

NATIONAL MULTIPLICATION TRAINING (2025-2026)

Internationalization of HEIs in Vietnam: Strengthening International Partnerships and Collaborations

HRK German Rectors' Conference
The Voice of the Universities



Deutscher Akademischer Austauschdienst
German Academic Exchange Service



NATIONAL
MULTIPLICATION
TRAININGS

Supported by the



Federal Ministry
for Economic Cooperation
and Development

NATIONAL MULTIPLICATION TRAINING

The DIES National Multiplication Trainings (NMT) Programme was jointly initiated by the **German Exchange Service (DAAD)** and the **German Rectors' Conference (HRK)** in 2013 with the aim to support DIES Alumni in their roles as multipliers in higher education management and promote the sustainability of the DIES training courses.



FIELDS OF TOPICS OF THE MULTIPLICATION TRAINING COURSES

- ✓ Faculty Management.
- ✓ University Leadership and Management (Project Management, Strategic Management & Academic Leadership, and Human Resource Management).
- ✓ Quality Assurance
- ✓ **Internationalisation.**

FUNDING OF THE MULTIPLICATION TRAINING COURSES

	Application group 1 (New Multiplication Training)	Application group 2 (Continuing Multiplication Training)
NMT budget reference (maximum)	25,000 Euro	15,000 Euro
Own contribution	At least 10% of the total budget	At least 30% of the total budget

OUR TRAINING COURSE 2025-2026

- ✓ **Field of training:**
Internationalisation
- ✓ **Group of application:** New
Multiplication Training
- ✓ **Country of implementation:**
Vietnam.
- ✓ **Lead application:** National
Economics University (NEU).



TRAINING COMMITTEE



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(ISME), National Economics
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Dr. Nguyen Thi Hong Van
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EXTERNAL EXPERTS



Dr. Birgit Barden-Laufer
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Assoc. Prof. Dr. Yazrina Yahya,
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Malaysia. (*DIES-MOI alumni*)

**TOPIC: Internationalization of HEIs in Vietnam:
Strengthening International Partnerships and
Collaborations**



Main goal of the training is to qualify university staff who are responsible for coordinating international activities, manage processes and tasks of internationalization and establish international partnerships and collaborations at the departmental and institutional levels.

Why this training is essential!!!



Global Competitiveness

Enhancing institutional global competitiveness in a rapidly changing world.



Educational Quality

Improving the quality of education and research through international engagement.



Alumni Network

Building on the success of the DIES training program and fostering a regional alumni network, HEISA.

Driving National Internationalization Goals



Government Policies

Driven by Decision No. 1600/QĐ-TTg, promoting global integration and skilled workforce development.



Institutional Strategies

Many Vietnamese universities are incorporating internationalization into their strategic plans.



Addressing Challenges

Overcoming limited staff competencies and access to networking opportunities in internationalization.

Objectives of the training

- To inform the participants about the concepts and strategies of internationalization with a special focus on international partnerships and collaborative programs;
- To equip the participants with the knowledge, skills and tools to develop and implement effective internationalization strategies;
- To create opportunities for Vietnamese universities to establish international partnerships and explore potential collaborations with foreign partners;
- To share successful internationalization models and experiences from both domestic and international institutions.



Expected learning outcomes

The participants will be able to:

- Identify the key concepts and strategies of internationalization and potential partners.
- Differentiate the types of international partnerships and collaborations and their potential impact.
- Work effectively on programs and activities related to internationalization with positive attitude towards international collaborations and partnerships.
- Communicate with potential partner universities to establish or strengthen partnerships.
- Adapt valuable lessons on Internationalisation in the region shared by the regional and local experts to their respective department or university.

