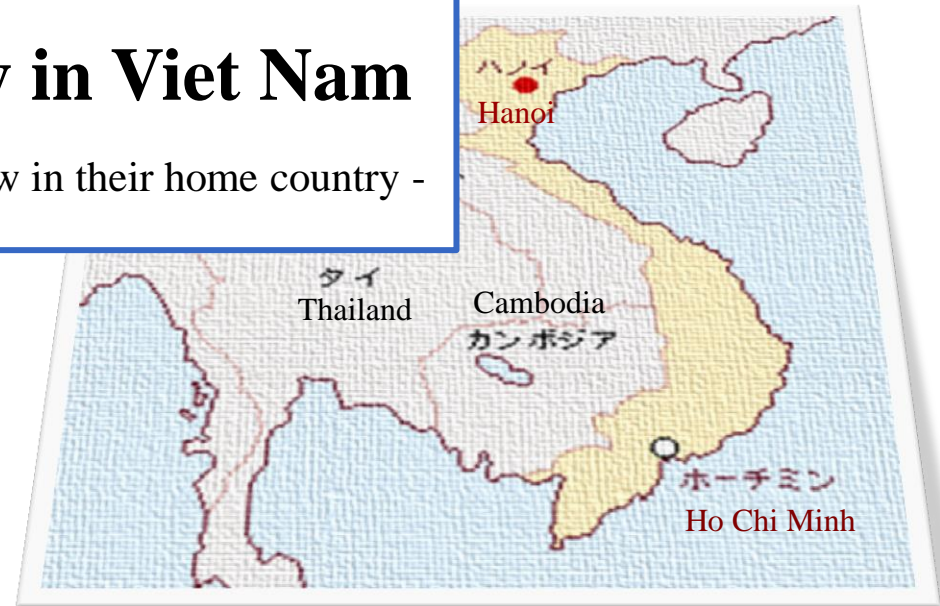




Report of Field Survey in Viet Nam

- Follow-up of JICA/KITA participants now in their home country -



Period of survey: From March 27 to April 5, 2013

Persons in charge: Dr. Masakatsu Ueno, Vice President of KITA

Mr. Tadashi Miyamoto, Course Leader of KITA

1. Socialist Republic of Viet Nam

Logo



2013 is the 40th anniversary of the establishment of diplomatic relations between Japan and Viet Nam.



- 1) Major industries
 - Agriculture, forestry and fisheries, mining industry, light industry
- 2) GDP (2011)
 - About 122.7 billion U.S. dollars
- 3) GDP per capita (Provisional figure as of 2011)
 - 1,374 U.S. dollars
- 4) Economic growth rate (2011, IMF)
 - 5.9%
- 5) Inflation (2011)
 - 18.6%
- 6) Currency
 - Dong
- 7) Dong to dollar exchange rate
 - 20,800 dong (December 2011)

8) Economic outlook

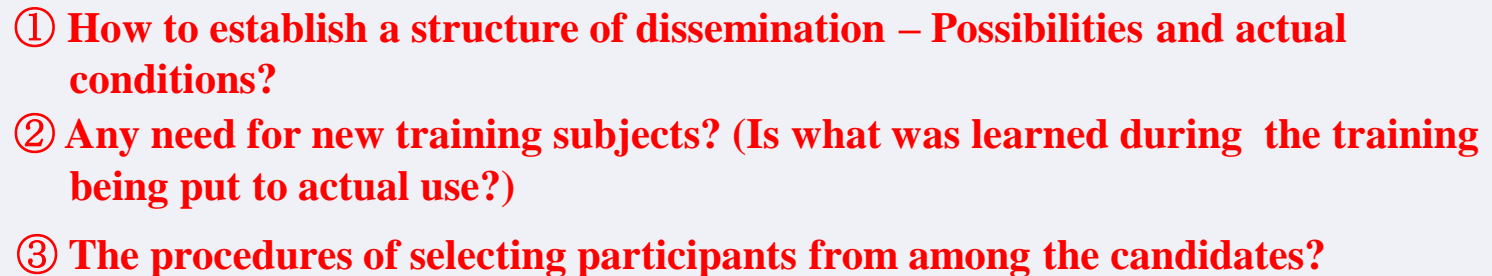
The average economic growth rate between 2000 and 2010 was 7.26%, indicating the achievement of high growth. 6.8% growth was achieved in 2010, surpassing the initially targeted 6.5%. Economic growth in 2011 was 5.9%.

2. Purpose of the Survey

2-1. Background

“Supporting Industries Promotion Project”, on which the training course ‘Practical Corporate Management for Productivity Improvement for Viet Nam’ is based, will end in the next fiscal year. After the training course has ended, the formation of a structure to conduct and disseminate “practical training” on site is deemed essential.



