

INTERNATIONAL COOPERATION IN CHINESE LANGUAGE TRAINING AT HANOI PEDAGOGICAL UNIVERSITY 2

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Abstract: *The link and international cooperation in Chinese language training at Hanoi Pedagogical University 2 with partner units is not a one-sided support from one side to the other, but rather an objective necessity for mutual existence and sustainable development, as this process brings benefits to both the partner units, the school, and the learners. The article introduces the current state of international cooperation in Chinese language training at Hanoi Pedagogical University 2, evaluates the benefits this cooperation model brings to the school and the partner units, and outlines the requirements and tasks for achieving high effectiveness in international cooperation.*

Keywords: *higher education training, training cooperation, international cooperation, schools and enterprises*

1. INTRODUCTION

International cooperation plays an important role in the development of universities today, especially in the context of globalization. International cooperation is seen as a gateway for the international community to recognize, collaborate, and develop alongside higher education institutions, contributing to the improvement of educational programs, the introduction of new training programs to meet the needs of Vietnamese and international students, the enhancement of facilities for learners, and investment in human resources. This leads to comprehensive changes for educational institutions, improving the quality of training and research, and expanding opportunities for cultural exchange and knowledge sharing with international partners.

Moreover, through topics, projects, and programs of collaboration and cooperation among parties in international cooperation programs, other areas of higher education institutions will also experience positive changes. This will bring benefits in terms of brand, reputation, training quality affirmation, the quality of human resources, and the alignment of the policies and guidelines of Hanoi Pedagogical University 2 with international standards, as well as the Party's policies on international cooperation in higher education and training, enhancing the position of Hanoi Pedagogical University 2 in the national, regional, and global education system.

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At the same time, international cooperation is a condition for promoting and seeking opportunities for lecturers, learners, and the school to enhance the effectiveness of scientific research, training, and foreign language proficiency, expand the cooperation network, meet the requirements of international integration, and contribute to the country's socio-economic development.

Through the method of document research and surveys using questionnaires with 19 undergraduate students majoring in Chinese Language at Hanoi Pedagogical University 2, who have participated in exchange programs in Taiwan and China, we present the current status of international cooperation in Chinese language training at Hanoi Pedagogical University 2. We evaluate the benefits this cooperation model brings to the university, partner units, and students, and propose requirements and tasks to enhance the effectiveness of international cooperation.

2. RESEARCH CONTENT

2.1. Cooperation with companies and employers

Hanoi Pedagogical University 2 is located in a “prime” position, close to key industrial zones in Vinh Phuc such as: Binh Xuyen Industrial Zone, Ba Thien Industrial Zone, Thang Long 3 Industrial Zone, Khai Quang Industrial Zone (Vinh Phuc), Quang Minh Industrial Zone, Noi Bai Airport (Hanoi), Que Vo Industrial Zone, Yen Phong Industrial Zone (Bac Ninh)... with hundreds of large and small enterprises having a very high and continuous demand for trained Chinese-speaking human resources.

The partner companies and employers of Hanoi Pedagogical University 2 are diverse in industries and fields of operation such as: Hong Hai Science and Technology Group, CDL Precision Technology (Vietnam) Co., Ltd., Arcadyan Technology Vietnam Co., Ltd., Vinatop Group Joint Stock Company, Yingtong Vietnam Electronic Technology Co., Ltd...

The cooperation model between Hanoi Pedagogical University 2 and companies is reflected through the following aspects:

2.1.1. Students are given the opportunity to gain practical experience at companies

Not only do students undergo a three-month internship in their final year, but prior to that, in their third year, they also have the opportunity to engage in practical experiences at companies, visiting work areas to gain a better understanding of the culture and work environment of the company. From there, students grasp the standards in human

resource utilization, enabling them to self-assess their abilities and proactively improve their skills, thus obtaining a correct career orientation for the future.

2.1.2. Cooperation in organizing internships

Internships are a mandatory and essential part for students to gain experience before officially entering the workforce. Currently, Chinese Language major students start their internship period at the beginning of the second semester, around the end of December each year, and this lasts until the end of March the following year. Partner companies will interview and select students for suitable job positions. The collaboration in organizing this internship, along with the terms in the general agreement, will ensure the rights and interests of students, as well as the responsibilities and benefits for the enterprises and Hanoi Pedagogical University 2. Students intern at enterprises as actual employees and receive compensation; they also receive feedback on their internship performance.

