American Association of Collegiate Registrars and Admissions Officers (AACRAO)
and American International Recruitment Council (AIRC)
Combined Delegation to The Socialist Republic of Vietnam
March 13 to March 18, 2027

Strengthening Internationalization, Credential Evaluation, and Ethical International Recruitment

Delegation Leaders:

AACRAO:

AIRC:

The AACRAO and AIRC Combined Delegation to Vietnam is a structured professional exchange bringing together United States registrars, admissions officers, credential evaluators, enrollment leaders, and international recruitment professionals to engage directly with one of the fastest growing sources of internationally mobile students in the world. Delegates will examine Vietnam's national systems governing higher education, quality assurance, academic records, and vocational and technical education, and will engage the people and institutions that shape how Vietnamese students prepare for, choose, and pursue study in the United States.

Through planned engagements with the Ministry of Education and Training, the Vietnam Education Quality Management Agency, the Ministry of Labour, Invalids and Social Affairs, and leading universities across Hanoi and Ho Chi Minh City, delegates will gain an authoritative understanding of the policies and institutional practices that govern educational documentation and student mobility. Alongside these professional meetings, the delegation joins high school counselors, returned alumni and parents, and AIRC certified education agents to understand the full pathway a Vietnamese student travels from secondary school to a United States campus. A dedicated cultural competency immersion grounds the delegation in the history, family culture, and educational values that drive Vietnamese student mobility, building the contextual foundation required for accurate credential evaluation and ethical, standards-based recruitment.

Preliminary Topics of Discussion

- **Strengthen Understanding of National Education Governance in Vietnam:** Examine the authority and regulatory functions of the national ministries and agencies overseeing higher education, quality assurance, and vocational and technical education, and develop a clear

understanding of how national policy shapes admissions, degree structures, and documentation requirements.

- **Deepen Insight into Academic Records and Documentation Practices:** Review how Vietnamese universities create, maintain, and authenticate official student records, including transcripts, diplomas, grading systems, and verification processes, and assess the institutional measures that protect the integrity and security of academic documents.
- **Advance Accurate International Interpretation of Vietnamese Credentials:** Identify authoritative source documents that support accurate interpretation of Vietnamese qualifications, and examine how evolving credit systems, grading structures, and program outcomes affect comparability and updates to AACRAO's EDGE country profile.
- **Examine National Quality Assurance and Accreditation Processes:** Study the standards, review cycles, and evaluation methods used to assess higher education institutions and programs, and the relationship between accreditation outcomes and the information conveyed through official academic records.
- **Understand the Vietnamese Student Mobility Pathway:** Engage high school counselors, returned alumni, and parents of current students to understand how Vietnamese families make study abroad decisions, what motivates the return of graduates to Vietnam, and how these mobility drivers inform both admissions practice and recruitment strategy.
- **Advance Ethical, Standards Based International Recruitment:** Engage AIRC certified education agents and recruitment professionals to examine the agency landscape in Vietnam, AIRC standards for the responsible use of agents, and the practices that protect students and uphold institutional integrity in international recruitment.
- **Foster Professional Relationships and Continued Collaboration:** Build direct connections with Vietnamese ministry officials, university administrators, counselors, and recruitment partners, and identify areas for future cooperation, joint research, and policy dialogue that support long term partnership.

Preliminary Schedule of Activities

Hanoi, the capital of Vietnam, blends centuries of heritage with rapid modern development. As a major national education hub, it is home to leading institutions such as Vietnam National University and Hanoi University of Science and Technology, and it houses the national ministries and agencies that govern the country's education system. Its historic architecture, dynamic economy, and deep educational tradition make Hanoi the natural starting point for the delegation.

Day 0, Saturday, March 13, 2027, Hanoi, Vietnam: Optional Early Arrival

Optional early arrival day for delegates and guests participating in the cultural competency program. Delegates arrive at Noi Bai International Airport, are met on arrival, and are transferred to the delegation hotel. The evening is unscheduled to allow for rest and adjustment before the cultural competency program begins.

