



German Dual Vocational Training Program according to DIHK Standards

Freight Forwarding and Logistics Agent



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on the basis of a decision
by the German Bundestag



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About DIHK - AHK Vietnam

German Dual Vocational Education Training (DVET) in Vietnam

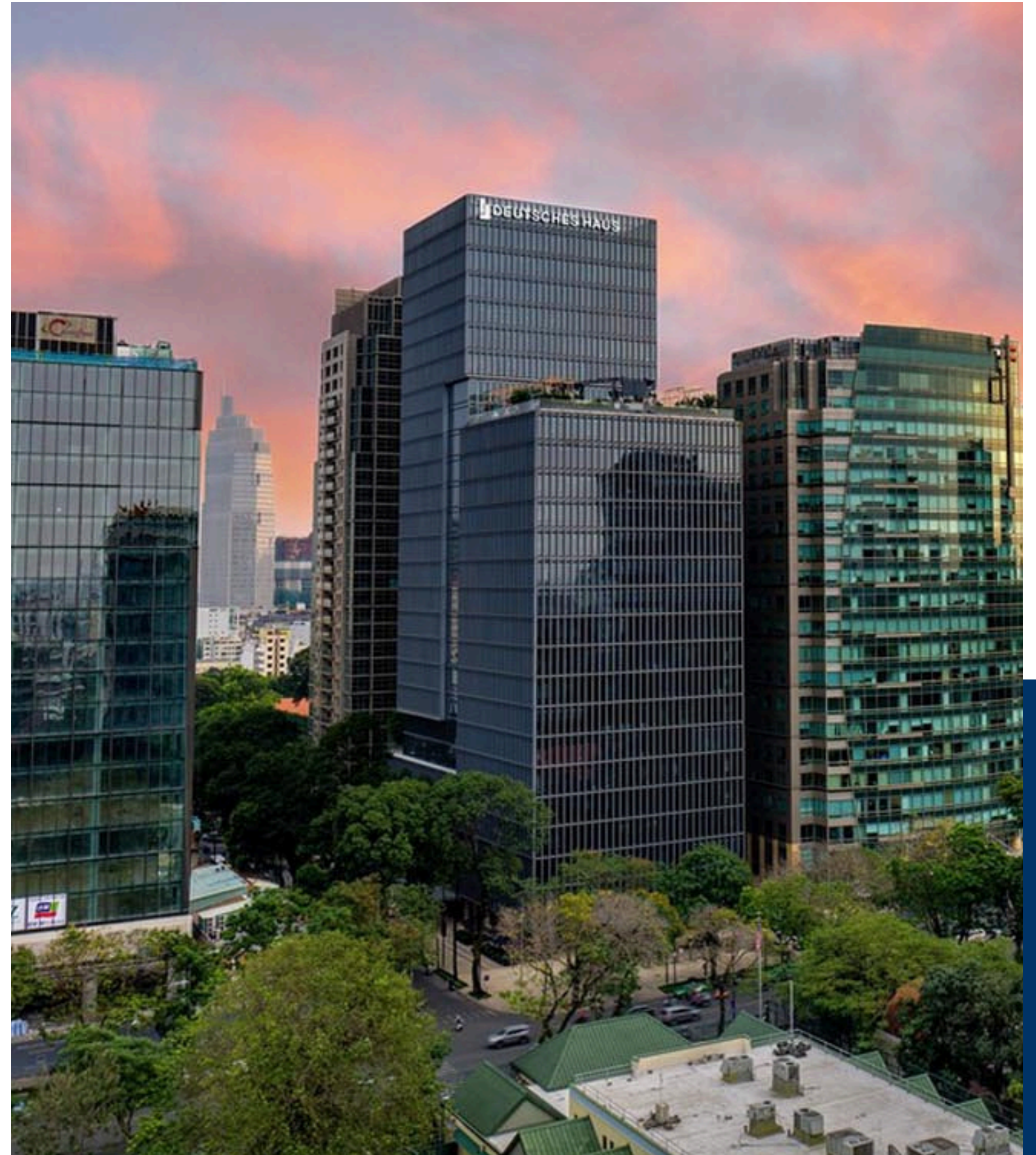
German DVET in Freight Forwarding and Logistics Agent

GIC/AHK Vietnam

The Delegation of German Industry and Commerce in Vietnam (GIC/AHK Vietnam) is a representative of the German Industry and Commerce (DIHK) since 1994.