2.1.3. Cooperation in recruitment and job introduction

The job fair is an annual event organized by Hanoi Pedagogical University 2. The program always attracts a large number of participating businesses, and it is also an opportunity for Hanoi Pedagogical University 2 to introduce their training products to Enterprises, while enterprises promote their image and connect with Hanoi Pedagogical University 2's labor resources.

2.1.4. Emphasizing the importance of talent training

Enterprises will base their scholarship rankings on the awareness, attitude, diligence, and academic performance of students (including academic performance in regular courses at school and any additional courses required by the enterprise, if applicable).

For students with certificates or qualifications that meet the English or Chinese language proficiency requirements, the company will provide attractive monthly support. The amount of support depends on the level of proficiency achieved by the student. This is also considered an incentive to attract talent to the company.

2.1.5. Enterprises participating in specialized teaching

Regarding this, students are introduced to major contents: Office informatics, modern workplace culture, corporate culture, etc. Through these teaching methods, students not only gain knowledge but also develop soft skills that help them become more dynamic, confident, and better at teamwork.

In addition, experts from businesses will participate in teaching or providing practical guidance at the school or the company, facilitating the reception of lecturers and management staff to the business for learning, sharing experiences, or discussing the discrepancies between the training program and actual requirements.

2.1.6. Lecturers teaching languages at companies

Based on the training needs and materials of the enterprise, Hanoi Pedagogical University 2 will assign instructors to teach Chinese to Vietnamese staff and employees, and to teach Vietnamese to Chinese experts at the enterprises.

Through this way of teaching language, the instructor has the opportunity to expand their vocabulary, experience the corporate culture environment, and pass it on to students.

2.1.7. Building a job information and recruitment network

Hanoi Pedagogical University 2 has been and is building an alumni network with nearly two thousand members. Talented alumni will share their experiences and work skills through talks, introduce job positions, and help students kickstart their careers.

When businesses, whether they are partners or not, have a need to accept interns, recruit personnel, etc., the communication team will update the website, fanpage, etc.

2.1.8. Comprehensive and long-term cooperation

Hanoi Pedagogical University 2 and businesses are committed to building a comprehensive and long-term relationship in receiving interns and recruitment, as well as in supporting student activities: Scientific research, sports, Chinese Language Day, scholarships for outstanding students, students from difficult backgrounds, competitions (Chinese character dictation, Chinese talent, Love books – Love life, students with startup ideas, etc.), teaching Chinese at businesses, teaching specialized topics on production when invited by the Faculty, and even training for faculty lecturers...

2.1.9. Cooperation in improving the quality of training

In the process of reviewing, editing, and updating the training program, Hanoi Pedagogical University 2 always emphasizes the role of stakeholders' opinions. The school always identifies that businesses are the direct employers, and the activities of compiling and updating training programs need the participation of businesses. Businesses can provide feedback to the school regarding their requirements for student graduation standards, as well as offer advice and support to the school in enhancing the quality of education and developing specialized study programs. From there, businesses and schools will be able to make appropriate adjustments and changes, leverage strengths, address limitations, and have a basis to develop training programs with output standards that can meet market demands.

2.1.10. Workshop to evaluate training and cooperation results

Annually, businesses and Hanoi Pedagogical University 2 will hold conferences, seminars, and discussions... to provide evaluations of the actual training and cooperation between both parties.

2.2. International cooperation between education and training facilities

2.2.1. Student exchange program

Student exchange is an academic or cultural exchange program between students majoring in Chinese Language at Hanoi Pedagogical University 2 and partner universities around the world. Students participating in the exchange program may have their credits recognized and converted depending on the compatibility of the academic program.

Every year, each semester, students majoring in Chinese Language at Hanoi Pedagogical University 2 have many opportunities to participate in exchange programs at partner universities in mainland China and Taiwan (China) for one semester to one academic year. Before 2020, students only had the opportunity to study abroad at Chinese language and culture school of Kunming. However, currently, Hanoi Pedagogical University 2, has expanded its cooperative relations to provide students with opportunities for exchange studies with many prestigious universities in China and worldwide, such as: Shaanxi Normal University, Guangzhou University of Commerce, Guangxi Normal University, Yunnan University of Nationalities, Chien Hsin University of Science and Technology, Ming Chuan University,... Since the 2023-2024 school year, 21 students have participated in the study exchange program abroad. Through this, hundreds of students majoring in Chinese Language at Hanoi Pedagogical University 2 have had the opportunity to study, interact, and experience the culture to enhance their motivation for learning Chinese.

