University of Wellington has previously delivered this training to a number of these students from Viet Nam
 - encouraging New Zealand as a destination for Vietnamese Government funded scholarships
 - providing an opening for New Zealand Government-to-Government commercial services.
17. The Strategic Engagement Plan also demonstrates to prospective Vietnamese students that New Zealand is a partner of choice for the Vietnamese Government in the field of education, and therefore lends New Zealand institutions greater legitimacy to Vietnamese considering overseas education options.
18. The Plan also gives a useful platform for ongoing discussions with the Vietnamese Ministry of Education and Training who is an important partner in the highly regulated and bureaucratic education environment in Viet Nam.
19. Conversely, should New Zealand decline to sign the plan, this would likely provide a setback to New Zealand's ability to recruit from the Vietnamese market given the effort the Vietnamese Government has put into negotiations to date.

The targets

The 2015 plan

20. The following joint targets during the two years to the end of 2017 were:
- Increase the number of Vietnamese students studying in New Zealand by 30%
 - Increase the number of Vietnamese students undertaking joint programmes by 30%
 - Increase the number of Vietnamese officials undertaking short-term training in New Zealand by 30%
 - Increase the number of active institution to institution partnerships by 50%
 - Promote Viet Nam as an education or internship destination for New Zealand students.
21. The number of Vietnamese students enrolled with New Zealand providers increased by 11% between 2015 and 2016. While the 2017 international student enrolment numbers are not yet available, student visa data for 2017 indicated a 20% increase in total student visas.
22. The plan supported an increase in joint programmes, officials training and institution to institution partnerships e.g. AUT and the University of Waikato have recently established joint programmes and are looking to sign supporting agreements during the Prime Minister's visit to support the signing of the renewed education plan.
23. The New Zealand – Viet Nam Culinary Collaboration competition was successfully completed in 2016. The purpose of the event was to showcase the quality and innovation of the New Zealand education system through culinary collaboration. This event was a collaboration of student chefs from the top culinary institutes of both countries to design

and prepare a three-course menu which combined the best of New Zealand and Vietnamese cuisine.

The 2018 plan

24. Achieving the new targets set out in the 2018 plan would:
- a. create a more sustainable international education sector in New Zealand by reducing the sector's reliance on other, sometimes migration-influenced, markets
 - b. enhance the student experience for New Zealand secondary school students.
Vietnamese students are highly regarded by New Zealand secondary school teachers and growing the numbers of Vietnamese students would provide a more holistic and internationally-connected learning experience for New Zealand school students
 - c. strengthen New Zealand's profile in Viet Nam which is one of the strongest growing South East Asian countries and a significant trade opportunity for New Zealand exporters.

Appendix One: Updated Strategic Engagement Plan on Education

NEW ZEALAND – VIET NAM STRATEGIC ENGAGEMENT PLAN ON EDUCATION 2018-2020

The Ministry of Education and Training, Socialist Republic of Viet Nam and Education New Zealand (hereafter referred to as the Participants) recognise education as a key area of collaboration to enhance and deepen the 2009 Comprehensive Partnership between New Zealand and Viet Nam.

To implement the Education Cooperation Arrangement between Viet Nam and New Zealand, refreshed on 5 August 2015, and following on from the successful implementation of the New Zealand – Viet Nam Strategic Engagement Plan on Education 2015-2017, the two Participants have agreed as follows:

Objectives

The Plan confirms existing education links between New Zealand and Viet Nam. It identifies areas of engagement that both sides commit to develop and deliver individually and jointly through to the end of 2020. Acknowledging the considerable progress made, but also the continued growth opportunity in the relationship, this Plan also sets new targets for the education relationship over the next three years.

The Plan acknowledges that the education sector provides value not just in core education delivery and research, but by delivering a range of meaningful benefits to society, business and the economy, at the local, provincial, national and global level.

Designated bodies

Education New Zealand and the Ministry of Education and Training, Socialist Republic of Viet Nam, will be the primary coordinators for implementation, working with other stakeholders including education institutions, as required.

