



BỘ GIÁO DỤC VÀ ĐÀO TẠO
MINISTRY OF EDUCATION AND TRAINING

Overview of Vietnam landscape on University-Business Cooperation

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1. What is University - Business Cooperation (UBC)?

University - Business Cooperation (UBC) is defined as all types of:

Direct and Indirect

Personal and Non-personal interactions

for reciprocal and mutual benefit including:

- (1) Collaboration in R&D;
- (2) Mobility of academics;
- (3) Mobility of students;
- (4) Commercialisation of R&D results;
- (5) Curriculum development and delivery;
- (6) Lifelong learning;
- (7) Entrepreneurship;
- (8) Governance;
- (9) public – private partnership (PPP).



University

Business

8 Popular types of UBC

Surveyed by Science-to-Business Marketing Research Centre, Munster University of Applied Sciences, Germany (31st August 2011)

2. Review the current policy framework

It is obvious that the policy framework is extremely important in creating a favorable policy environment to help universities and businesses for promoting cooperation.

What is the current policy framework in Vietnam?

- + collaboration in R&D; (☑) ----->
- + mobility of academics; (☑) ----->
- + mobility of students; (☑) ----->
- + commercialisation of R&D results; (☑) ----->
- + curriculum development and delivery; (☑) ----->
- + lifelong learning; (☑) ----->
- + entrepreneurship; (☑) ----->
- + governance. (☑) ----->
- + public - private partnership (PPP) (☑) ----->

Policies

Collaboration in R&D and commercialisation of R&D results

- * **Luật chuyển giao công nghệ (có hiệu lực từ 01/07/2018)**

(Law on Technology Transfer valid from 01/07/2018)

- * **Nghị định số 76/2018/NĐ-CP của Chính phủ ngày 15/05/2018 về việc Hướng dẫn thi hành một số điều của Luật chuyển giao công nghệ.**

(Decree No. 76/2018/ND-CP of the Government dated May 15, 2018 on guiding the implementation of a number of articles of the Law on Technology Transfer)

- * **Nghị định số 13/2019/NĐ-CP của Chính phủ ngày 01/02/2019 về Doanh nghiệp khoa học và công nghệ.**

(Decree No. 13/2019/ND-CP of the Government dated February 1, 2019 on Science and Technology Enterprises)

- * **Dự thảo Luật Khoa học và Công nghệ**

(Draft Law on Science and Technology)



Mobility of academics and students; Curriculum development and delivery; Lifelong learning; and Governance

* Dự thảo Luật Giáo dục đại học
(Draft Law on Higher Education)

Public - Private Partnership (PPP)

* Nghị định số 15/2015/NĐ-CP của Chính phủ ngày 14/02/2015 về đầu tư theo hình thức đối tác công tư.

(Decree No. 15/2015/ND-CP of the Government dated February 14, 2015 on Investment in the form of public-private partnerships)

* Nghị định số 30/2015/NĐ-CP của Chính phủ ngày 17/03/2015 về quy định chi tiết thi hành một số điều của Luật đấu thầu về lựa chọn nhà đầu tư.

(Decree No. 30/2015/ND-CP of the Government dated March 17, 2015 on Detailing the implementation of a number of articles of the Bidding Law on selection of investors)