In addition to learning the Chinese language, students participating in the exchange program also receive training in modern science and digital technology, such as:

Chien Hsin University of Science and Technology focuses long-term on three research fields: automation, telecommunications, and Internet technology. In addition to providing students with a solid foundation in basic theories. The faculties and departments in the school also combine experimental teaching and student internship training.

Chien Hsin University of Science and Technology: Computer Science and Information Engineering, International Business Management, Information Management, Electronic Engineering, Digital Multimedia Design...

Ming Chuan University: Information Technology Management, Information Management, Applied Artificial Intelligence, Computer Science and Information Engineering, Information and Telecommunication Engineering, Electronic Engineering, Semiconductor Applications...

Shaanxi Normal University: Electronic Information Science and Technology, Information Management and Information Systems, Software Engineering, Information and Computing Science, Computer Science and Technology...

Guangxi Normal University: Computer Engineering and Science, Information Systems and Management, Telecommunications Technology...

Studying at Hanoi Pedagogical University 2, students majoring in Chinese Language also participate in summer camps, winter camps, and short-term courses, both in-person and online, in Taiwan, China.

Hanoi Pedagogical University 2 not only organizes student exchanges with schools in Taiwan and China but also welcomes international students for study and cultural exchange.

Through these activities, international students and students from Hanoi Pedagogical University 2 have the opportunity to study, exchange, and learn about cultures between countries.

2.3. Benefits from the international cooperation model

As mentioned above, the international collaboration and partnership in Chinese language training at Hanoi Pedagogical University 2 with partner units benefit the partner units, the university, and the learners.

2.3.1. Cost savings

The teaching and training linkage model at Hanoi Pedagogical University 2, has been and continues to provide high-quality labor for businesses.

From the internship process of students, businesses have the time and basis to select capable and suitable students without incurring high recruitment costs.

Students also have access to advanced education with tuition fees equivalent to studying domestically.

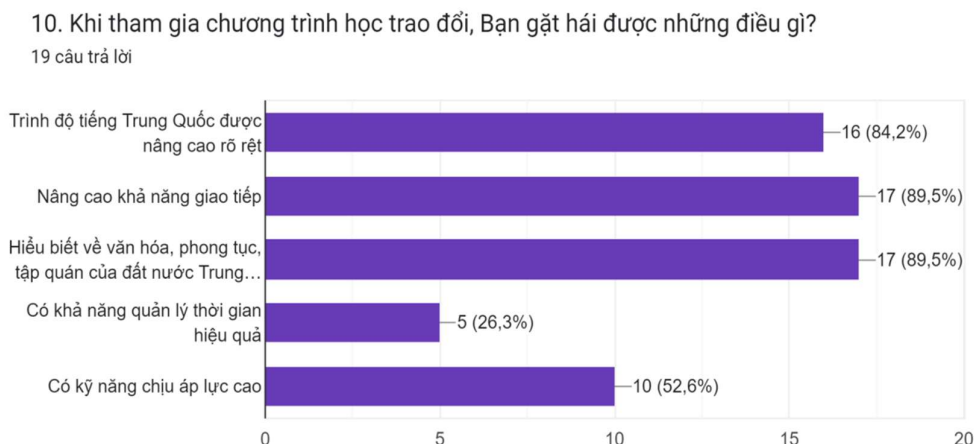
2.3.2. Building a reputation for training quality

First of all, Hanoi Pedagogical University 2 can access advanced training programs and teaching methods from partners. Through that, improve quality and meet the demand for human resources both domestically and internationally.

According to the survey results of 19 undergraduate students majoring in Chinese Language at Hanoi Pedagogical University 2, who have participated in exchange programs in Taiwan and China, what have you gained from participating in the exchange program? As a result, 16-17 out of 19 students (accounting for 84.2-89.5%) believe that

their Chinese language proficiency has significantly improved, enhancing their ability to communicate and understand the culture, customs, and practices of China.

