



## TALKING POINTS

### Speakers

14 June 2018, Danang  
WHITEBOOK BRIEFING 2018

#### Education

**CATHERINE MCKINLEY**

**Director at Green Shoots International School**

**1. Decree 73 and bilingual education:** Some foreign-owned schools in Hanoi and HCMC have been granted special permission to run bilingual programmes for Vietnamese children as a pilot project pending the loosening of Decree 73 restrictions. Green Shoots would like to be allowed to do the same in Central Vietnam in order to meet the needs of local children here wishing to access a full-service international education. We have an increasing number of Vietnamese families contacting us but remain unable to offer this service.

**2. HR:** The paperwork required to get a work permit for a foreign teacher is becoming more and more onerous. I realise the rules are made in Hanoi but is there any local latitude for simplification? One of our new staff members has estimated she will have to spend almost \$2,000 to prepare the documentation we need in order to process her work permit...and she already works as a teacher in Danang, which should only require a simple transfer of one work permit to another.

**3. Land rental:** We are in the process of working through the documentation needed to access a plot of land that has been allocated for our use by the Quang Nam government. As a small company, we are struggling to find the right people to help us with this process and we lack the in-house capacity to do it alone. There are many other foreign investors in the same boat. Does Danang have (or could it create) a consulting service for foreign SMEs that helps them navigate the labyrinth of investment officialdom?

#### ICT and Hi Tech

**HAI DANG NGOC**

**Branch Director at Axon Active Vietnam**

#### 1. IT Career Orientation:

**THEME:** While there is a huge demand for IT workers, and while companies often offer high salaries for IT positions, many universities and colleges struggle to enrol enough students in their IT courses.

#### **ACTION:**

- Can the Government should allow Da Nang University to increase there “quota” of enrolling IT students?

- Can any action be taken to recommend the university to optimize training curricula in order to reduce the studying time from 5 to 4 years, reduce all irrelevant subjects, and introduce more mandatory internship time at the companies?
- In light of the Government's prioritizing of the ICT sector, can the Government support the organization of an official Orientation Day to for graduate school students (and their parents) to raise the profile of IT careers, their high benefits, and the importance of participating in a key industry for the future of Vietnam? This should be done at the city level with the participation of the wider public and private training institutions, in the format of Open Exhibition Day.

## **2. Improve quality of graduate IT student**

**THEME:** Graduated IT students often don't have enough skills to be fully prepared for the labour market. To tackle this, IT companies in Vietnam have to make substantial investment in fresh graduates from universities and provide additional vocational training to develop their technical, soft and English language skills.

**ACTION:**

- Da Nang Universities should introduce mandatory internship at companies as part of the curriculum. Can the Government support in recommending 2- month internships at the end of the 3rd year and a 6-months graduation internship before the final thesis presentation. The performance evaluation should be considered as important grading for students.
- A minimum qualification course should be designed to enhance soft skills and strengthen English communication

## **Tourism and Hospitality**

**JOSE SANCHEZ-BARROSO**

**EuroCham Central Vietnam Delegate/Hon. Consul of Spain/Vinh Tanh Investments**

**1. Flight Connections:** easing Flight connections to Seam Riep, Luang Prabang, Chiang Mai which can make Central Vietnam a distribution hub for attractions in the Indochina region

**2. European investment in the MIICE sector:** What is the plan of the Danang Government to increase investment in infrastructure in facilities and the road towards making Danang a true events capital in Vietnam.

**3. Destination Marketing:** the Danang Government has been exemplary in including the private sector in its Destination Marketing activities (e.g. Danang Tourism Committee). However, are there plans to make a separate concrete promotion campaign for the Danang or Central Vietnam region?

**4. Sustainable Tourist / Beach Cleaning campaigns:** due to the rapid development of tourism infrastructure, Danang has been the target of concern due to environmental protection. A strong statement would be funding for sand cleaning machines managed by local NGOs and promoting incentives to sustainable tourism. What are the Danang Government's plans?

## **Taxation**

**NGUYEN HAI MINH**

**EuroCham Executive Committee / Tax and Legal Partner at Mazars Vietnam**

**1. Foreign investment promotion/incentives:**

- Which are the key areas for attracting foreign investment in the near future, in a context of having less land resources? High technology manufacturing, ICT?

- Which should be the key promoting incentives? Referring to newly released Decree on High-tech zone; Reduction in PIT for high-tech ICT employees; ODA experts coming to Vietnam.

**2. Administration in taxation/customs/licensing:** Strengthen post-licensing inspection/audit (taxation, customs) to collect more tax however in a transparent way based on international standards.

- Make sure the incentives granted to enterprises being more “guaranteed”.
- Enhance the collaboration among authorities (taxation, customs, licensing).