COOPERATION ACTIVITIES

All the following commitments are for the duration of the Plan and subject to review at the end of 2020.

1. Training and the improvement of education systems

1.1 **English language, short-course and executive education**

1.1.1. The New Zealand Government will continue to offer 25 places annually on the English Language Training for Officials (ELTO) Programme for Vietnamese officials to improve their English language capability;

- 1.1.2. The New Zealand Government will provide places annually for Short Term Training Scholarships in key areas of interest to Viet Nam officials, businesses and other organisations such as agriculture, public sector leadership, disaster risk management, and renewable energy;
- 1.1.3. The Vietnam side will send teachers to New Zealand annually for teacher training in TESOL pursuant to its 2020 National Foreign Language Project (the Project); both sides will explore opportunities for collaboration under the Project including options for the provision of English language teacher training by New Zealand institutions for Vietnamese secondary school teachers in Viet Nam and New Zealand, funded by the Project;
- 1.1.4. New Zealand universities and other relevant education institutions and service providers will intensify cooperation with the Vietnamese Government and Communist Party of Viet Nam at national and provincial levels, to provide quality and cost-effective executive education and short-course training solutions that meet local and national needs, for example, programmes in Educational Leadership which provide short-courses for executive leaders including principals;

1.2. Early childhood education

New Zealand will complete its support in Early Childhood Education in 2018 through the NZ\$7.5 million development assistance project being implemented in Gia Lai Province, and work with Viet Nam to share the lessons for wider replication in the early childhood sector.

1.3. Delivery of blended and distance learning

New Zealand and Vietnamese institutions will identify opportunities to work together to develop innovative education models in blended, distance and online delivery for mutual benefit in human resource development and training.

1.4. Education systems

- 1.4.1. Pursuant to paragraph 2 of the Education Cooperation Arrangement, the two countries will facilitate and encourage the exchange of information (not including personal information) on their respective education systems in early childhood education, primary and secondary education, technical and vocational education and training, higher education, national qualifications frameworks and systems, and English language training;

1.4.2. Viet Nam recognises New Zealand's international expertise in qualifications, teacher education, curriculum design, English-language training and national qualifications frameworks in the ASEAN context;

1.4.3. Both sides will explore opportunities for collaborating on education technical assistance through work facilitated by New Zealand's Government-to-Government Partnerships Office. Such opportunities for collaboration include, but are not limited to: implementation of the National Qualifications Framework with New Zealand Qualifications Authority; co-development of education initiatives to support the goals of Project 2020; implementation initiatives for curriculum reform; and delivery of professional development programmes for Ministry of Education and Training staff and teachers;

1.4.4. The New Zealand and Viet Nam Governments will explore other opportunities for collaborating on education technical assistance with a view to deepening future engagement in this area through mechanisms such as Government-to-Government Commercial Partnerships.

2. Institutional linkages and student mobility

2.1. Scholarships

2.1.1. The New Zealand Government will offer up to 30 full post-graduate scholarships annually to Vietnamese students to study at New Zealand universities under the ASEAN Scholars Awards (NZAS) programme;

2.1.2. The New Zealand side will offer Prime Minister's Scholarships for Asia to strengthen New Zealand tertiary education institutions international connections and enhance New Zealand students' knowledge and understanding of the region;

2.1.3. The Vietnamese side will provide 50 PhD and 15 Masters scholarships annually to Vietnamese students to study at New Zealand universities under Projects 911 and 599; both sides will consider how to increase uptake of Vietnamese tertiary scholarships for study in New Zealand;

2.1.4. The New Zealand side, through Education New Zealand, will develop initiatives to promote Viet Nam as a destination for New Zealand students awarded scholarships under the Prime Minister's Scholarships for Asia programme;

2.1.5. New Zealand universities that offer scholarships for Vietnamese and ASEAN students to undertake study in New Zealand will, through Education New Zealand, provide information on these scholarship opportunities to Viet Nam on a regular basis. The Ministry of Education and Training will assist in publicising these opportunities.