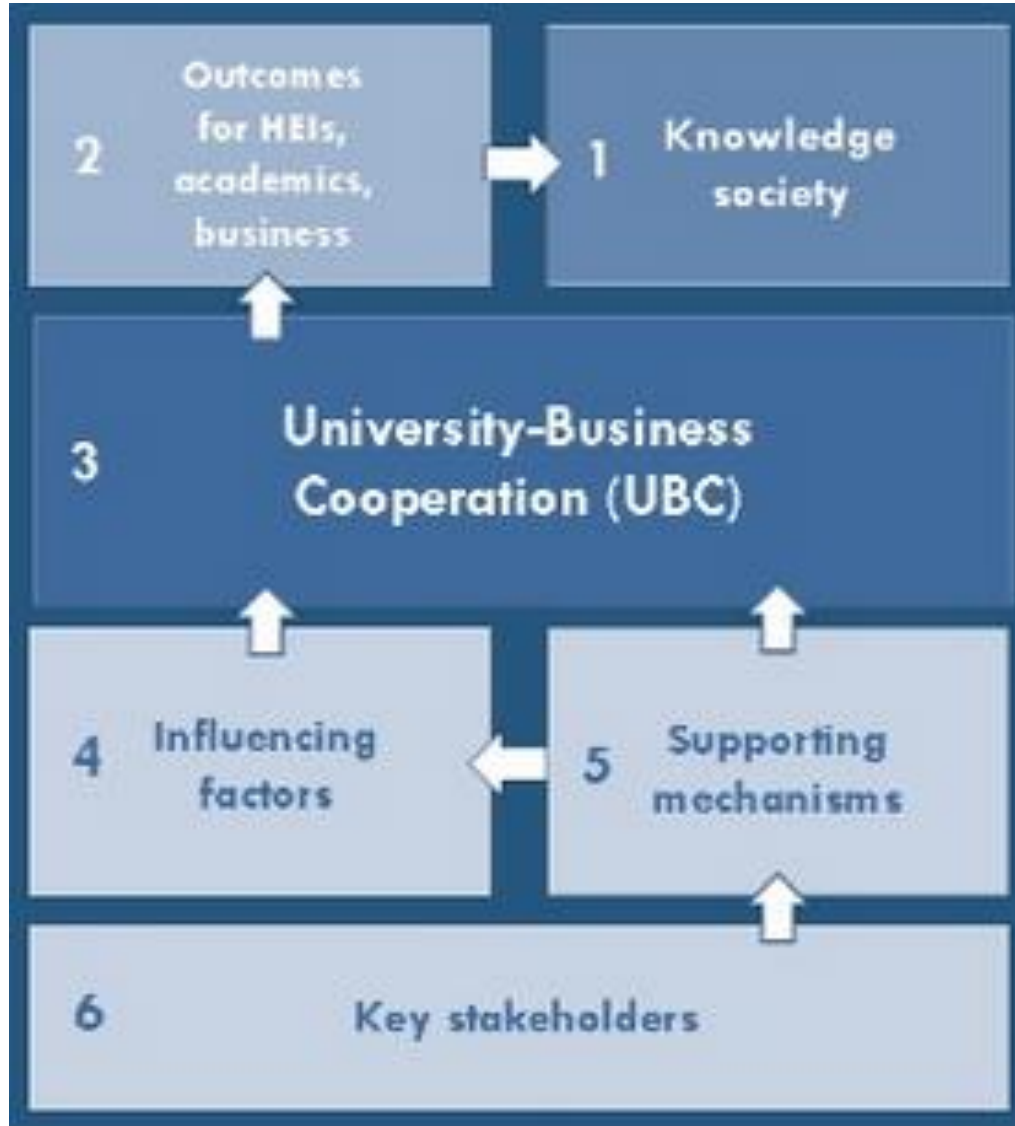


Entrepreneurship

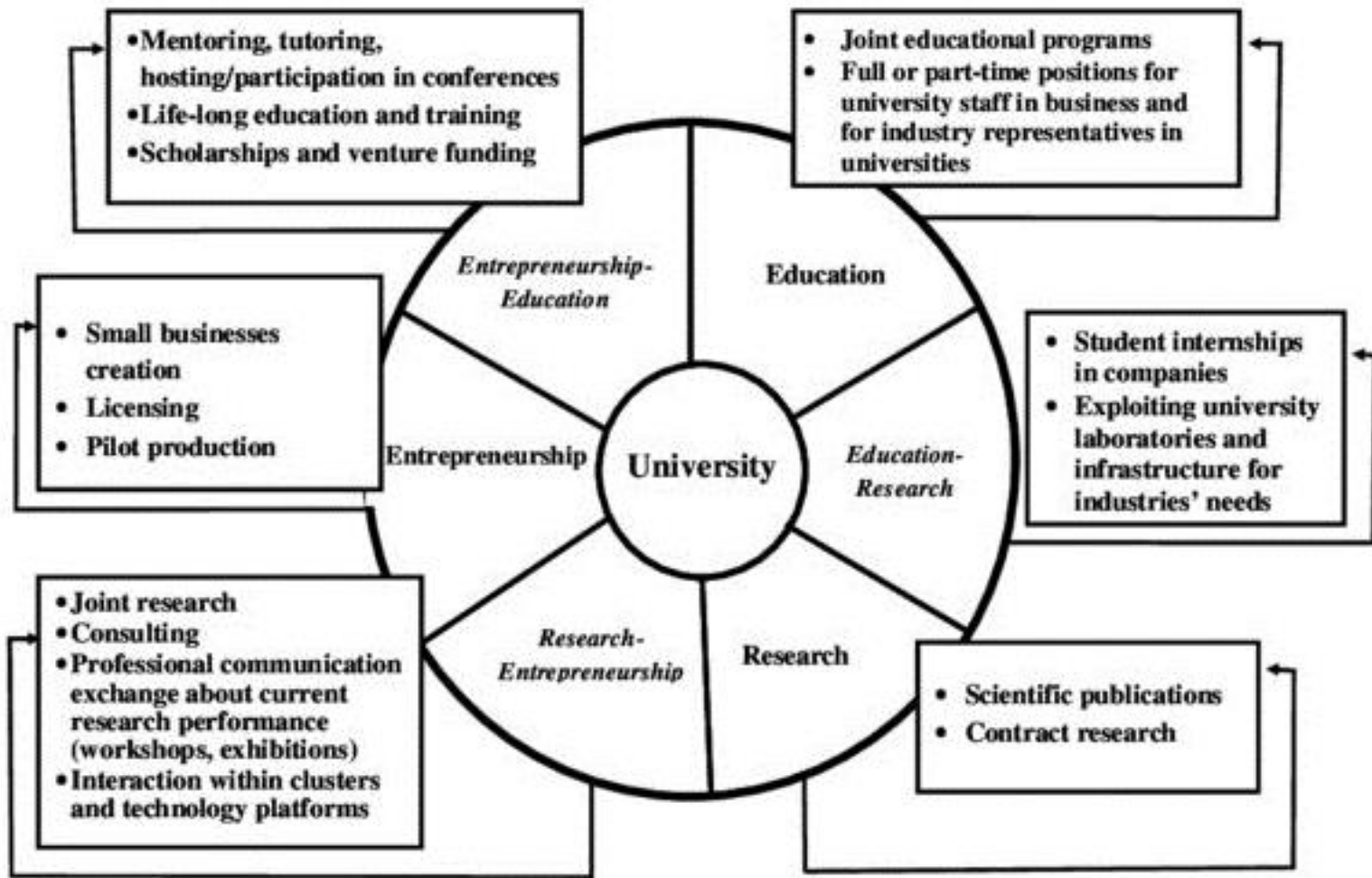
2016
National Start-up

- * **Nghị quyết số 35/NQ-CP về hỗ trợ và phát triển doanh nghiệp giai đoạn 2016 - 2020.**
(Resolution No. 35/NQ-CP on supporting and developing enterprises in the period of 2016-2020)
- * **Luật Hỗ trợ doanh nghiệp nhỏ và vừa (có hiệu lực từ 01/01/2018).**
(Law on Small and Medium Enterprises Support (valid from 01/01/2018))
- * **Quyết định số 844/QĐ-TTg ngày 18/05/2016 về việc phê duyệt Đề án “Hỗ trợ hệ sinh thái khởi nghiệp đổi mới sáng tạo quốc gia đến năm 2025”.**
(Decision No. 844 / QĐ-TTg dated May 18, 2016 approving the scheme "Supporting the national ecosystem of entrepreneurship and innovation to 2025").
- * **Quyết định số 171/QĐ-BKHCN ngày 07/02/2017 của Bộ Khoa học và Công nghệ phê duyệt danh mục nhiệm vụ đặt hàng thuộc Đề án 844.**