Since 2013, GIC/AHK Vietnam has supported and implemented projects offering dual vocational training according to German DIHK - Standard in Vietnam.

With the sub-brand "**AHK Academy**", GIC/AHK Vietnam coordinates and certifies dual VET according to German - DIHK standards.



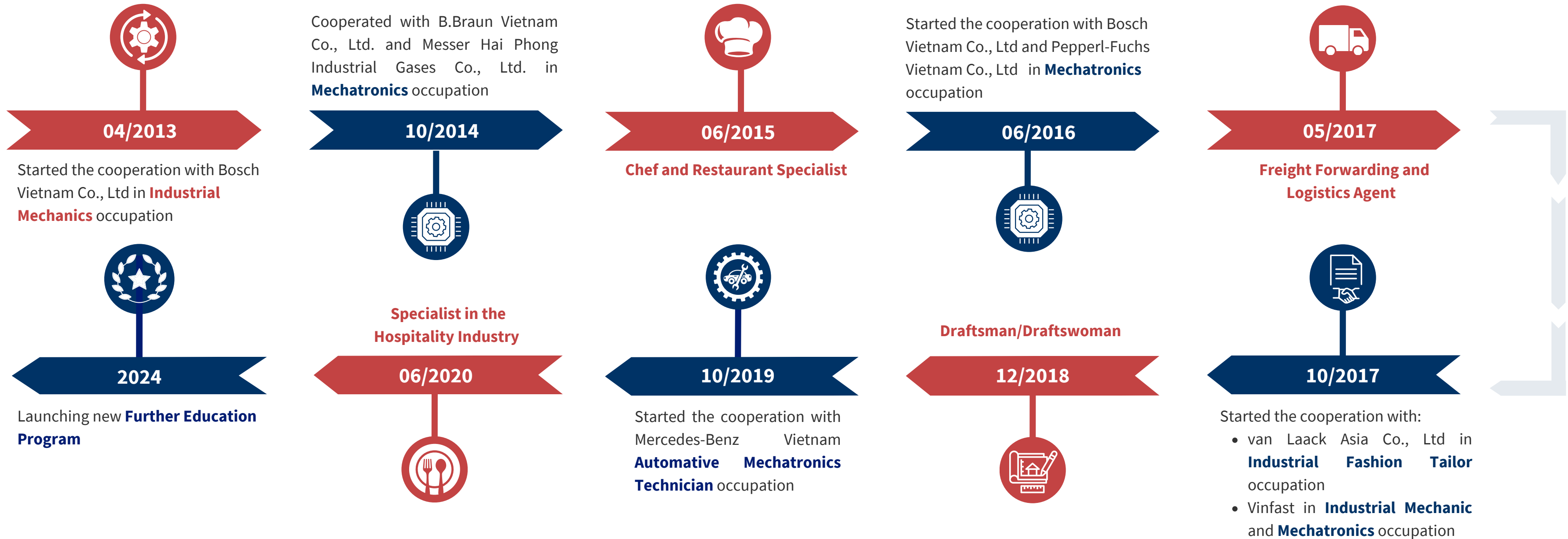
DIHK - AHKs Network with Vocational Training Services

Source: Dual vocational education and training abroad DIHK.e.V.