Training structure and content

<p><u>Module 1: Internationalisation: Concepts, Systems and Actors</u></p> <ul style="list-style-type: none">- Understanding Internationalisation- Developing an Internationalisation Strategy- Building Internationalisation Partnerships	<p><u>Module 2: Competences and Key Tasks of an International Office.</u></p> <ul style="list-style-type: none">- Joint Research and Innovation- Int. Student Recruitment & Mobility- Academic Mobility and Sustainable
<p><u>Module 3: Soft skills</u></p> <ul style="list-style-type: none">- Intercultural Communication- Conflict Management	<p><u>Module 4: Management Skills</u></p> <ul style="list-style-type: none">- Project Management- Change Management

The training is composed of thematic modules which offer a balance between conceptual learning components and practice-oriented training, management skills as well as soft skills.

Important notes

The training consists of **TWO Workshops** and the work on a specific project of internationalization

Each participant will develop and work on a **Change Project** related to Internationalisation that fits their position and institutional goals

The training will methodologically focus on the practical aspects of internationalization, focusing on **international partnerships and collaborations.**

Participants will learn about case studies of **“good practice”** from national and regional levels, and then apply the acquired knowledge to their academic and administrative work in their own universities

Target group of the training (20 participants)

The target group of the training is university staff, who are managers at both International Office and faculty level and currently are responsible for international activities in target private and public institutions in Vietnam.

During the training, participants will work on **institutional change projects**, which are mentored by the Training Committee.

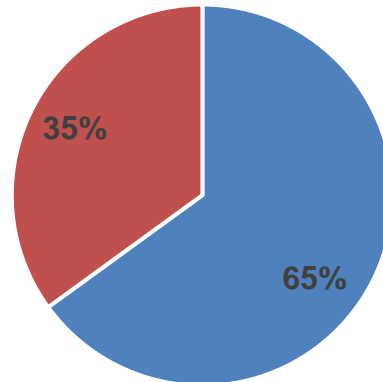


20 Participants: The participants represent 13 different universities and institutions.



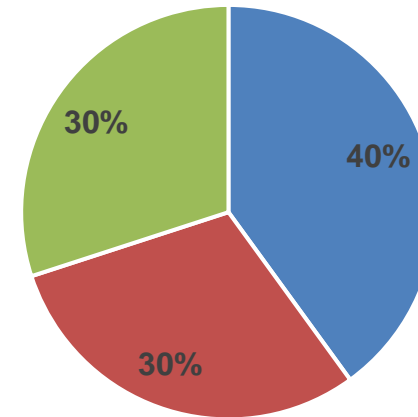
20 Participants

Gender



■ Female ■ Male

Position category



■ Executive/Head of Dept/Office/Center
■ Lecturer/Faculty position
■ Staff/Officer/Specialist/Coordinator

Project Theme	No. of projects
Academic Mobility & Exchange (Student/Staff)	4
International Partnership Development	4
Curriculum Internationalisation & Learning Pathways	3
International Research/Internships	2
General International Environment/Quality Assurance	2
Specialized Global Hub/Training	2
Other (Symposium, Study Trips, Networking)	3

WORKSHOP 1 (3rd Dec -5th Dec 2025)

The overarching goal is to equip participants with the knowledge and skills necessary to develop effective strategies and establish international partnerships.

- ✓ Equipping participants with knowledge of core concepts and frameworks for developing an internationalization strategy;
- ✓ Analyzing successful case studies
- ✓ Discussing the strategic role and functions of the Department of International Cooperation (ICD).

WORKSHOP 1: schedule

<p><u>Workshop 1:</u> Morning session: 8:30-11:30 Afternoon session: 13:30-16:30</p>	<p><u>Day 1:</u> Internationalisation: Concepts, Systems and Actors. + Understanding Internationalisation + Developing an Internationalisation Strategy</p> <p><u>Day 2:</u> + Building Internationalisation Partnerships + Sharing best practices on Internationalisation.</p> <p><u>Day 3:</u> + Competences and Key Tasks of an Int. Office. + Project management and Group work</p>
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WORKSHOP 2 (6th May – 8th May 2026)

- ✓ Focusing on expanding the concept of internationalization beyond traditional cooperation, specifically 'Internationalization at Home' (IaH);
- ✓ Internationalization in Research;
- ✓ Promoting Student and Staff Mobility;
- ✓ Building Sustainable Partnerships.