(Decision No. 171/QĐ-BKHCN dated February 7, 2017 of the Ministry of Science and Technology approving the list of ordered tasks under Project 844).
- * **Quyết định số 1665/QĐ-TTg ngày 30/10/2017 của Thủ tướng Chính phủ phê duyệt Đề án “Hỗ trợ học sinh, sinh viên khởi nghiệp đến năm 2025”.**
(Decision No. 1665/QĐ-TTg dated October 30, 2017 of the Prime Minister approving the Project "Supporting students to start their businesses to 2025").
- * **Quyết định số 939/QĐ-TTg ngày 30/06/2017 của Thủ tướng Chính phủ phê duyệt Đề án “Hỗ trợ phụ nữ khởi nghiệp giai đoạn 2017 - 2025”.**
(Decision No. 939/QĐ-TTg dated June 30, 2017 of the Prime Minister approving the Project "Supporting women to start their businesses in the period of 2017 - 2025").

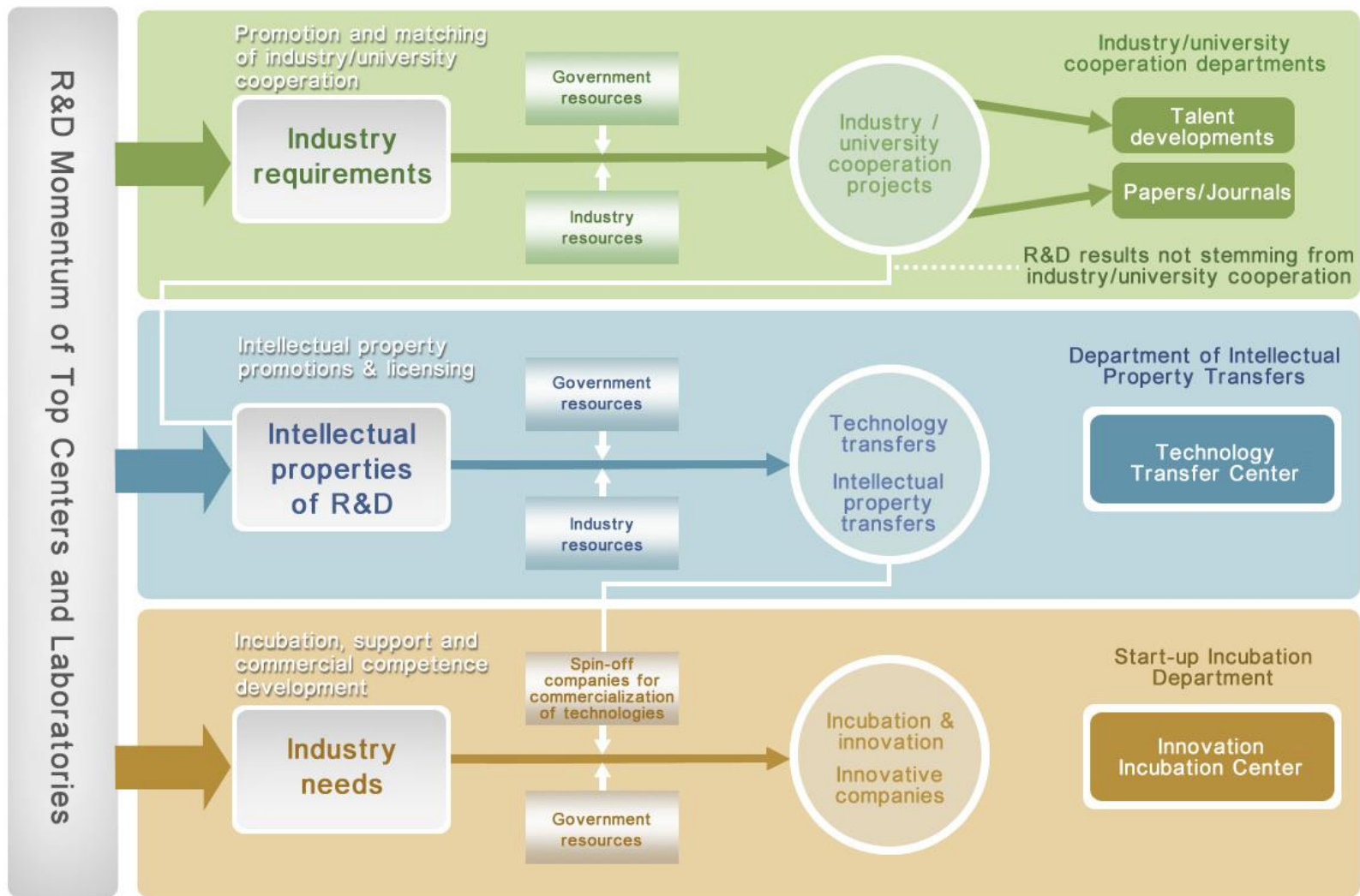
3. Preference models of University - Business cooperation in other countries