Day 1, Sunday, March 14, 2027, Hanoi, Vietnam: Cultural Competency Program and Professional Program only Delegate and Guest Arrivals

Optional Cultural Competency Program

Cultural competency is the professional foundation of this exchange. This optional immersion day grounds delegates in Vietnam's history, family culture, and educational values before professional meetings begin. For AACRAO members, this context sharpens the interpretation of what a credential represents within its own system. For AIRC members, it builds the cultural understanding required to advise students and work with agents ethically and effectively. Delegates who begin professional visits without this grounding risk misreading what they observe, from the family investment behind a single transcript to the motivations that shape where and how a Vietnamese student chooses to study. Program will include:

Temple of Literature

Vietnam's first national university, founded in 1070, with tranquil courtyards, traditional architecture, and Confucian heritage that continues to shape the value Vietnamese families place on education and academic achievement. Observation prompt: How does a thousand-year tradition of scholarship and examination influence the expectations Vietnamese students and families bring to higher education abroad?

Old Quarter and Hoan Kiem Lake

A guided walk through the historic heart of Hanoi, from the maze of trade streets in the Old Quarter to the cultural and social center at Hoan Kiem Lake. The walk offers informal space for delegate discussion and firsthand observation of daily life, commerce, and the visible role of education in Vietnamese society.

Ho Chi Minh Mausoleum and One Pillar Pagoda

A visit to the national historic complex, including the solemn mausoleum of Ho Chi Minh and the eleventh century One Pillar Pagoda, providing essential grounding in the national identity and modern history that shape Vietnam's institutions and its relationship with the wider world.

Professional Program Only Delegate and Guest arrival and Evening Orientation

Delegates participating in the professional program only arrive at Noi Bai International Airport, are met on arrival, and are transferred to the delegation hotel. In the evening, the full delegation gathers for introductions and a structured orientation covering the exchange objectives, delegate roles, the balance of credential evaluation and recruitment aims across the week, and logistics and cultural orientation for Vietnam.

Day 2, Monday, March 15, 2027, Hanoi, Vietnam: National Governance and Academic Records

The delegation's first professional day moves from national policy to institutional practice, establishing the governance and documentation framework that underpins every credential a Vietnamese student presents abroad.

Morning: Ministry of Education and Training, Higher Education Department

The Ministry of Education and Training is Vietnam's national authority for higher education policy, degree regulations, academic records, and quality oversight. This meeting provides insight into how national rules shape the way universities admit students, issue degrees, and maintain official documents.

Topics of Discussion

- **National regulations affecting admissions and academic records:** A review of the laws and official guidance that determine the structure and security of transcripts, diplomas, and other academic documents.
- **Reforms affecting credential comparability:** An examination of how updated credit systems, learning outcome requirements, and international engagement influence the global interpretation of Vietnamese degrees.

Morning: Vietnam Education Quality Management Agency

The Vietnam Education Quality Management Agency is the national body overseeing quality assurance and accreditation for higher education. This meeting explains how quality processes influence institutional documentation and the trustworthiness of academic records.

Topics of Discussion

- **Accreditation standards and cycles:** How institutions and programs are evaluated, how often reviews occur, and how results are used to ensure academic quality.
- **Links to learning outcomes and documentation:** How accreditation expectations shape the way learning outcomes, program completion, and award details appear on transcripts and degree documents.
- **Quality evidence for evaluators:** Identification of accreditation decisions, review reports, and official quality statements that can support credential evaluation.

Afternoon: Academic Affairs and Registrar Office, Vietnam National University, Hanoi

Vietnam National University in Hanoi is one of the country's leading university systems, coordinating academic standards and student record practices across multiple member institutions. This meeting focuses on how official student records are created, secured, and presented for international review.