WORKSHOP 2: Schedule

<p><u>Workshop 2:</u> 6th-8th/May 2026 Morning session: 8:30-11:30 Afternoon session: 13:30-16:30</p>	<p><u>Day 1:</u> + Internationalisation at Home + Sharing best practices on Internationalisation.</p> <p><u>Day 2:</u> + Internationalisation of Research + Academic Mobility and Sustainable Partnerships.</p> <p><u>Day 3:</u> + Intercultural Communication +Group work</p>
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On boarding and preparation/ November 2025	<ul style="list-style-type: none">• Kick off meeting – 5.11.2025
Between the workshop January 2026-April 2026	<ul style="list-style-type: none">• Work on the Institutional Change Project• Online Coaching Sessions: engage in discussions with peers and instructors, sharing insights and asking questions.
Follow-up May 2026	<ul style="list-style-type: none">• Support for Institutional Change Project• Networking

Training application, selection & evaluation

Participants' Profile:

+ At least **2 years of experience** in the area of international higher education management: either as international office staff or higher education managers responsible for coordinating international activities.

+ Between **25 and 45** years of age.

+ **English language skills** (speaking and writing) – minimum C1 of the Common European Framework of Reference or equivalent (e.g. TOEFL, IELTS, Cambridge Certificate).

Commit to:

a) **Attend all workshops**, feedback meeting to develop an institutional change project for their universities

b) **Report** every two months on their project.

(Minimum technical equipment that guarantees the regular contact during the distance phases: internet connection and, if possible, IT support for video conferences).

Training application, selection & evaluation

The selection criteria are based on the following points:

- Personal profile match
- Institutional profile match
- Motivation Letter & Institutional change Project
- Recommendation of university's top management

Training application, selection & evaluation

A comprehensive evaluation of the training activity will be conducted

Participant Feedback:

- **Training Evaluation Forms:** Distribute evaluation forms to participants to gather feedback on the training content, delivery, and overall experience.
- **Focus Group Discussions:** Conduct focus group discussions with participants to delve deeper into their perceptions and suggestions.

Observation and Reflection:

- **Trainer Observations:** Observe the training sessions to assess the effectiveness of the delivery methods and participant engagement.
- **Participant Reflections:** Encourage participants to reflect on their learning journey and share their insights.

Change Project Evaluation:

- **Progress Monitoring:** Track the progress of participants' change projects and provide regular feedback.
- **Post-Implementation Evaluation:** Evaluate the impact of the change projects on the institutions and the participants' careers.

Sustainability

Short-term sustainability plan

1. Embed this multiplication training into the professional development plan of the beneficiary universities (i.e., NEU in Vietnam, NUOL in Laos).
2. Create mentorship and support networks within the institution. This aims at employing experienced trainers to guide and support novice trainers.
3. Strengthen partnerships between NEU and NUOL to regularly exchange and share the best practices among their faculty members who experienced joining with the multiplication trainings toward creating joint activities.

Sustainability

Long-term sustainability plan

1. Scale up the collaboration through including MOI alumni from other countries in Southeast Asia.
2. Utilize technology to create online platforms to enhance flexibility of training delivery and sharing the best practices of internationalization within the MOI alumni institutions.
3. Create a network for the MOI alumni: Higher Education Internationalization in Southeast Asia (HEISA) to sustain the sharing, work efforts and support multiplication trainings in respected country.

NMT procedure and key dates

20 January 2025	Deadline for submission of proposals
27 February 2025	Notice on selection results
10 March 2025	Submission of revised budget plan
9 April 2025	Confirmation of the selection
May 2025	Funding Transfer Agreement signed
June 2025	On-boarding “Training of Trainers”
21-25 July 2025	Workshop “Training of Trainers” in Germany
September 2025 to June 2026	Implementation of NMT
2027	Closing



Thank you!