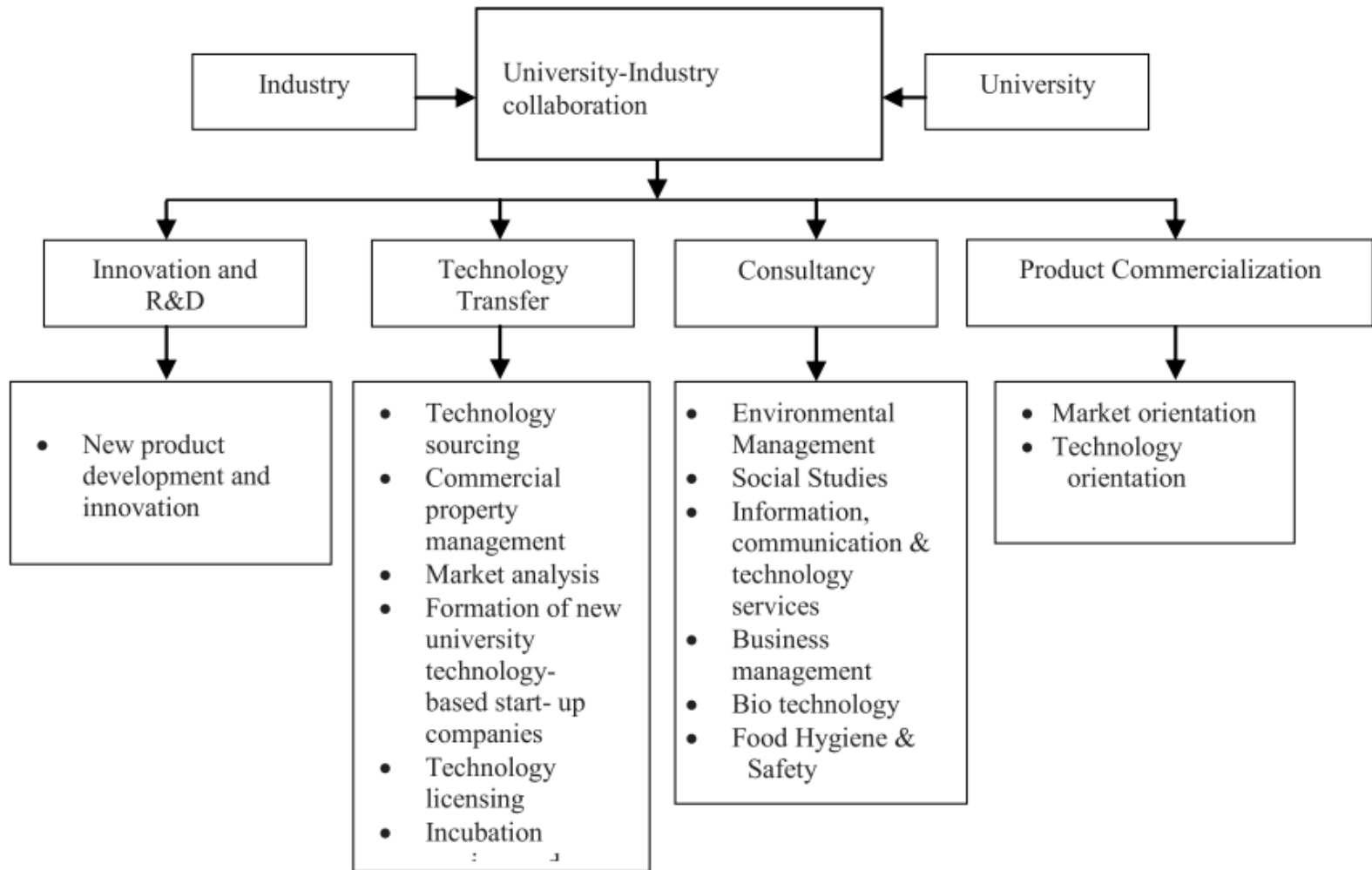
A simple model for increasing the understanding of European University - Business Cooperation