Topics of Discussion

- **Registrar workflows and documentation practices:** Insight into transcript formats, diploma issuance procedures, student information system operations, and the methods institutions use to ensure document integrity and prevent fraud.
- **Credit and grading structures:** How credits are defined, how grading scales are applied across programs, and how this information is documented to support accurate international recognition.
- **Institutional source documentation for EDGE:** An overview of the official documents Vietnamese institutions can provide to support accurate credential evaluation and updates to

AACRAO's EDGE profile, including program catalogs, transcript legends, grading keys, and diploma templates.

Afternoon: EDGE Documentation Working Session, Vietnam National University, Hanoi

A structured collaboration between United States delegation members and Vietnamese counterparts to consolidate verified information and institutional documentation gathered during the day's meetings, supporting accurate updates to the international reference profile for Vietnam's higher education system.

Topics of Discussion

- **Confirmation of foundational educational structures:** Review and validate the description of Vietnam's national education system, including degree levels, admission pathways, and progression requirements.
- **Verification of grading scales and official documentation:** Confirm grading scale tables, transcript formats, diploma features, and credential templates collected during the meetings.
- **Assignment of follow up responsibilities:** Determine which ministry units or university offices will provide additional documentary evidence and official templates, and draft priority updates for Vietnam's country profile.

Evening: Alumni and Parent Perspectives Meeting

An informal early evening gathering in a Hanoi coffee shop with young alumni who studied in the United States and returned to Vietnam, together with parents of current Vietnamese students abroad. The conversation surfaces the family motivations, expectations, and outcomes that sit behind the documents and applications delegates work with, offering credential evaluators and recruitment professionals a direct, human view of the Vietnamese student journey.

Topics of Discussion

- **Family decision making in study abroad:** How Vietnamese families choose destinations, institutions, and programs, and what information they trust in the process.
- **Return and outcome patterns:** Why graduates return to Vietnam, how they use their United States credentials, and what this signals for admissions and recruitment strategy.

Day 3, Tuesday, March 16, 2027, Hanoi and Ho Chi Minh City: Vietnam, Vocational Education, Counselors, and Transfer

The final Hanoi day completes the national picture with vocational and technical education, connects the delegation to the counselors who guide Vietnamese students, and transfers the delegation south to Ho Chi Minh City.

Morning: Directorate of Vocational Education and Training, Ministry of Labour, Invalids and Social Affairs

The Directorate of Vocational Education and Training is the national authority overseeing Vietnam's technical and vocational education and training system, including qualification levels, competency standards, assessment practices, and pathways linking vocational education to higher education.

Topics of Discussion

- **Award types, levels, and pathways:** Overview of the structure of vocational programs, the qualifications framework, and how vocational credentials articulate into higher education.
- **Assessment, certification, and record keeping standards:** National expectations for examinations, competency assessments, and documentation issued upon program completion.
- **Mapping vocational credentials for international interpretation:** How Vietnamese vocational qualifications translate into an internationally readable structure to support accurate evaluation and recognition.

Morning: High School Counselor Roundtable

A midday lunch meeting with high school counselors from Hanoi secondary schools, coordinated by the in-country team. Counselors are the first professional guides in a Vietnamese student's mobility pathway, and this session gives delegates a direct line to how students are advised, how institutions are perceived, and what counselors need from United States colleagues.

Topics of Discussion

- **The counseling landscape in Vietnamese secondary schools:** How students are advised on destinations, applications, and credential requirements, and where counselors turn for guidance.
- **Perceptions of United States institutions:** What Vietnamese students and counselors understand and misunderstand about admissions, and how clearer information supports both students and institutions.

Afternoon Transfer to Ho Chi Minh City

The delegation transfers to the airport for the afternoon flight from Hanoi to Ho Chi Minh City and checks in to the delegation hotel.

Ho Chi Minh City, formerly Saigon, is Vietnam's largest city and its commercial and international engine. It is home to major universities, the country's most active study abroad market, and a dense network of education agencies. The delegation's time here pairs institutional documentation practice with direct engagement in the recruitment ecosystem.