Chart 1. Survey results of Chinese Language major undergraduate students who have participated in study abroad programs regarding the benefits gained from the program



That shows that when participating in the exchange program, students experience the local culture and the diverse cultural environment of different countries, thereby developing their intercultural understanding and communication skills, enhancing their foreign language proficiency, and receiving credit recognition and transfer when returning to the University.

Connecting with scientists and research organizations from various countries through international cooperation also creates opportunities for lecturers and researchers at Hanoi Pedagogical University 2 to collaborate on research or access promising funding sources for scientific research. Through this, it not only brings higher quality scientific and technological projects but also increases the ability to publish research results in international scientific journals, thereby enhancing the scientific stature of the School.

In addition, businesses will play a decisive role in establishing connections and implementing specific collaborative activities from those connections into practical operations. They will serve as information providers for schools to understand the labor market's needs and create conditions for students to practice “learning by doing” familiarize themselves with work, and apply the knowledge they have learned while still in school.

Especially, the role of businesses in stimulating the creativity of learners; when businesses are deeply involved in the training process, it will enhance the practicality of the training program, bringing learners closer to the job market.

Moreover, when students have practical opportunities, internships, and work as actual employees, it helps them accumulate work experience and connect theory with practice, thereby enhancing the quality of human resource training.

We conducted a survey to evaluate the capacity and qualities of students majoring in Chinese Language at Hanoi Pedagogical University 2 from 19 enterprises. The results are as follows:

Chart 2. Survey results of 19 enterprises evaluating the capacity and qualities of students majoring in Chinese Language, Hanoi National University of Education 2

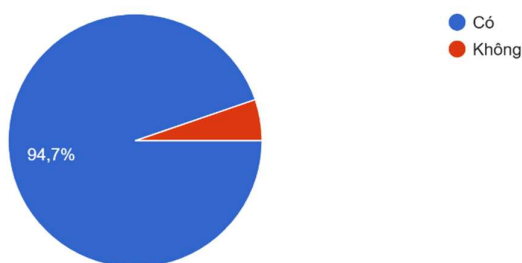
NO.	ABILITY TO BE ASSESSED SCORE	LEVEL	ANSWERS	PERCENTAGE
1	Professional skills, ability to use specialized language	3	3	16%
		4	9	47%
		5	8	42%
2	Presentation skills	3	3	16%
		4	10	53%
		5	6	32%
3	Teamwork skills	3	3	16%
		4	7	37%
		5	9	47%
4	Ability to self-study, self-research and develop personal expertise	3	4	21%
		4	4	21%
		5	11	58%
5	Capacity to build unit/company culture	3	4	21%
		4	6	32%
		5	9	47%
6	The ability to build collaborative relationships with leaders, colleagues, and stakeholders	3	3	16%
		4	6	32%
		5	10	53%
7	Coordination capacity within the unit to carry out tasks	3	3	16%
		4	6	32%
		5	10	53%

Students working at enterprises are highly valued for their ability to self-study, self-research, and develop personal expertise, with 11 out of 19 (accounting for 58%) businesses rating them a score of 5. Next is the ability to build collaborative relationships with leaders, colleagues, and stakeholders, as well as coordination capacity within the unit to carry out tasks, with 10 out of 19 businesses (accounting for 53%).

Thus, it can be seen that students majoring in Chinese Language at Hanoi University of Education 2 basically meet the needs of enterprises and society.

Chart 3. Survey results of 19 enterprises on the need to recruit students majoring in Chinese Language, Hanoi National University of Education 2

3. Đơn vị có nhu cầu tuyển dụng sinh viên của Khoa Tiếng Trung Quốc sau khi tốt nghiệp không?
19 câu trả lời



