

CHAPTER 4 PROJECT EVALUATION AND RECOMMENDATION

4-1 Project Effect

Direct benefit generated by the implementation of the Project will be (1) as a result of execution of the Project-type Technical Cooperation Scheme, operational and administrative readiness will be established following the setting up of the Project's organization structure and engagement of staff and personnel, (2) and also operation of the Project will be put on a financially sound track by proven training programs, training curricula and proper training tuitions, complying with the national policy, meeting the market demand and technical level of the trainees, (3) through various seminars and training courses, 810 trainees in total will finish various training every year, 120 through business seminars, 450 through computer course and 24 through Japanese language course.

Indirect benefit on the other hand will include contributions by these graduate-trainees in (1) business management on international standards in business community around Hanoi, especially those engaged in foreign trade, joint venture companies, foreign companies and mid-to-large local enterprises, in (2) policy planning and drafting, management improvement and upgrading service qualities in line with the government's modernization policy at central or regional government offices or at state companies, (3) particularly by computer experts in modernization of business management, production system improvement and quality improvement at factories, leading to activation of foreign trade and modernization of industries, (4) particularly by acquisitioners of high level proficiency of Japanese language in accelerating technology transfer by expanding opportunity for overseas study students to Japan and job training at Japanese companies, while acting as lubricant to promote foreign investment particularly from Japan, and (5) particularly through the information services and cultural exchange, in promoting friendly relationship between Vietnam and Japan by advancing mutual understanding and reinforcing human relations.

4-2 Recommendations

As far as the demand for good quality business seminars is concerned, high interest by various companies and government agencies has been confirmed by extensive questionnaires conducted by the Preliminary Survey Mission for Project-type Technical Cooperation. Therefore, the Project can readily be justifiable in the demand aspect for the business seminars. As regards the computer and Japanese language training courses, there will be no conflict with

private businesses in similar purpose in town as the Project aims at a higher level against the basic level taught at the private businesses. Major reason for non-existence of high-level school in these fields is said to be attributable to shortage of instructors who are capable of this level. The Project having proficient instructors will no doubt draw many trainees.

The success of the Project may hinge on the way the Project is managed after it has been transferred to the hands of the Vietnamese side from the Project-type Technical Cooperation during which interesting and quality seminars and training will be conducted by expatriate experts. The point is how the required quality lecturers and instructors are secured by the Project to hold seminars and training courses to attract constant number of prospective trainees to maintain self-sufficient operation of the Project. FTU has long cultivated and in fact proud of the wide personal connections and human resources network formed by its alumni in business communities, state companies and government agencies all over the country.

It is recommended that FTU will exert utmost effort to recruit good lecturers and instructors utilizing the said human network and prestige.

The Vietnamese government's effort to grow human resources toward orientating its economy to market-based economy will take the first practical step at the Project and will be continued further into the future. It can be expected that not only the Japanese government's assistance but assistance by other foreign countries or international aid organizations be extended in this field, increasing the number of similar institutions across the country. It must then become very important for all these institutions to exert concerted effort to achieve the national target efficiently as a whole. The Project will certainly be expected to take leadership in these circumstances.

The Project in this sense is recommended to engage itself actively in public relations activities paying constant attention to the business trend as well as making efforts in information exchange, collaboration and cooperation with the others.