Day 4, Wednesday, March 17, 2027, Ho Chi Minh City, Vietnam, Institutional Records and Recruitment Ecosystem

Morning: Central Academic Affairs Department, Vietnam National University, Ho Chi Minh City

Vietnam National University in Ho Chi Minh City is a multi-institution system responsible for harmonizing academic records, credit transfer policies, and verification procedures across its member universities, providing a systemwide view of how academic documentation is standardized.

Topics of Discussion

- **Unified record policies:** How transcripts, diplomas, and document legends are made consistent throughout the university system.
- **Credit transfer and articulation:** How students move between member institutions and how this mobility appears on official records.
- **Degree verification and operating procedures:** System level processes designed to authenticate degrees and prevent misuse.

Morning: Registrar and Admissions Office, University of Economics Ho Chi Minh City

A major institution offering a broad range of programs in business and related fields. This meeting examines how the university documents student progress, academic standing, and program completion.

Topics of Discussion

- **Admissions and progression rules:** How the university manages documentation for students transfer, second degree students, and other non-traditional academic paths.
- **Grading scales and transcript notation:** How academic standing, probation, withdrawals, and other key markers appear on official records.

Afternoon: AIRC Agency Engagement Session

The delegation's signature recruitment session, coordinated by AIRC and hosted in a dedicated meeting space near the delegation hotel. The session opens with a structured, one-hour training on international recruitment and the responsible use of education agents, delivered jointly by AIRC and the delegation leader. Education agents then join the delegation for facilitated networking, giving delegates the opportunity to learn about agencies, their services, and their student relationships firsthand. Budget three to four hours.

Topics of Discussion

- **AIRC standards and ethical recruitment:** The principles and certification standards that govern the responsible use of agents and protect students and institutions.
- **The Vietnamese agency landscape:** How agencies operate in Ho Chi Minh City, the services they provide to students and families, and how institutions can build accountable partnerships.

- **Direct agency dialogue:** Structured networking in which delegates learn about individual agencies and discuss expectations, communication, and quality assurance.

Day 5, Thursday, March 18, 2027, Ho Chi Minh City, Vietnam: Delegation Wrap-Up and Departure

On the final morning, the full delegation reconvenes with invited Vietnamese professional counterparts for a structured wrap-up session prior to the afternoon departures. The session consolidates the week's findings across credential evaluation and international recruitment, confirms the documentation and follow-up commitments made during the delegation, and translates the exchange into concrete next steps and lasting partnerships.

Topics of Discussion

- **Synthesis of key findings:** A facilitated review of the most transferable insights from the week, spanning national governance, academic records and documentation practices, quality assurance, and the Vietnamese student mobility pathway.
- **Confirmation of follow-up commitments:** A review of the source documentation, verification responsibilities, and EDGE profile updates identified during the professional meetings, with agreed owners and timelines.
- **Partnership and next steps:** Discussion with counterparts of continued collaboration, including institutional partnerships, agency relationships built on AIRC standards, and joint sessions, webinars, and research.
- **Delegate action items:** Each delegate identifies one finding, one practice change, and one partnership to carry back to their own institution or organization.

Following the wrap-up session, delegates depart in the afternoon for the United States, or continue to the optional cultural extension to Angkor Wat, Cambodia.

Suggested Post-Program Engagement

- Updates to AACRAO's EDGE country profile for Vietnam, drawing on the source documentation and verification commitments gathered during the delegation.
- Comparative practice reports and briefings authored by delegates and disseminated across AACRAO and AIRC member networks.
- Continued dialogue with Vietnamese ministries, universities, and counselors on documentation standards and credential transparency.
- Institutional partnerships with AIRC certified agencies built on the standards and relationships established during the agency engagement session.
- Joint AACRAO and AIRC sessions or webinars on Vietnamese credential evaluation and ethical recruitment for the broader membership.

This Preliminary Schedule of Activities represents the initial plans for the delegation as developed in cooperation with your delegation leaders, your professional counterparts, and our research team. The

Final Schedule of Activities, published approximately 30 days prior to your delegation convening, will be adjusted to reflect the composition of the delegation, unique opportunities, and scheduling with your professional counterparts.