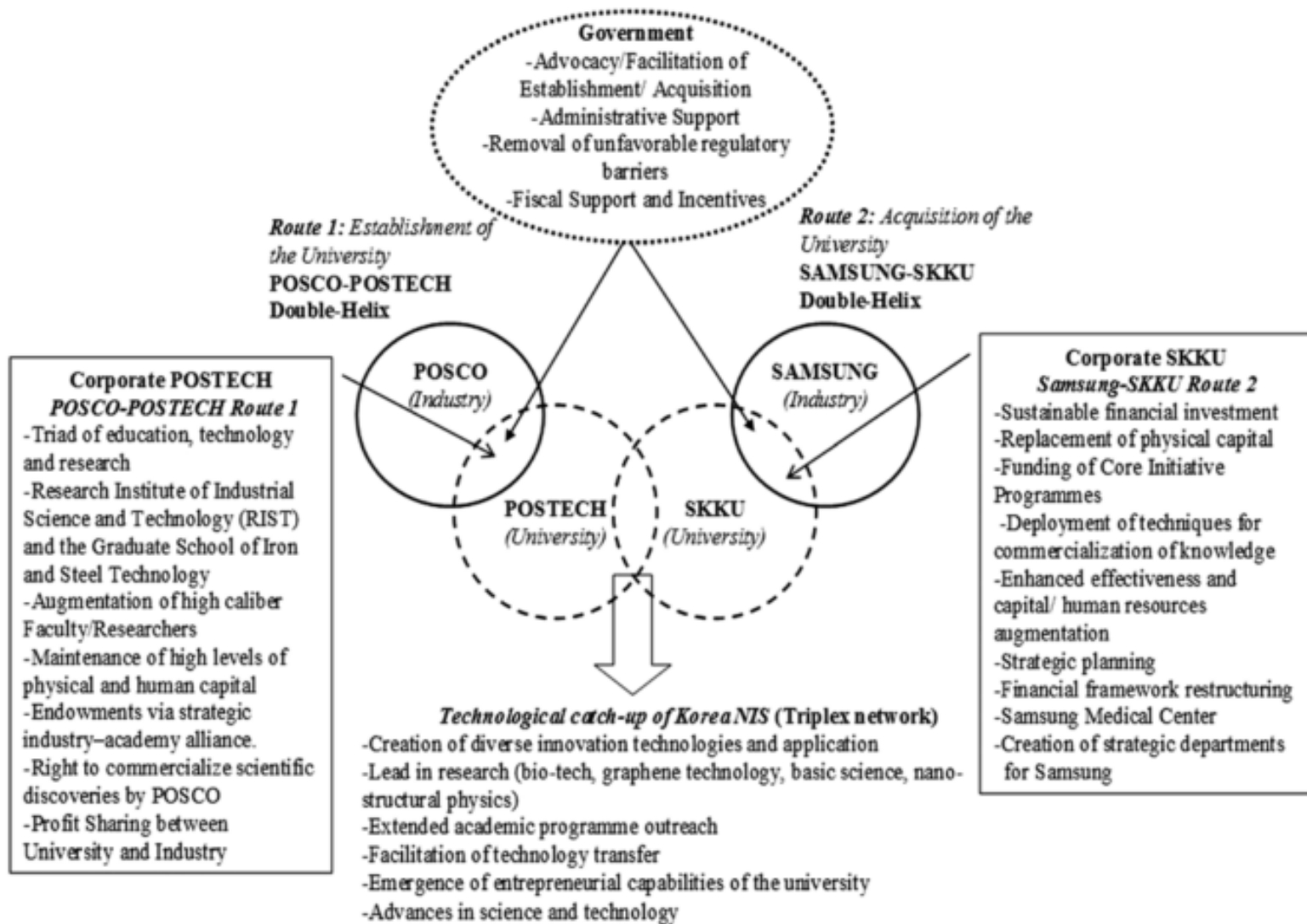
Model for University - Industry Cooperation in Russia



Model for University - Industry Cooperation at National Sun Yat-sen University, Taiwan



Model for University - Industry Cooperation at University of Kebangsaan Malaysia (UKM), Malaysia



Model for University - Industry Cooperation in South Korea

South Korean Universities lead way on Industry collaboration.