2.2. Institutional engagement

2.2.1. Both sides will encourage their institutions to explore opportunities to increase research engagement, including through potential development of PhD sandwich programmes;

2.2.2. New Zealand universities will work with their Vietnamese counterparts to assess and explore opportunities for improving the university ranking system in Viet Nam; this includes identifying opportunities for academic exchange and joint international academic publications;

2.2.3. The New Zealand and Vietnamese sides commit to supporting opportunities for engagement between New Zealand and Vietnamese institutions, specifically on joint programmes, twinning programmes and pathways including foundation programmes, and in vocational education;

2.2.4. The New Zealand Government-funded Southeast Asia Centre of Asia-Pacific Excellence (SEA CAPE) will offer a range of opportunities for enhanced educational engagement between New Zealand and Vietnam. These will include:

- ASEAN@50 Fellowships jointly funded in 2018 by the New Zealand Ministry of Foreign Affairs and Trade and the SEA CAPE to support lecture tours and/or research in New Zealand by academics and experts from Southeast Asia;
- Reciprocal SEA CAPE Fellowships after 2018 to fund Vietnamese and New Zealand academics and experts to visit each other's country for periods of two weeks to conduct lecture tours and/or engage in research;
- Field courses for New Zealand university students to Viet Nam and other Southeast Asian countries;
- Study tours to Viet Nam and other Southeast Asian countries for New Zealand senior high schools to engage in business challenge competitions in teams with Vietnamese high school students;
- Inclusion of Vietnamese university students in annual intercultural leadership courses held in New Zealand and involving active interaction between Southeast Asian and New Zealand students;

- Internship placements in Viet Nam for recent New Zealand graduates;
- Reciprocal visits and structured engagement between young Vietnamese and New Zealand entrepreneurs;
- Contestable funding for collaborative research between New Zealand and Vietnamese researchers, with a strong focus on projects relating to business opportunities of mutual benefit to New Zealand and Vietnam.

2.3 Alumni

- 2.3.1 To celebrate lifelong connections that Vietnamese alumni of New Zealand enjoy, both governments will actively support the activities of alumni groups in New Zealand and in Viet Nam;
- 2.3.2 The New Zealand Ambassador will provide an annual award to recognise high-performing alumni, or alumni who have made a special contribution to Vietnamese society or New Zealand/Viet Nam relations;
- 2.3.3 The New Zealand Government, through the Asia New Zealand Foundation, will continue to support opportunities for New Zealand students to participate in internships in Viet Nam.

2.4 Education diplomacy

Government and high level education engagement will be supported by:

- Biennial Joint Education Commission meetings hosted alternatively in each country, in support of broader bilateral engagements between New Zealand and Viet Nam, and both sides will consider opportunities to hold sub-committee meetings attended by working-level officials outside the Joint Education Commission to discuss progress on the Strategic Engagement Plan;
- New Zealand and Viet Nam governments working in partnership on qualifications recognition;
- Education New Zealand's Marketing Manager based in Viet Nam;
- Continued partnership through regional processes including the Asia Pacific Economic Cooperation's Education Network, and ASEAN;
- A commitment to address regulatory barriers that are identified as unduly impacting the effective delivery of education services in each other's country.

JOINT EDUCATION TARGETS

Based on the cooperative activities outlined above, the two sides agree to pursue the following joint targets during the three years to the end of 2020:

- Increase the number of Vietnamese students studying in New Zealand by 30 percent;
- Increase the number of Vietnamese students undertaking joint programmes by 30 percent;
- Increase the number of Vietnamese officials undertaking short-term training in New Zealand by 30 percent;
- Increase the number of active institution to institution partnerships by 50 percent;
- Promote Viet Nam as an education or internship destination for New Zealand students.

This document is replacing New Zealand Vietnam strategic Plan period 2015 – 2017 signed on November 16th, 2015 and will come into effect upon signature.

Signed in [x place] this [xxday] of [xx month xx year] in both English and Vietnamese, which are equally valid.

New Zealand signatory

Viet Nam signatory
