VIETNAM EDUCATION SYSTEM

Vietnam Education Hierarchy

Doctorate Degree (2-4 years)

Master's Degree (2 years)

University (4-6 years)

College (3-4 years)

Upper Secondary (3 years)

Vocational Training (1 – 3 years)

Lower Secondary (4 years)

Primary (5 years)

Student Enrolment Date

<table>
<thead>
<tr>
<th>Academic year</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Semester 1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Summer break</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exam period</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High School Graduation Examination</td>
<td>TBC</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Result</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3 WEEKS AFTER EXAM</td>
</tr>
<tr>
<td>University admission</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Vietnam Ministry of Education and Training
## VIETNAM EDUCATION SYSTEM’S CHANGES AND REFORMS

<table>
<thead>
<tr>
<th>OLD EDUCATION SYSTEM</th>
<th>REFORMED EDUCATION SYSTEM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Teacher centric in which students seemed conditioned to receive the knowledge passively.</td>
<td>Student centric in which students will be active in class activities engagement.</td>
</tr>
<tr>
<td><strong>Elementary education:</strong> subjects included mathematics, moral education, natural, social sciences, arts, history and geography</td>
<td>Since 2017, the subjects has introduced foreign language, computer training starting in grade three.</td>
</tr>
<tr>
<td><strong>Lower secondary education:</strong> a final intermediate graduation examination was required to complete the program.</td>
<td>Since 2006, there has been no longer final graduation exam.</td>
</tr>
<tr>
<td><strong>Admission to University:</strong> students took separate the secondary graduation exam and the university entrance exam</td>
<td>Since 2017, the students have just taken “2-in-1” national graduation exam in June or July yearly.</td>
</tr>
<tr>
<td><strong>Credit system and Grading scale:</strong> old numeric scale was from 0-10</td>
<td>Higher Education Institution has switched to the 1-4 scale</td>
</tr>
</tbody>
</table>

*Source: Asia society 2017, World Education News and Reviews 2017, Vietnamnews 2017*
VIETNAM KEY EDUCATION PRIORITY

Sources: Decision Lab - The research company
5 ENGLISH SPEAKING DESTINATIONS FOR VIETNAMESE STUDENTS

~ 165,000 Vietnamese students studying overseas with over 90% of outbound students self-funding studies.

Source:
US Open Door
Japan Student Services Organization (JASSO)
Australia Department of Education and Training - Jun 2017
Government of Canada - 2016
Education New Zealand - 2017
HESA 2016
Vietnam: Top 10 online searches for Study Destination

Source: Hotcourses International Demand Insights Tool 2018
STUDENT PERCEPTION OF KEY EDUCATION PRIORITIES FOR THESE COUNTRIES AND HOW AUSTRALIA RESPONDING TO THEM?

Vietnam student perceptions in 2018 of each destination in on the following attributes:

- **Affordability**
  - CAN | NZ
- **Quality of education**
  - UK
- **Safety**
  - NZ
- **Graduate employment opportunities**
  - CAN
- **Visa requirements**
  - CAN

IDP Student Research 2018
THE DEMAND FOR AUSTRALIA – OPPORTUNITIES AND CHALLENGES

Demand for Australia:
Australia is still one of top destinations of Vietnamese for study oversea. The total number of student visa lodged has been unchanged between Jun YTD FY18 (6,546) and FY17 (6,549).

Source: Australia- DIBP

OPPORTUNITIES

• Vietnam has just upgraded to assessment level 2, thus most of institutions will not require financial documents proven.
• An opportunity to work in Australia for 2 years for the course enrollment more than 2 years.
• Australian education providers provide great supports to international students

CHALLENGES

• Some special cases, students are now asked for the financial documents by both institutions and DIBP when applying, but some can’t provide financial proof and it is common in Vietnam
• Visa policies and assessment level framework
• Visa interview is still the main challenges to Vietnamese students
HOW AUSTRALIA PERFORMING IN COMPARISION WITH COMPETITOR COUNTRIES?

• The certificate is recognized around the world.
• Jet lag is not significant, around 1-4 hours.
• Working hours permit for part time job is up to 40 hours per 2 week.
• Australian weather is quite as same as Vietnam, it tends to be easier for students to adapt with new environment.
• Visa granted for full time course while US visa has to be renewed yearly.
THE WAY OF WORKING WITH CLIENTS

COUNSELLING PRACTICE
- Spend more time and effort getting students better prepared and engaged
- Provide sufficient student info and details
- Closely follow up applications

ISSUES AND CHALLENGES
- Slow turnaround and responses from admissions team
- Homestay issues
- Visa interview and financial documents requirements
- Inconsistent info given by institutions

FEEDBACK TO INSTITUTIONS
- Improve turnaround
- Communicate with the counsellors on the application
- Respond in a timely manner
- Take a case by case approach
- Cross check the info within the team
- Provide marketing materials that tell good stories about your institutions
Thank you