4. Practical models of University - Business cooperation in Vietnam

Collaboration in R&D

Mobility of academics

Mobility of students

Commercialisation of R&D results

Curriculum development and delivery

Lifelong learning

2019

235

Universities

~600.000

Enterprises

~ 78%

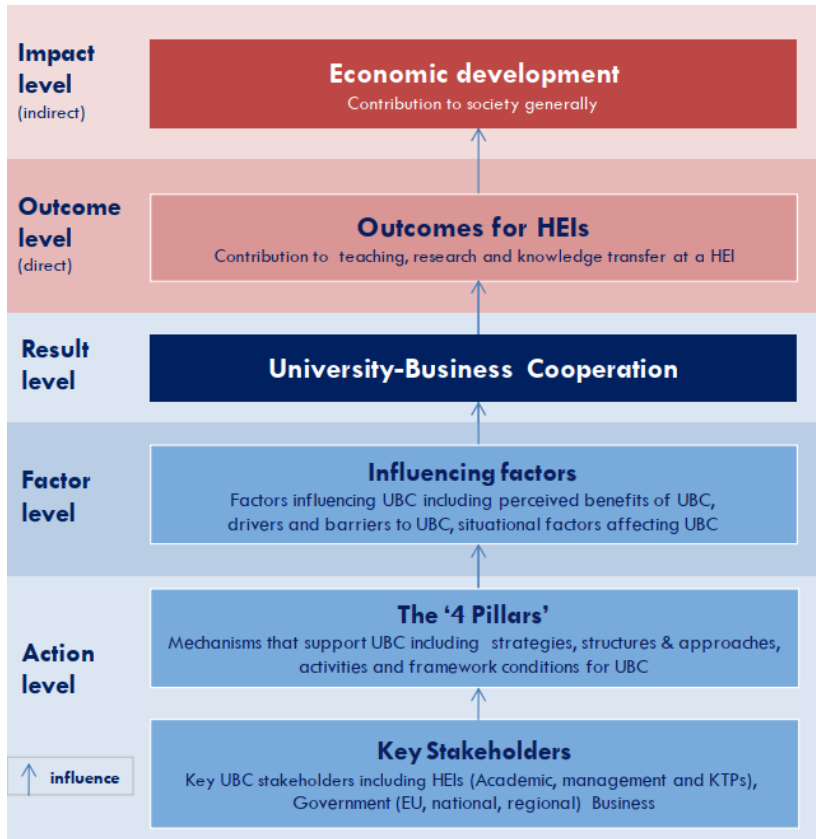
UB Cooperation

- Vietnam National University of Hanoi
- Hanoi University of Industry
- Thang Long University
- Thai Nguyen University
-

- Hue University
- Vinh University
- Quang Binh University
- Danang University
- Duy Tan University
-

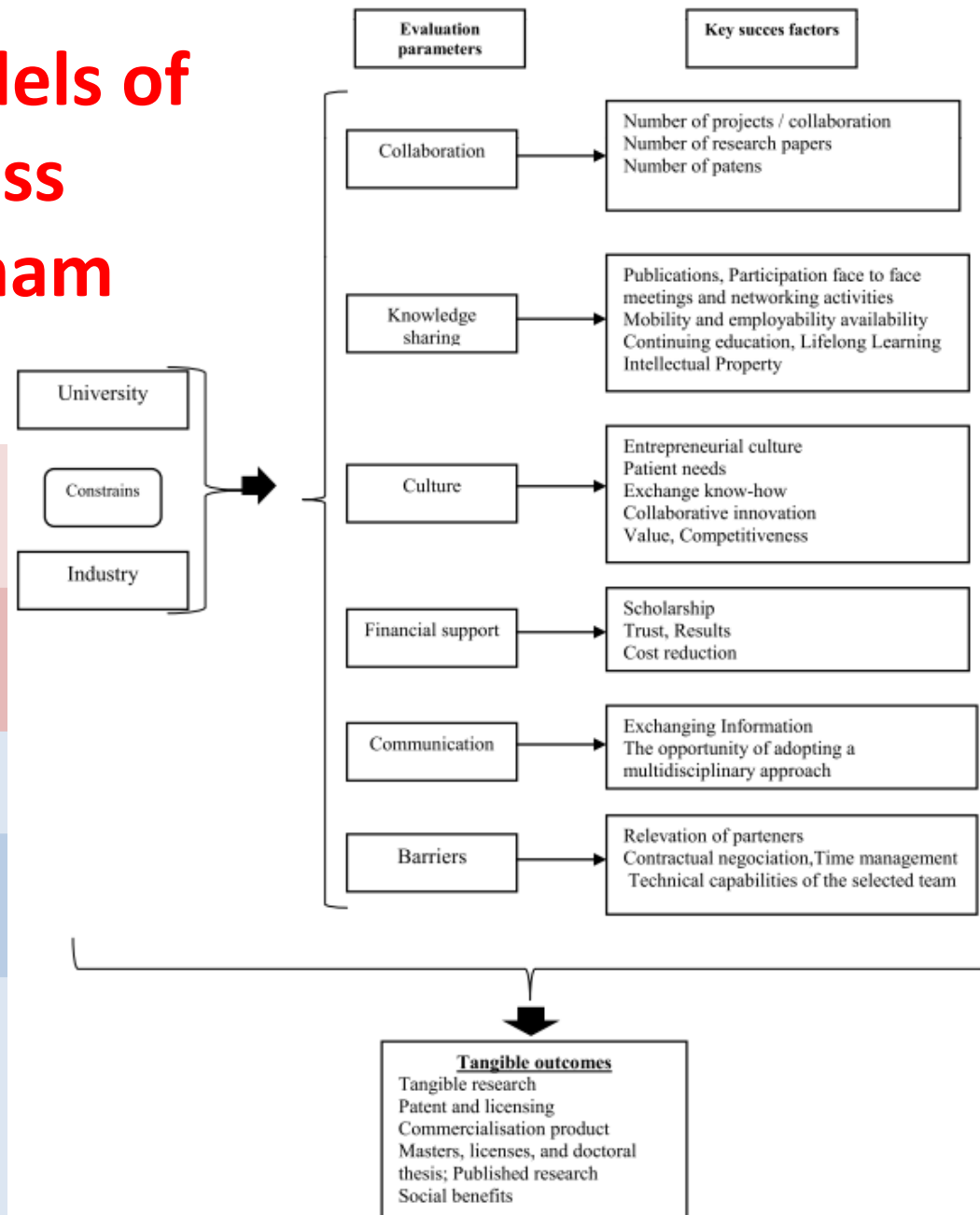
- Vietnam National University of HCMC
- Ho Chi Minh City University of Technology (HUTECH)
- HCMC University of Industry
-

5. Assessment for models of University - Business cooperation in Vietnam



UBC Ecosystem

Created during the Project by Davey & Galan-Muros, 2011



Model assessment

presented by Larisa , Bianca & Anca 2016

Action level

* In Vietnam, Universities have:

actively established: *+ business cooperation centers; and*
 + career development centers

for students to implement collaborations with Businesses for the purpose of creating jobs for students.