-  **52** AHKs with dual vocational training
-  **> 40** AHK vocational education committees established
-  **> 150** AHK employees for vocational training
-  **> 210** Operating AHK examination boards
-  **> 2,000** Companies are AHK clients
-  **> 8,200** AHK-supported apprentices
-  **> 27,568** graduated apprentices worldwide
-  **> 9,266** current apprentices worldwide

VET-Development at GIC/AHK Vietnam 2013-2024



| | | |
|------------------------------------------------|-------------------------------------|---------------------------------------------------|
| 200 Mechatronics | 180 Industrial mechanic | 115 Specialist in the hospitality industry |
| 120 Chef | 60 Restaurant specialist | 39 Automotive mechatronics technician |
| 59 Freight forwarding & logistics agent | 24 Industrial fashion tailor | 19 Draftsman/Draftswoman |

- 9 dual VET occupations**
- 600+ graduated apprentices**
- 150+ (current) apprentices**

German Dual Vocational Training in Vietnam

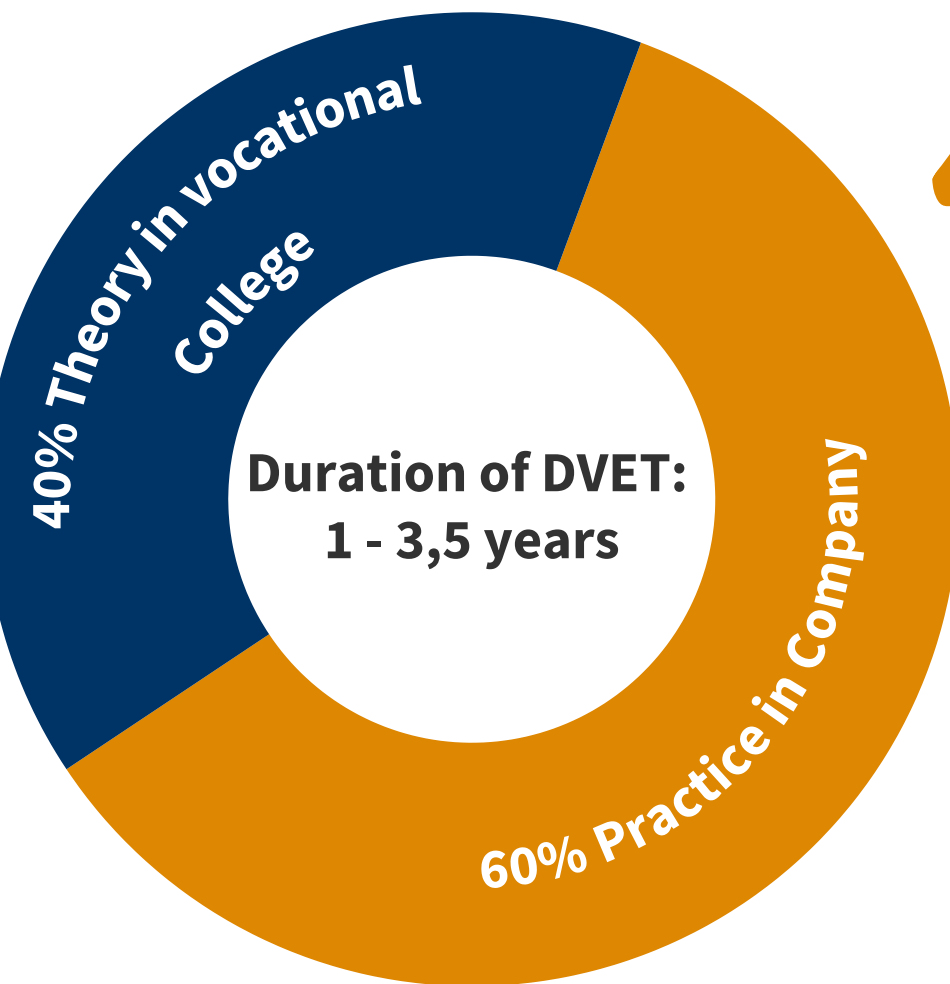
Training in vocational institutions

Curriculum: Based on German and Vietnamese training content

On-the-job training

Training under real working conditions

Training regulation: Based on German and Vietnamese training content



- Equip apprentices with practical knowledge and professional skills
- Meet the strict requirements of local and international businesses