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- ① **How to establish a structure of dissemination – Possibilities and actual conditions?**
 - ② **Any need for new training subjects? (Is what was learned during the training being put to actual use?)**
 - ③ **The procedures of selecting participants from among the candidates?**



*A visit to the site and survey of
the actual conditions*

3. Schedule of the Visit and the Companies Visited

3-1. Schedule of the visit

- ① **Ho Chi Minh: From March 28 to March 30**
- ② **Hanoi : From April 1 to April 4**

3-2. Places visited

① **Ho Chi Minh**

- 5 factories where the last year's graduates are working
- The office for senior volunteers
- Other

② **Hanoi**

- 2 companies visited the previous year
- 5 factories where the last year's graduates are working
- The JICA Hanoi office and the office for senior volunteers
- Other



4. Results of the visit

4-1. The structure of dissemination

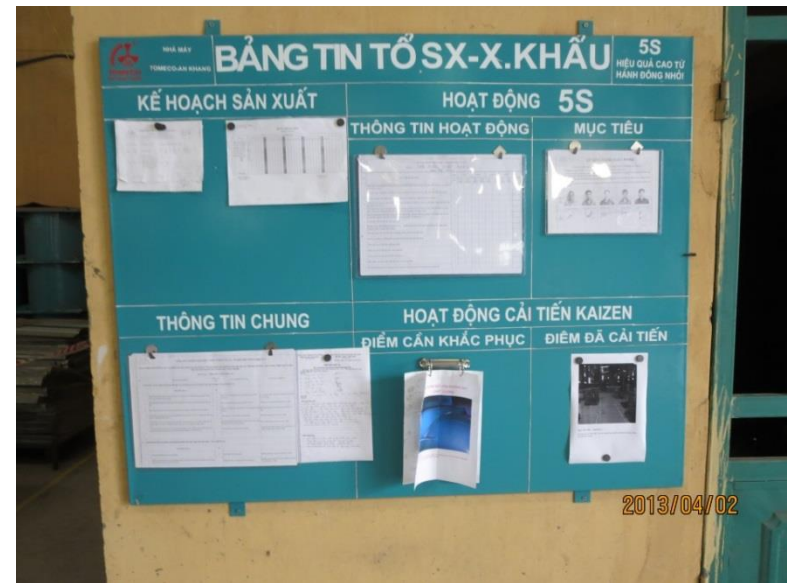
- Although there are institutions such as schools, quality control societies, quality control centers, vocational training schools and Vietnam-Japan Human Resources Cooperation Center, the education carried out in such places is too theoretical or systematic, lacking “practical training”. On the other hand, the need for practically useful training has come to be recognized.



Scenes during conferences at the visited companies

4-2. Need for new training courses

- All the 10 companies visited are making good use of what was learned during training, starting with the “5S”. Compliance with the rules of workplaces has made such progress that the challenge is now focused on quality improvement and the cultivation of new customers. **The participants so far have consisted of mostly executive-level employees, however, opinions were presented frequently that they wanted their subordinates to receive specialist education even on a paid-for basis.**



Noticeboards concerning 5S and other activities were seen frequently in the visited companies.

4-3. Selection of participants

- Senior volunteers will stay there until next year, so they will select and dispatch from among the company employees they are training persons who are deemed capable of coping with the training in Japan (persons who will proactively carry out dissemination activities) and who qualify for it.



Scenes at manufacturing factories

5. Impressions

5-1. Viet Nam is growing but facing very difficult circumstances

Two years ago I encountered blackouts even in Hanoi, but when I asked about it this time I was told that they seldom happen now. There are rows of high-rise buildings and transportation systems are being developed. (Development of Haiphong Port is in progress. The railroad has yet to be developed.)

The most common loan terms are an annual interest rate of 15 to 18% on a 2-year repayment basis. Manufacturing industries include 200 thousand companies, most of them having been founded 10 years ago or later, with around 100 employees, and with annual sales within the range of 150 to 200 million yen, which indicates that all these companies are engaged in friendly competition in a similar environment.



A row of high-rise buildings



A train between Hanoi and Ho Chi Minh

5-2. The participants now back in their home country are exercising their autonomy and doing work that is right on the mark.

Those working in Japanese-affiliated companies or in companies doing business with Japanese companies are well trained and capable.

Expertise and technology are within the reach, however, a need is recognized for disciplined organizational operation, the perspectives and methodology of a wider range of management techniques, and the capability to draw up midterm business plans. **Training in Japan was strongly desired even on a fee-paying basis.**



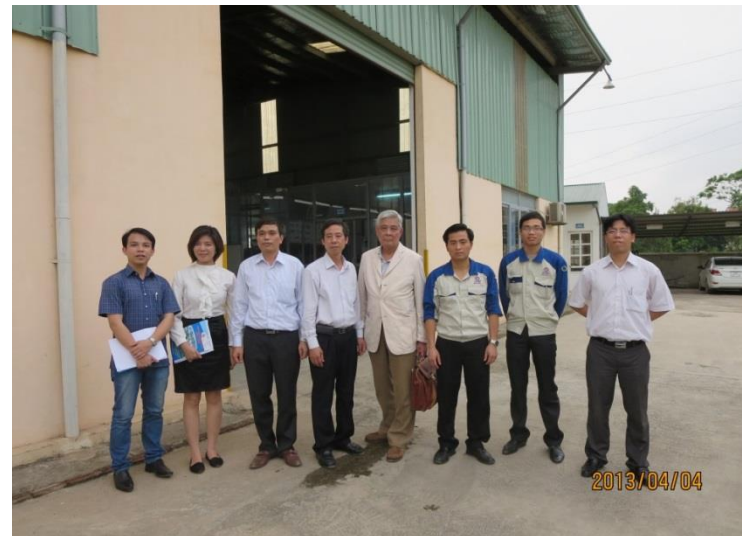
**Would definitely like this
to *BE DONE*.**

A noticeboard for delivery schedules
(Many names of Japanese companies were seen.)

5-3. Public agents taking one step forward

Apart from the discussions, the importance is recognized of the formulation of a long-term plan and practical and steady activities toward the realization of that plan. (Participation in TPP in 2015 and the establishment of an industrial nation by 2020 is becoming a real possibility.)

Lack of funding is so great that it prompts investment from overseas Chinese and Koreans.



With the staffers of the visited companies