* **connected** with Businesses for providing internship programs for students.

* **organized** for students to visit Businesses.

* **innovated** in the direction of bringing start-up modules into training programs.

* **surveyed** information on employers' skill demands and transformed these into outcome standards of the training program.



What is the current situation of UBC models in the action level?

Based on surveys and assessments, it can be realized that the role of stakeholders in Vietnam UBC models is still fuzzy.

+ ***On the universities***, the role of lecturers and researchers is limited to personal relationships with businesses.

For university leaders, they do not have a clear strategy for connecting with the businesses comprehensively.

Currently, universities are making efforts to cooperate with businesses for receiving support from businesses.

+ ***On the businesses***, they are also not interested in cooperating with universities when they have not realized the effectiveness of the cooperation except that universities have the ability to train short-term courses for their staff.



Factor level

The status of university and business cooperation in Vietnam shows that:

- * **the awareness** of the interests of stakeholders has been ambiguous, not really a vital element of the parties,
- * **the motivation** has not considered yet systematically to promote the development of a sustainable relationship.

The factors that interfere with cooperation include barriers to:

- + awareness and initiation;
- + using research results; funding and resource allocation; and relationships.



Result level

In Vietnam, most cooperation between university and business is to:

- + **implement and develop** training programs,
- + **foster** lifelong learning through short-term training courses between universities and businesses,
- + **increase** ability of students to participate in part-time jobs at businesses, and
- + **support** entrepreneurship activities.



Outcome level

Although, there are many models of University - Business cooperation in training, development and implementation of training programs, **there is no clear evidence of this cooperation to help for reducing the unemployment rate of graduates.**

The outcome of cooperation as new knowledge, promoting production is not significant in Vietnam.

It is due to the form of cooperation in research and development, technology transfer, and commercialization of research products that **have not been developed strongly** in Vietnam.



Impact level



* Student:

It can be realized that students are the most beneficiaries of university-business cooperation in Vietnam.

* University:

After students, universities are the second beneficiaries when businesses participate in supporting teaching and research tasks for universities. This also contributes to increasing the reputation of universities.

* Business:

Businesses are also beneficiaries of training for their employees or indirectly benefiting from high quality graduates.

Summary of results by beneficiaries

Beneficiaries	Student	University	Business
Results	Internships	Students	Hires
	Research projects	Finances	Expertise of sponsored chairs
	Theses	Equipment	Knowledge of employees
	Jobs	Research projects	Reputation
		Reputation	

6. Role of international relations and cooperations



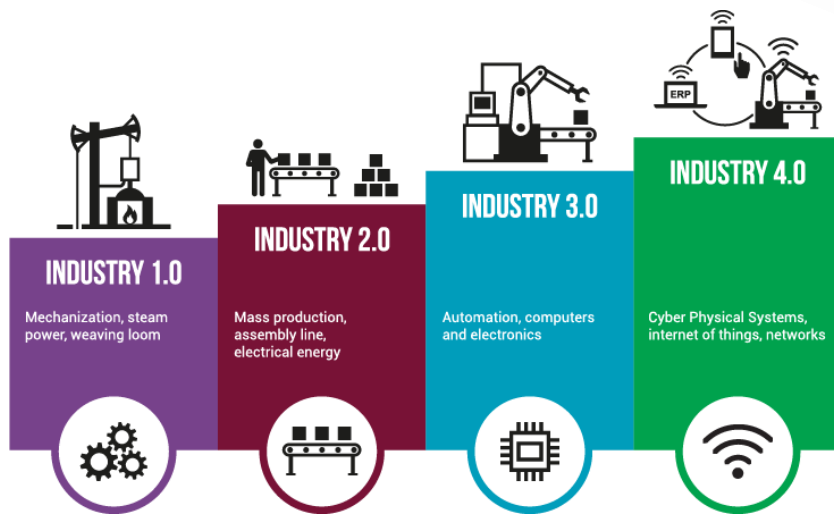
To share:

- **Models** of University - Business Cooperation;
- **Policies** to increase University - Business Cooperation;
- **Experience** how to apply models to foster University - Business Cooperation;
- **Experience** how to propagandize for UBC to Universities, Businesses,...

To save:

- Time
- Cost

7. Recommendation for university to improve UBC and prepare competence for Industry 4.0.



Industrial revolution



Highlighted areas in Industry 4.0

*** Students are required to:**

- + **Prepare** ability to apply scientific and technological advances into practice;
- + **Learn and improve** foreign language skills in the "multi-national" trend;
- + **Learn and improve** soft skills including communication; team-working; partner selection; time management; presentation;...
- + **Prepare** work experience.