Training schedules

First training year

Monday - Friday

3 days/ week

Theoretical part at the university

2 days/ week

Practical part in the company

Second training year

Monday - Friday

5 days/ week

Company

DVET implementation process

PREPARATION

- Cooperation with Training Company
- Cooperation with Vocational School
- Developing the training plan and curriculum (supported by German experts from IHK & DIHK)



IMPLEMENTATION

- Kick-off event
- Promotion, Marketing
- Application and Selection
- Training and Certifying
 - Intermediate Exam
 - Final Exam






POST TRAINING

- Certification
- Graduation
- Evaluation



Actors in Dual DVET and their Tasks

COMPANIES



-  Deliver training on-the-job
-  Validate curriculum
-  Financially support the training



GIC/AHK VIETNAM (AHK ACADEMY)

-  Support companies in planning and organizing suitable training programs in Vietnam
-  Manage and ensure the quality of German dual vocational training
-  Organize examinations and certify to issue DIHK – GIC/AHK Vietnam certificates
-  Support German enterprises in Vietnam to find suitable vocational partner institutions
-  Establish and strengthen the relationship of enterprises and vocational partners

VOCATIONAL PARTNERS

-  Deliver theoretical training
-  Provide school curriculum



Benefits for Companies



Practical-oriented content of training program based on the dual vocational training of DIHK and the **needs/ requirements of each company**



Speed up hiring process while lowering recruitment cost



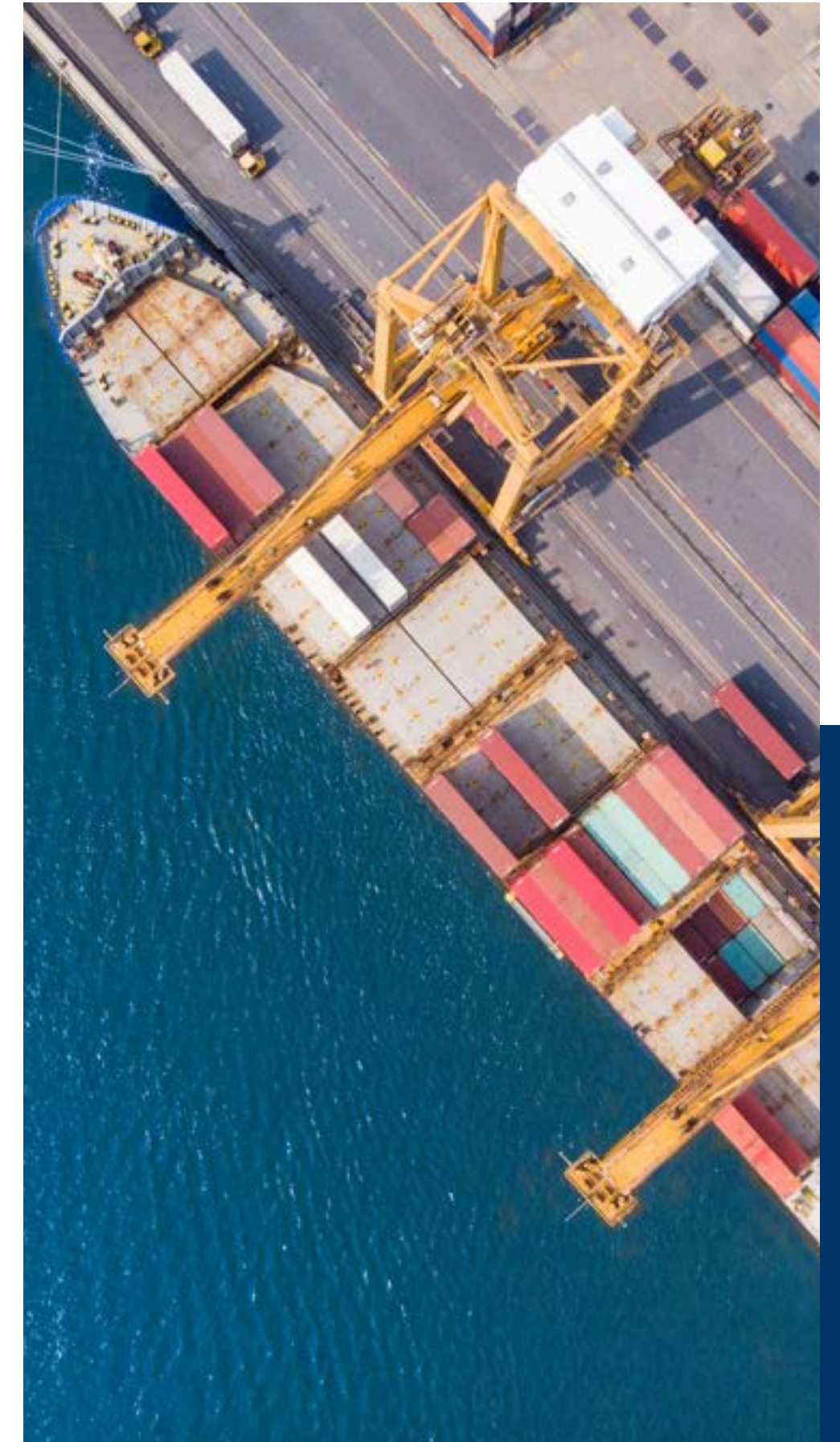
Proactive in the **human resource planning with highly professional qualifications and skills**



