THE HANDBOOK FOR CREDITED PROGRAMS
HOSTED BY
FACULTY OF INTERNATIONAL EDUCATION
FOREIGN TRADE UNIVERSITY – HANOI CAMPUS

Want to gain a unique & innovative learning experience with full credits just like in your country? Come to us. Try Vietnam.
**INTRODUCTION & OUR PARTNERSHIP**

Foreign Trade University, or FTU, is a state-owned university established in 1960, located in Hanoi, Vietnam. FTU is among the most well-known universities in Vietnam, covering a wide range of business courses among which are finance, management, and marketing. There are about 11,000 students currently studying at FTU.

The annual admissions test to the university is the most competitive in Vietnam. Students from FTU are recognized as being active and well-qualified. The university also has campuses in Ho Chi Minh City and Ha Long - Quang Ninh. It has both undergraduate and graduate programs for foreign students. These courses are taught in Vietnamese, English, and French.

**Faculty of International Education** of Foreign Trade University, or FoIE was established in 1st January 2009, with the aim to develop and manage Joint Training Programs at FTU.

Board partner network opens potential opportunities for the participants after their graduation. Until present, the Faculty has opened up to various joint training programs with many international partners:

**Canada**
- University of New Brunswick
- British Columbia Institute of Technology

**Australia**
- Griffith University
- Latrobe University
- Macquarie University
- University of South Australia

**Denmark**
- Niels Brock Copenhagen Business College

**Taiwan**
- Meiho University
- Nanhua University
- Ming Chuan University

**United States**
- Angelo State University
- BAU International University
- Portland State University
- Minot State University

**United Kingdom**
- University of Bedfordshire
- University of Sunderland
- University of the West of England
- Middlesex University

**New Zealand**
- Auckland University of Technology

**Singapore**
- TEG International College
It is our great pleasure to welcome you to Foreign Trade University, Vietnam.

Faculty of International Education’s mission is to deliver the most efficient education programs with the best facilities meeting international standards. All of the Faculty’s joint training programs are designed and renovated towards the latest educational movements of the world.

We hope this practical handbook will become a helpful guideline during your time here. The staffs of Faculty of International Education are always here to provide you necessary support that you may require and diminish any disruption you may have. If you are in need, please do not feel hesitate to ask for our assistance.

While engaging in our programs, you will receive not only learning opportunities inside the lecture theatre, but also gain exciting Vietnamese experiences while exploring the beautiful Vietnam.

“"The Faculty of International Education is home to a diverse group of students and faculty joined by their common interests in international standards of education environment. Our students receive programs with degrees granted by leading universities in developed countries. In the progress, students develop the necessary skills to handle challenges that they shall tackle upon their graduation when working in an international environment.

In the fast-paced and globally competitive world, integrity, hard work and ethical values have been chosen to be our cores. We encourage our students to take advantage of many resources that FTU provides.

We commit to offer students not only excellent programs with internationally recognized lecturers and scholars with expertise in Business, Finance and Economics but also a wide variety of social activities which build up their soft skills and flexibility to thrive in any economy. It is an exciting time to be part of us. Join us!”
The total fee of the program is AUD 1050/student which covers:

- Fee for studying the course Doing Business in Vietnam: AUD400/student
- Fee for exploring and travelling: AUD650/student

**PROGRAM: DOING BUSINESS IN VIETNAM**

**COURSE LENGTH:** 45 hours

*Teaching hours: 30 hours*

*Self-directed study: 15 hours*

**COURSE DESCRIPTION**

**Business Environment in Vietnam**

This course is designed to provide an overview of various aspects of doing business in Vietnam. The course defines globalization and international business. It also provides the overview the macro environment economies in Vietnam, including the economy and culture that affect business and management practices in the country. Such overview equips students with a firm basis to be able to analyze the key environmental factors that affect how business is conducted in the economy.

**Understanding Vietnamese Business Culture**

This course offers an overview of culture and management practices of doing business in Vietnam. If your business has a presence or you plan on expanding your business to Vietnam market, your innate understanding of the Vietnamese business culture is a competitive advantage that can often help you to close the deal and build a lasting relationship with your business partners. The course provides the essential cultural understanding to equip you to better communicate with your Vietnamese counterparts and establish your business footprint in the country.