*** Lecturers are required to:**

- + **Develop** training programs;
- + **Research** science;
- + **Develop** technology.

*** Enterprises face negative challenges and impacts such as:**

- + **backwardness** of technology,
- + **decline** of production and business,
- + **excess** of unskilled and low-skilled workers



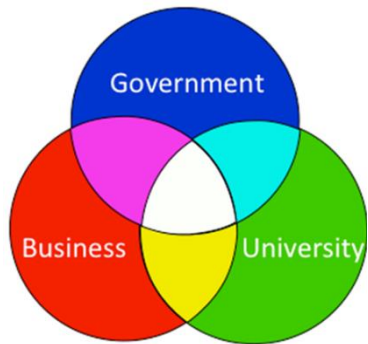
*** Society faces instabilities due to:**

- + rising unemployment,
- + others relating to a gap between unskilled and low-skilled workers

* Recommendation

Based on the analysis and model of UBC ecosystem proposed by Davey and Galan-Muros, the following issues need to be considered to foster the UBC in Vietnam.

+ Stakeholders of **Government**, **Universities** and **Businesses** should actively participate in fostering a comprehensive cooperation process.

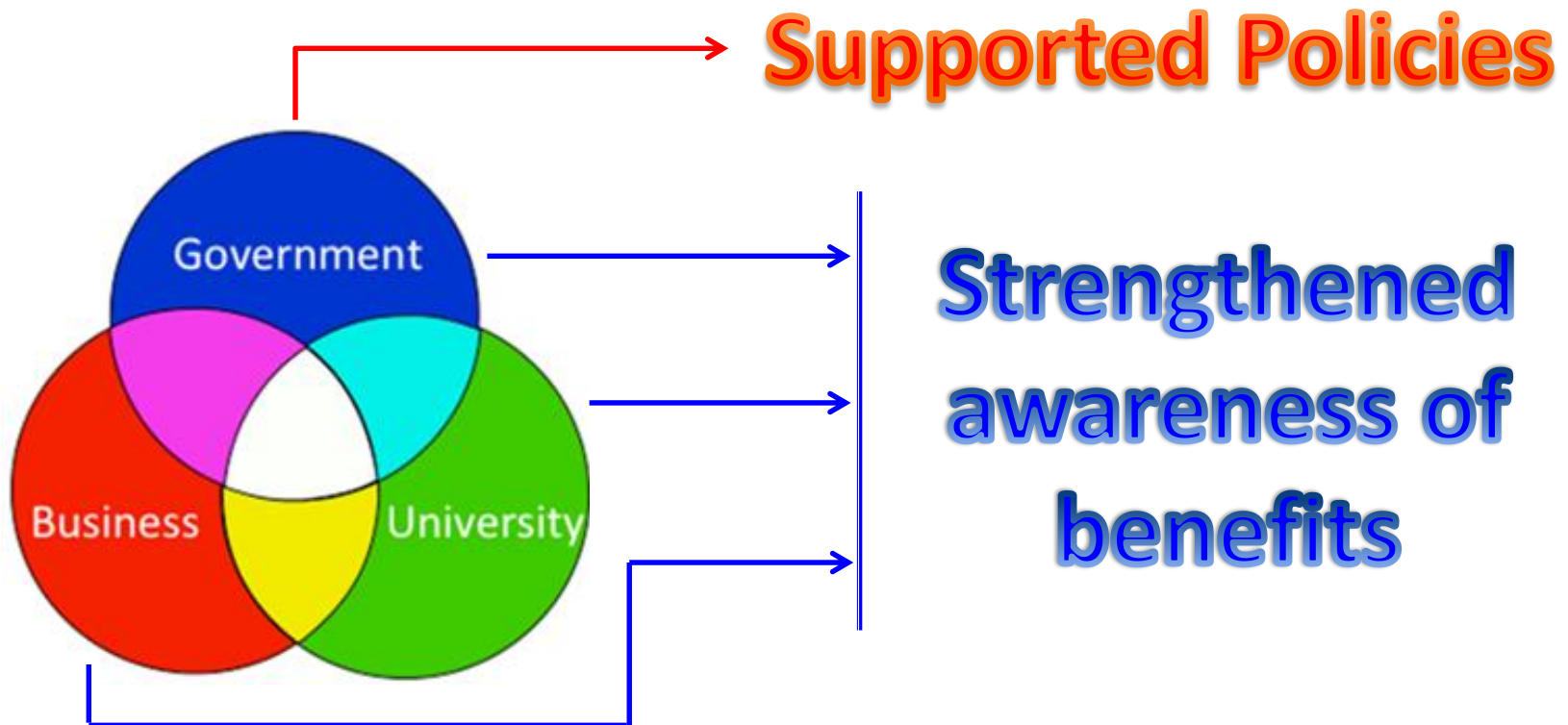


The triple helix (Government – University – Business)
Etzkowitz (1993)

+ Have more effort to improve policies to support cooperation.

+ **Strengthen awareness of benefits** (especially for businesses and lecturers in cooperation to increase their collaborative participation level, two subjects seem to be least benefiting from the current cooperation situation in Vietnam).

+ **Increase cooperation in research and knowledge transfer** (are two forms that need to be improved urgently, as well as can be increased by expanding existing relationships with businesses).



Thank you very much
for your attention!



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