Minimize the risk of hiring wrong employees



Rejuvenate, professionally specialize the company's workforce



Benefits for Apprentice



Opportunity to acquire **theoretical knowledge** and **practical experiences** during the training time.



Insights of the **professional working environment** as well as the **specific job** right in the process of vocational training.



Monthly salary as well as other benefits according to company policy



Graduates have the opportunity to get **permanent job** at the company **after graduation**



Vietnamese diploma as well as German DIHK-GIC/AHK Vietnam certificate



Best practices

German DVET in Freight Forwarding and Logistics Agent



Training time

2 years



Quality category

B



Institution partner

Ho Chi Minh City University of Transport



Training companies

a. hartrodt logistics Vietnam Co., Ltd

Bolloré Logistics Vietnam

DB Schenker Vietnam Co., Ltd.

Fr. Meyer's Sohn Vietnam Co., Ltd

Gebruder Weiss Co., Ltd

Rhenus Freight Vietnam LLC

Leschaco Vietnam Co., Ltd

Logwin Air + Ocean Vietnam Co., Ltd



DVET Development in Freight Forwarding and Logistics Agent



Skills and knowledge

1. About training company:

- Position, legal form and structure
- Vocational training
- Human resources management, labor, social and collective bargaining regulations,
- Safety and health protection at work,
- Environmental protection

2. Work organization, information and communication:

- Work organization
- Team work and communication
- Information and communication systems
- Data privacy and data safety

