Call for Training Concepts: Upskilling Higher Education Management through Targeted Trainings

Staff of Vietnamese universities are invited to submit initial concepts for short, needs-based and practice-oriented training offers in the field of higher education management. Up to ten selected teams will be invited to a two-day peer-learning workshop in Hanoi in November, where they will refine their concepts through peer consultation, expert feedback and mentoring. DAAD Hanoi will cover the participants' travel, accommodation and meals related-costs of the workshop.

1. Background & Rationale

Science, technology and innovation are central pillars of Vietnam's economic and social development. In line with its ambition to become an internationally competitive centre for science and education and a leading hub for digital transformation in Southeast Asia by 2045, Vietnam is pursuing far-reaching reforms in education, research and innovation. These ambitions are accompanied by growing expectations regarding research performance, internationalisation, English-taught programmes, institutional quality and the international visibility of Vietnamese higher education institutions.

Achieving these objectives places considerable demands on university leadership and higher education management. While financial resources, professional expertise and institutional willingness are increasingly present within the Vietnamese higher education system, many institutions still lack sufficient access to continuous, practice-oriented and context-sensitive professional development. Existing training opportunities are often limited in scale, offered only occasionally or accessible to relatively small groups, and therefore have only a limited impact across institutions.

At the same time, Vietnamese higher education institutions employ many professionals who have participated in high-quality national and international training programmes. Alumni of the DAAD programme Dialogue on Innovative Higher Education Strategies (DIES) are an important example. Through their participation in DIES training courses, they have acquired thematic, methodological and international experience in different areas of higher education management. This expertise represents considerable potential for developing training offers that respond to the needs of Vietnamese institutions and can be delivered by locally based trainers and higher education professionals.

2. Objectives & Offer to Successful Applicants

Under the initiative "Upskilling Higher Education Management through Targeted Trainings", the DAAD Regional Office Hanoi invites staff members of Vietnamese universities to **develop short, needs-based and practice-oriented training concepts for higher education professionals in Vietnam**. The concepts should respond to concrete institutional needs, use participatory and application-oriented training methods, and take into account the organisational and financial conditions required for future implementation.

Up to ten promising initial concepts will be selected for further development during a two-day peer-learning workshop in Hanoi on November 5th/6th, 2026. DAAD Hanoi will be organizing a workshop focusing on consultation, mentoring, expert feedback and dedicated working sessions. Selected applicants will have the opportunity to:

- further develop their initial concept;
- receive feedback from other participants, invited mentors and DAAD;
- exchange experiences with DIES alumni and trainers.

Costs for their travel, accommodation and meals related to the workshop will be covered through DAAD for invited participants.

Selection under this call covers participation in the peer-learning workshop and support for the further development of the proposed concept. It **does not constitute a commitment by DAAD to fund, commission or organise the subsequent implementation of the training**. Any future implementation will depend on the participants and their home institutions.

The initiative hence aims to:

1. develop high-quality training concepts that address clearly identified needs of Vietnamese higher education institutions;
2. bring together the expertise of Vietnamese university staff as well as external experts and the needs of Vietnamese higher education institutions in order to develop relevant and practice-oriented trainings for higher education management.
3. strengthen exchange and peer learning among higher education professionals and experienced trainers;
4. support the development of training offers that have the potential of being relevant beyond a single institution and can be adapted to different institutional contexts;
5. explore the potential for a more sustainable, alumni-based training structure in which Vietnamese higher education institutions assume substantial ownership for the organisation and possible future implementation of the training offers.

3. Eligibility

Applications must be submitted by teams. Applicants should have professional experience in higher education management or a related field and demonstrate relevant expertise in the proposed training topic. Applicants should also have a clear connection to the Vietnamese higher education sector and be in a position to discuss the proposed training with relevant representatives of their institution or professional network.

At least one lead representative of each selected concepts must be available to participate in the entire two-day peer-learning workshop in Hanoi on November 5th/6th, 2026. Selected applicants are expected to engage actively in peer consultation and further develop their own concept on the basis of the feedback received.

4. Requirements and Selection Criteria

4.1. Requirements

Applying parties need to hand in a concept which has to outline a needs-based and practice-oriented training offer in the field of higher education management. It has to include:

1. Content: title, background and relevance of the topic, event format and delivery mode (onsite/online/blended) and duration, expected target audience, learning objectives and expected benefits for participants and their institutions
2. Trainers: names, institutions, positions, contacts, the expertise and proposed roles of the trainers or training team and a short CV of each team member;
3. Resources: information on the organisational, human and financial resources required for implementation;
4. University-support: letter of the leadership of the potential host institution confirming their intention of implementing the proposed training course once finalized.

The detailed description (requirement #1) shall not be longer than three pages.

4.2. Selection Criteria

Eligible training concepts will be assessed on criteria based on the above outlined requirements:

1. Thematic relevance: The proposal identifies a concrete capacity-development need in the field of higher education management at (a) given institution(s) and explains comprehensively why this is relevant.
2. Quality and development potential of the concept: The proposal presents a clear and coherent initial idea, including the intended target group, preliminary learning objectives, main content and suitable training methods.
3. Feasibility: The proposed training is realistic in terms of its duration, format, group size, required trainers, organisational arrangements and estimated costs.

4. Expertise of the proposed trainers' team: The proposed trainers' team demonstrates relevant professional and thematic expertise and the capacity to deliver the proposed training.
5. Institutional support and ownership: The proposal demonstrates credible interest and support from the applicant's institution or other relevant partners. This may include potential contributions in the form of staff time, facilities, logistical support, participant recruitment or financial resources. A binding financial commitment is not required at the application stage, but the proposal should indicate a realistic institutional basis for possible implementation.

In forming the final group of participants, DAAD Hanoi may also take into account thematic, institutional, regional and gender diversity, as well as possible synergies between the selected concepts.

The selection decision of the DAAD Regional Office Hanoi is final.

5. Timeline of Application and Selection Process

The application, selection and development process will comprise the following steps:

1. Submission of Application	Applications must be submitted in English to Ms. My Nguyen at my.nguyen@daad.de **by September 30th, 2026.** The subject line is to read: "DAADTraining Concept 2026 – [Name of Lead Applicant – Institution]"	September 30th, 2026
2. Formal review	Applications will be checked for completeness and compliance with the eligibility and application requirements.	October 2026
3. Qualitative Assessment	Eligible concepts will be assessed on the basis of the selection criteria set out in Section 4 "Requirements and Selection Criteria". Up to ten promising concepts will be selected and invited for further development during the workshop.	Until October 16th, 2026
4. Peer-learning workshop	The selected applicants or teams will be invited to participate in a two-day peer-learning workshop on **November 5th/6th, 2026 in Hanoi.** During the workshop, participants will refine their concepts through collegial consultation, mentoring, structured expert feedback and dedicated working sessions.	November 2026

5. Further development and ideally implementation of the concepts	The workshop should enable the teams to finalise their training concepts afterwards and, where the necessary institutional support and resources are available, prepare them for implementation in the 2027. This process is no longer supported or monitored by DAAD.	After the workshop

6. Contact:

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