**Laws and Politics' Impact on doing Business in Vietnam**

Governments establish many regulations and policies that guide businesses. Different policies may influence business indirectly. Businesses need to be flexible enough to respond to changing rules and policies. This is true not only at the national level but more locally as well, as states and municipalities have their own sets of rules. Indeed, there are also international treaties that can influence the way companies do business. The course provides the legal framework to start your business or cooperate with Vietnamese companies.
COMPANY VISITS

☑ Students will visit 03 companies in Vietnam.
☑ Students gain a better idea of the nature and operation of different industries in Vietnam, ranging from retail, logistics, media, hotels, to architecture and telecommunications.
☑ Student increase their understandings in Vietnamese business environment and prepare students to think of their own career path.

PROGRAM SCHEDULE

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*Students need to complete at least 15 self-study hours during empty schedule.
**FTU Student Union’s members will support international students during their time in FTU.
CULTURE EXCHANGE

While exploring Vietnam, you will be accompanied and supported by the FTU students. This is the opportunity to exchange and learn about different cultures. Your journey in Vietnam will become much more amazing.

BENEFITS OF CULTURAL EXCHANGE FOR INTERNATIONAL STUDENTS

- Develop cross-cultural skills in a globalized world
- Experience new environment
- Diverse network of friends
- Discover a new country
- Explore stunning sceneries & great cuisine
EXPLORE SPOTS

Recognized as a site of natural World Heritage by UNESCO, Halong Bay is one of Mother Earth’s most amazing natural wonders. With 1,696 outstanding islands, caves and certainly more to discover in the emerald-blue water, Halong Bay always amazes visitors with enjoyable activities like kayaking, hiking, photography or tasting fresh local seafood.

Hanoi is the place where your journey begins. Discover its ancient beauty and proudly-preserved Vietnamese culture lying within the modern lifestyle in the capital of Vietnam. You will be surprised how dynamic a 1000-year-old city with antique pagodas, temples, and myths can be with energetic night-life in the Old-Quarter. Try being an Hanoian for once by sitting on Ta hien street with a glass of iced lemonade tea or driving motorbike while watching dawn in Western Lake.

Sapa - home of epic mountain landscapes, magnificent flourishing rice terraces, and unique stilt villages is a must-visit land. You will never forget the typical Sapa morning in the mist, the sunset where the sky is tinted with purple, Sapa special markets, and the taste of grilled food on the street.
Do you know that Vietnam is in the Top 20 Best countries in the World for food? Vietnamese food is considered one of the healthiest cuisines worldwide. Traditional Vietnamese cooking is well known for using fresh ingredients and the minimal use of dairy and oil. With the balance among fresh herbs, vegetable, meats, the taste and of Vietnamese food will linger in your heart.

Vietnam’s national dish a the country’s great staple is Pho, a noodle soup eaten primarily at breakfast. The basic bowl of pho consists of a light beef or chicken broth flavoured with ginger and coriander, to which are added broad, flat rice noodles, spring onions and slivers of chicken, pork or beef.

A Hanoi specialty, you’ll find Bun cha at food stalls and street kitchens across the city. Essentially a small hamburger, the pork patties are barbecued on an open charcoal brazier and served on a bed of cold rice noodles with assorted foliage and a slightly sweetish sauce.

This baguette sandwich - Banh mi - is so good it’s been imitated around the world. Bread is made with wheat and rice flour. This can be seen as a combination of sandwich and baguette. Thinly sliced carrots, pickles, cucumbers, liver pâte, mayonnaise and various meats are put into bread and covered by a little soy or fish sauce.

Seafood dishes are among the standouts of Vietnamese cuisine. Cha ca, reportedly devised in Hanoi, is perhaps the best known. It sees white fish sautéed in butter with dill and spring onions, then served with rice noodles and a scattering of peanuts.

These enormous, cheap and filling Vietnamese pancakes translate (Banh xeo means “sizzling pancake”) pancake contain shrimp, pork, bean sprouts and egg, which is then fried, wrapped in rice paper with greens and dunked in a spicy sauce before eaten.
**Hanoi Legacy Hotel**

Address: 108 Hang Bac, Old Quarter, Hoan Kiem, Hanoi, Vietnam
Telephone: +8424.39352662/+8424.39290702
Website: http://www.hanoilegacyhotel.com/
Price range: $35 - $65 per day (breakfast included, free wifi)

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**Lucky Hotel**

Address: 12 Hang Trong Street, Hoan Kiem District, Hanoi, Vietnam
Telephone: +8424.38251029
Price range: $35 - $55 per day (breakfast included, free wifi)

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**House rental**

https://www.airbnb.com/
http://hanoihousing.vn/
http://www.vietlonghousing.com/
http://westlakehousing.vn/
Price range: varied with $115/room minimum

**All recommended accommodation are located in the Old Quarter area or in the centre of Hanoi in order to help you gain better experience in exploring around as well as convenience in transportation.**