3. Appliance of the English language for professional tasks

4. Process-oriented service provision in forwarding and logistics

5. Forwarding and logistics services

6. Contracts, liability and insurances

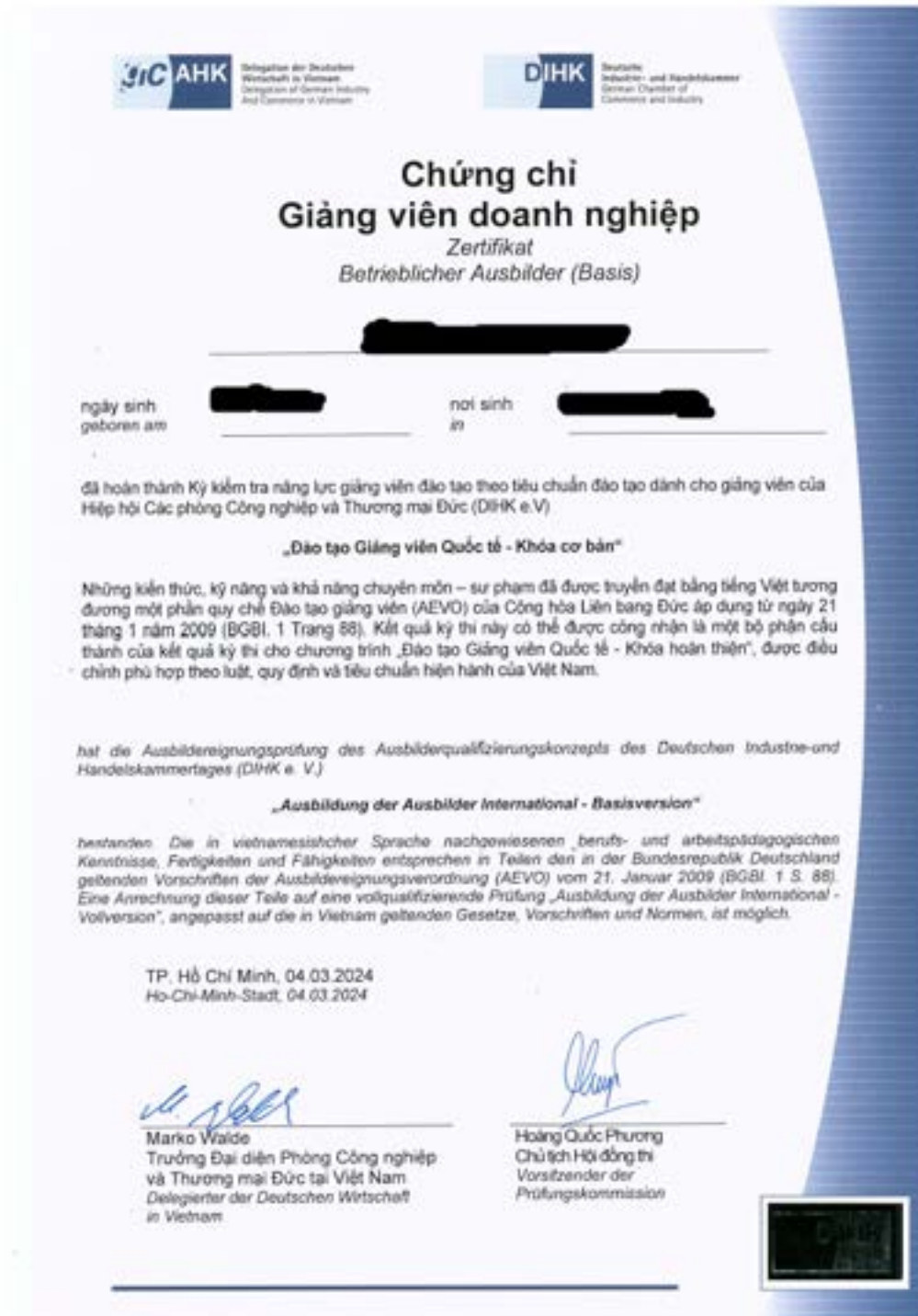
7. Marketing

8. Dangerous goods, protection and safety

9. Commercial management and control:

- Payment transaction and accounting
- Cost and performance accounting, controlling
- Quality management

How we ensure the German standard? Organizing the AdA - Train the Trainer Seminars



QUALITY MANAGEMENT & ASSURANCE

- Transparency regarding the training content
- Reflecting the learning process
- Serving as a basis for exam preparation

WEEKLY REVIEW

Name: _____
Training Year: _____
Week from _____ to _____

I attended training: Mo Tue Wed Thu Fri Sat Sun

Department(s): _____

| Main activities / work | Hours |
|------------------------------------------|-------|
| | |