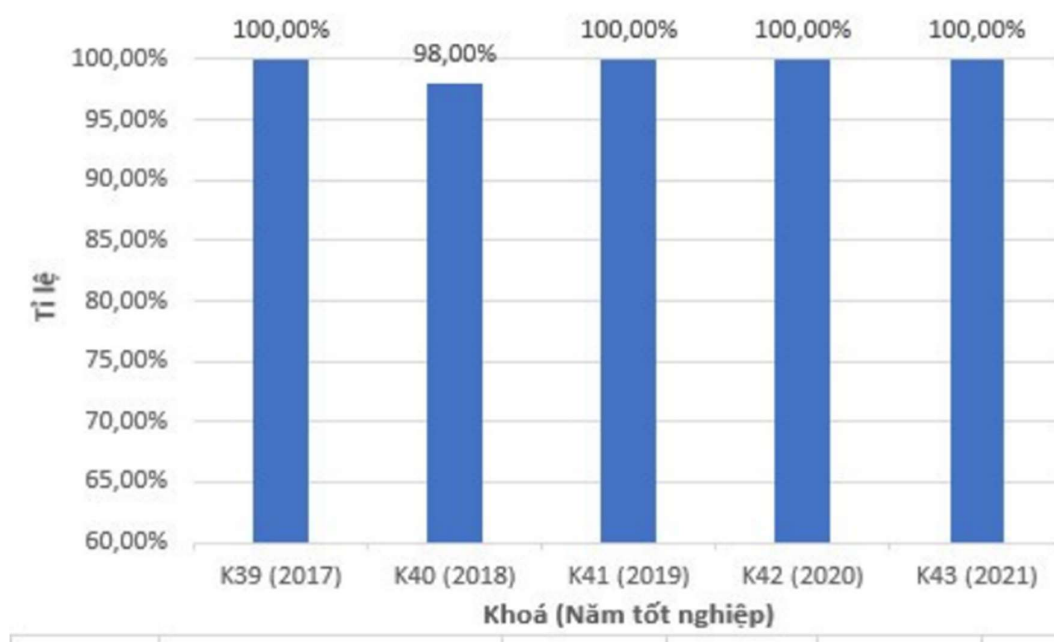
We also surveyed 19 businesses about the need to recruit students majoring in Chinese Language, Hanoi National University of Education 2. Results: 18/19 (94.7%) businesses have the need to accept students to work. This confirms that the quality of Chinese language training at Hanoi National University of Education 2 has met the needs of society.

2.3.3. High job opportunities

The benefit for students is being trained in line with market demands, helping them improve job opportunities, enhance skills to meet the latest innovations of the digital age, and expand opportunities for social participation and integration.

The combination of school education and internships at enterprises has been and is opening up significant job opportunities for students after graduation. Chinese Language major, Hanoi Pedagogical University 2 with over 98%. This is an affirmation of the school's training quality.

Chart 4. Statistics on the employment rate of Chinese Language major graduates one year after graduation



Students majoring in Chinese Language at Hanoi Pedagogical University 2 can work as Chinese translators and interpreters in economic, diplomatic, educational, tourism, and media agencies, among others; hold various positions in travel service businesses, airports; transportation and tourism advertising companies that use Chinese; have opportunities to work in large Chinese enterprises and in countries and regions that use Chinese; be able to work in travel agencies and companies both domestically and internationally that specialize in organizing tours for Chinese tourists visiting Vietnam and vice versa; take on roles in the tourism industry such as tour guides, sales staff, operations staff, and customer service staff; teach Chinese to Vietnamese at most educational levels in domestic and international Chinese language training institutions or teach Vietnamese to Chinese (after completing a pedagogical training course); and have the potential to become researchers in units, research institutes, and organizations related to Chinese language and culture.

2.4. Conclusion and recommendations

2.4.1. Conclusion

The competitive environment, international integration, and the rapid development of technology have compelled universities to change their organization as well as university governance and training activities to meet societal needs. International

cooperation in higher education and training is an objective necessity to enhance the quality of education, expand opportunities for cultural exchange, and share knowledge and experience with international partners. The international collaborative model in Chinese language training at Hanoi Pedagogical University 2 with training and recruitment units helps the parties share knowledge, skills, and resources to develop together and create value for the community.

To achieve cooperative benefits and high efficiency, and to promote the roles of both the School and the partners, it is necessary to reach an agreement to establish clear and appropriate mechanisms, policies, and regulations.

2.4.2. Propose solutions to enhance the effectiveness of international cooperation

2.4.2.1. Regarding Hanoi Pedagogical University 2

The number of students in the Chinese Language major at Hanoi Pedagogical University 2 is always high, with a great demand for internships and jobs in the field. This requires the school to strengthen and expand cooperative relationships to effectively address the issue of receiving students for internships. Identifying the enhancement of cooperation with international units and enterprises as a common task in the University's development strategy by building a clear international cooperation strategy: Identify specific goals, targets, and areas of cooperation. This aims to serve the internationalization direction, building the School into a model of international cooperation. The signing of cooperation agreements with international enterprises also needs to be given special attention by the school to provide more internship and job opportunities for students, especially career opportunities in foreign and multinational business environments.