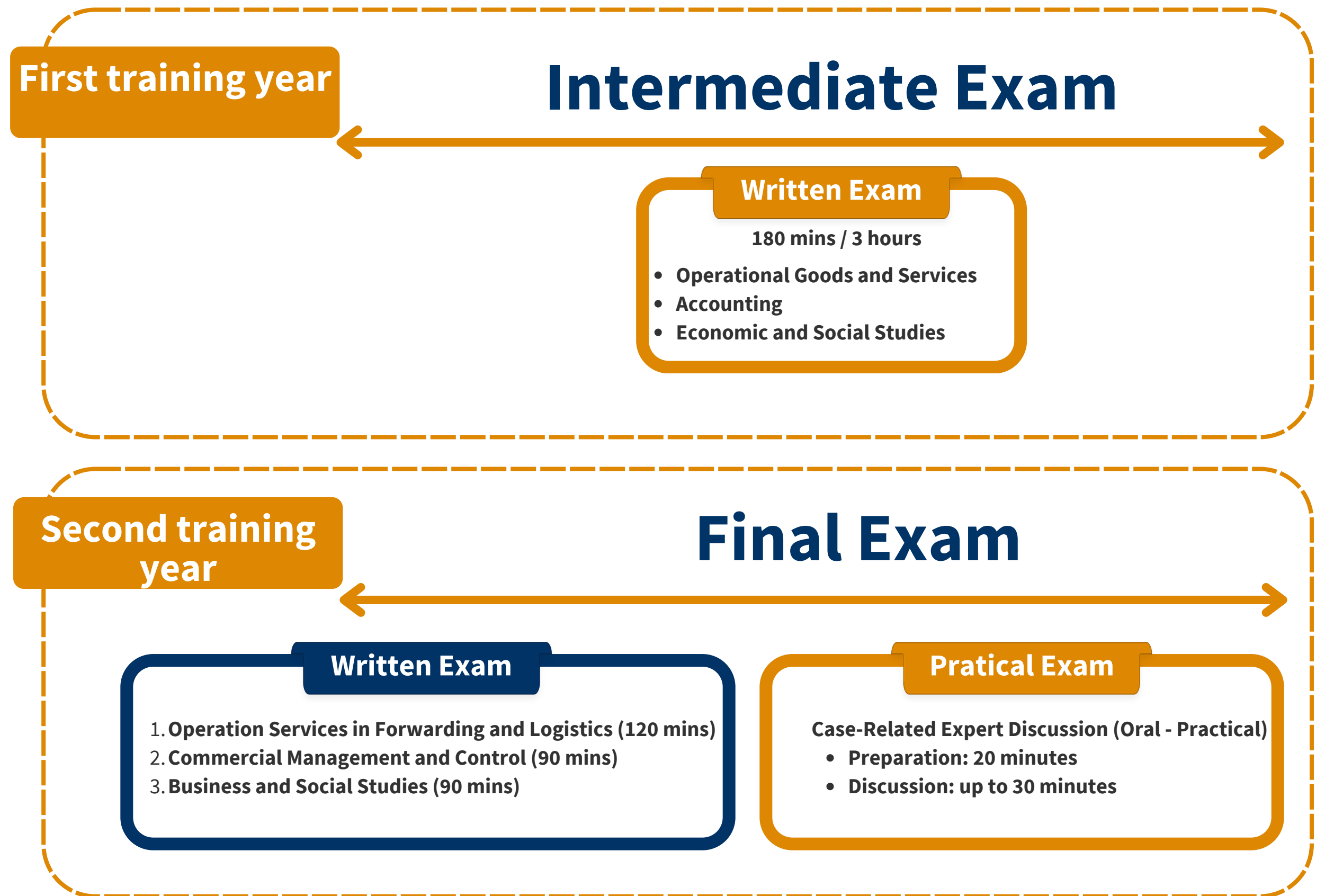
Important learnings (e.g. machining, filing, health & safety instructions, environment, team work, etc.)

| |
|------------------------------------------|
| |
|------------------------------------------|

Date: _____ Date: _____ Date: _____

Signature Trainee Signature Trainer Signature Teacher

Examination



Certificate - DIHK Standard (Level B)



Contact us!

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