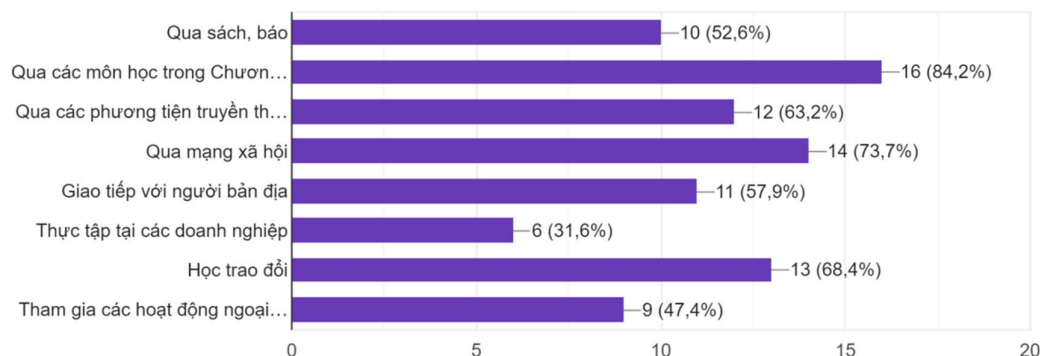
It is necessary to maximize the role of businesses in the training and research activities of the University. The issue of training quality has always been a top concern for both the school and businesses. Meeting the output standards will help graduates quickly adapt to the job requirements they undertake.

According to the survey results of 19 students who have participated or are currently participating in exchange programs at schools in Taiwan, China, 16 out of 18 (accounting for 84.2%) students believe that they have been exposed to Chinese culture through the courses in the Chinese Language program at Hanoi University of Education 2. There are 13 out of 18 (accounting for 68.4%) students who believe they have been exposed to Chinese culture through exchange studies.

Chart 5. Survey results of Chinese Language major students who have participated in study abroad programs regarding their approach to Chinese culture

6. Cách thức Bạn tiếp cận với văn hóa Trung Quốc là gì?

19 câu trả lời



Therefore, the school needs to proactively innovate the content, programs, and training methods in line with the job market's demands. Regularly listening to feedback, contributions, proposals, and solutions from partner units to update training programs and innovate teaching methods is extremely necessary. Through that, the collaboration in training between the School and its partners is increasingly developing sustainably, effectively serving the diverse learning needs of students.

The school also needs to continue to promote the development of exchange programs further, considering this as one of the pillars of the school's internationalization strategy for education. To ensure that students study in the best international environment, Hanoi Pedagogical University 2 always considers the thorough investigation, research, and analysis of partners to compare training programs, identify similarities in training, and assess the feasibility of student exchanges in terms of scale, fields of study, or geographical location, etc., as essential tasks before implementing student exchange programs.

Enhance image promotion: Organize study abroad seminars, international career orientation, international conferences, participate in exchange programs, scholarships provided by partners,... The information channels related to international cooperation are systematically built on social media channels and the official website of the school.

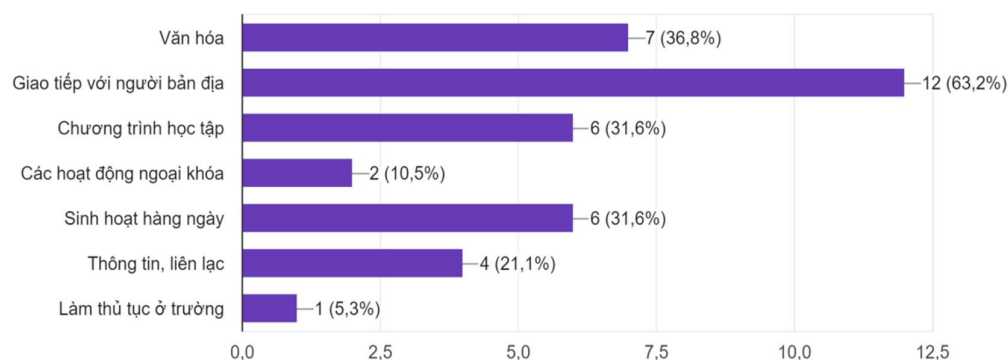
Alongside the exchange program, the school should consider implementing a short-term internship program for faculty and students with suitable partners aimed at professional exchange and teaching method sharing, lasting 5-7 days.

However, the most important role in enhancing practical skills primarily lies with the students themselves. Identifying the importance of the field of study one is pursuing. There must be clear goals and ideals during the learning process. Continuously study and practice, not only learning the content in class but also participating in extracurricular activities, forums, workshops, and engaging in scientific research...

Chart 6. Survey results of Chinese Language major students who have participated in study abroad programs regarding the difficulties encountered during their studies

9. Những khó khăn Bạn gặp phải trong quá trình học tập trao đổi:

19 câu trả lời



According to the survey results involving 19 students majoring in Chinese Language who have participated or are currently participating in study abroad programs, 12 out of 18 (accounting for 63.2%) students believe that the difficulty encountered during the exchange process is communication with locals. It can be seen that students must be the subjects in the training process. The school and partner units can provide a perfect learning and internship environment, dedicated lecturers, and attentive internship supervisors, but if students do not make an effort to study and practice, they themselves will not be able to meet society's demands, from professional competence to other necessary skills.

2.4.2.2. The partner units

Businesses are an important factor in the training and supply of human resources. As the entities that use and evaluate the quality of the output products from educational institutions, the role of businesses is reflected in all stages of the training supply chain for human resources.

Businesses with extensive practical knowledge will collaborate with instructors to propose a suitable training program. Businesses can apply research results to their production development practices.

Businesses need to accurately assess their role in human resource training and the importance of collaborating with higher education institutions to enhance the quality of the workforce, a crucial factor in increasing competitiveness to survive and develop. Proactively support students in visiting and interning, and make proposals to schools in aligning training development with social and business needs.

During the exchange study process, students may encounter some difficulties regarding their safety and health, in addition to the risks posed by natural disasters. Partner units need to closely coordinate with the School and maintain regular contact with the responsible officer of Hanoi Pedagogical University 2, or the Vietnamese diplomatic mission in the host country to protect and support the students.

Additionally, partner units need to have preferential programs, accommodation support, tuition assistance, etc., for students of Hanoi Pedagogical University 2 to support students, especially those from difficult backgrounds, with opportunities for exchange studies.

2.4.2.3. Ensure the rights and interests of the School and partner units

Policies encouraging the establishment of coordination mechanisms with international partners for consulting, training, startup, and scientific research activities from localities and schools are extremely necessary.

Businesses participate in evaluating students' competencies and the quality of training to meet labor market demands. The cooperation of businesses helps them identify needs and subsequently collaborate with schools to design training programs that meet the practical demands of society.

The close cooperation between the School and its partners helps enhance and improve the quality of the practical instructors, develop teaching skills, and elevate the quality of education. This is a mutually beneficial strategy that needs to be strengthened.

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HỢP TÁC QUỐC TẾ TRONG ĐÀO TẠO NGÔN NGỮ TRUNG QUỐC TẠI TRƯỜNG ĐẠI HỌC SƯ PHẠM HÀ NỘI 2

Nguyễn Thị Lan Anh, Nguyễn Thị Nga, Phạm Thị Bích Hà

Tóm tắt: Liên kết, hợp tác quốc tế trong đào tạo tiếng Trung Quốc tại Trường Đại học Sư phạm Hà Nội 2 với các đơn vị đối tác không phải là sự hỗ trợ một chiều từ bên này đối với bên kia, mà là một nhu cầu khách quan cho sự tồn tại và phát triển bền vững, vì quá trình này mang lại lợi ích cho cả các đơn vị đối tác, nhà trường và người học. Bài viết giới thiệu mô hình hợp tác quốc tế trong đào tạo tiếng Trung Quốc tại Trường Đại học Sư phạm Hà Nội 2 hiện nay, đánh giá lợi ích mà mô hình hợp tác này mang lại cho nhà trường và các đơn vị đối tác, đồng thời đề xuất những yêu cầu và nhiệm vụ để đạt được hiệu quả cao trong hợp tác quốc tế.

Từ khóa: đào tạo đại học, hợp tác đào tạo, hợp tác quốc tế, trường học và doanh nghiệp

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