

Business and Commerce Consortium

Framework of Cooperation

1. Cambodia-India Entrepreneurship Development Institute, Cambodia
2. National Institute of Business, Cambodia
3. Kampong Chheteal High School, Cambodia
4. State Polytechnic of Malang/POLINEMA, Indonesia
5. Buduran 2 Vocational High School, Indonesia
6. YAPIA Vocational High School, Parung Bogor, Indonesia
7. Cendika Bangsa Vocational High School, Indonesia
8. Champasak Technical Vocational College, Lao PDR
9. Co-operative College, Mandalay, Myanmar
10. Ubon Ratchathani Vocational College, Thailand
11. Roi Et Industrial and Community Education College, Thailand
12. Nongkhai Technical College, Thailand
13. Wangklaikangwon Industrial and Community Education College, Thailand
14. Institute of Vocational Education, Bangkok, Thailand on behalf of:
 - a. Chetupon Commercial College
 - b. Bangna Commercial College
 - c. Thonburi Commercial College
 - d. Thonburi Vocational College
 - e. Intrachai Commercial College

(hereinafter referred to as "Sides")

Noting the importance of education in national development, and the value of international cooperation and policy dialogue in education.

Have reached the following understanding:

Article 1

Objectives and Principles

1. This agreement (hereinafter referred to as the "FOC") intends to set out the general principles of mutual cooperation in the field of education, according to which the Sides may jointly identify areas of mutual interest and carry out cooperative activities on the basis of reciprocity and mutual benefit.
2. This FOC will be carried out within the framework of the respective laws and regulations of the five countries.

Article 2
Scope of Cooperation

1. Cooperative activities under this FOC will be carried out in the fields of Business and Commerce and other related fields.
2. The Sides will endeavor to encourage and facilitate, as appropriate, the development of contact and cooperation in the field of vocational education between the interested organizations and institutions of the five countries.
3. The Sides will encourage the following cooperative activities, in particular:
 - a. the exchange of information on their respective educational systems and policies to assist in ongoing education reform and to facilitate the recognition of each other's vocational Certificates, Diplomas and Degrees and student/staff mobility, content mobility as well as cross industrial internship which is focused in the Business and Commerce consortium
 - b. the exchange and professional development of officials, academics, scholars, teachers, experts, students and administrative staffs;
 - c. collaboration between education institutions of the five countries in joint delivery and research programs and publications, including exchange of research materials, publications and educational literature;
 - d. joint conference, exhibitions and symposia on matters of mutual interest; and
 - e. other forms of cooperation in mutually determined and targeted areas of language education and quality of learning improvement through Open and Distance Learning.

Article 3
Implementation and Funding

1. The Sides will establish a joint committee for policy dialogue to regularly exchange information and experience on education challenges and reform, and to identify priorities for cooperation in the field of vocational education.
2. The cost of cooperative activities may be funded as mutually determined. All cooperative activities under this FOC will be subject to the availability of funds to the Sides

Article 4
The Roles of Participating Parties

1. Vocational Schools, Polytechnics, Colleges, Institutes from Cambodia, Indonesia, Lao PDR, Myanmar and Thailand as participating parties participated in the consortiums as well as execute consortium activities as a part of cooperation.
2. SEAMEO Secretariat, SEAMOLEC, SEAMEO Voctech and Bureau of International Cooperation OVEC as participating parties appointed by Sides, responsible as joint committee conceiver and facilitator in how the cooperation will put into practice.

Article 5
Dispute Settlement

The Sides will consult together upon request of either side regarding any matter relating to the terms of this FOC and will endeavor jointly in a spirit of cooperation and mutual trust to resolve any difficulties or misunderstandings which may arise.

Article 6
Amendement

If either Sides wishes to make changes within FOC content, this FOC may be amended by mutual written consent of the Sides.



Article 7
Entry into Force and Termination









1. This FOC will come into effect on the date of signature.
2. This FOC will remain in effect for an initial period of three (3) years and will be evaluated each year, unless either side of notifies the other side, in writing, of its intention to terminate this FOC at least three (3) months before the expiry date of the relevant period.




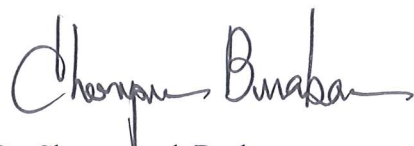
SIGNED in duplicate in Ubon Ratchathani province, Thailand on the 27th day of November 2015 by Sides and Witnessed by SEAMEO Secretariat, and OVEC, Thailand.

Date: November 27, 2015



Signed by

	
Mr. Mel Pho	H.E. TEP Oeun
Cambodia-India Entrepreneurship Development Institute, Cambodia	National Institute of Business, Cambodia

 <p>Mr. Chanvannak Ton</p> <hr/> <p>Kampong Chheuteal High School, Cambodia</p>	 <p>Ir. Tundung Subali Patma, MT</p> <hr/> <p>State Polytechnic of Malang/POLINEMA, Indonesia</p>
 <p>Mr. Abdul Roup Rahman</p> <hr/> <p>SMK YAPIA Parung Bogor, Indonesia</p>	 <p>Mr. Yusuf Azwar Anas</p> <hr/> <p>Cendika Bangsa Vocational High School, Indonesia</p>
 <p>Mr. Eko Budi Agus P</p> <hr/> <p>Buduran 2 Vocational High School, Indonesia</p>	 <p>Mr. Saysamone Ngamsy</p> <hr/> <p>Champasak Technical Vocational College, Lao PDR</p>
 <p>Ms. Tin Mu Aye</p> <hr/> <p>Co-operative College, Mandalay, Myanmar</p>	 <p>Mr. Prajuab Chantharawong</p> <hr/> <p>Roi Et Industrial and Community Education College, Thailand</p>

 <hr/> Mr. Nutthapol Poonprasit <hr/> Nongkhai Technical College, Thailand	 <hr/> Mr. Jaturun Wattanaprateep <hr/> Wangklaikangwon Industrial and Community Education College, Thailand
 <hr/> Dr. Thanakorn Chaiyakul <hr/> Ubon Ratchathani Vocational College, Thailand	 <hr/> Dr. Chompuhuch Buabangsorn <hr/> Institute of Vocational Education, Bangkok, Thailand On behalf of: <ol style="list-style-type: none"> 1. Chetupon Commercial College 2. Bangna Commercial College 3. Thonburi Commercial College 4. Thonburi Vocational College 5. Intrachai Commercial College

Witnessed by

 <hr/> Mrs. Puttachard Suphalucksana <hr/> Director of Center for International Vocational Education Cooperation OVEC, Ministry of Education Thailand	 <hr/> Dr. Gatot Hari Priowirjanto <hr/> Director of SEAMEO Secretariat
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Director Meeting on SEA-TVET “Country-Level Workshop on Harmonisation and Mobility”

26-28 November 2015 at Laithong Hotel, Ubon Ratchathani, Thailand
Hosted by the Office of Vocational Education Commission, Ministry of Education Thailand

Session 6,8,9: Group Discussion

Template for Rapporteur

Group	: Business and Commerce
Name of Group Moderator	: Dr. Siripan Choomnoom
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Mobile Phone of Group Moderator	: +66819374489
Name of Rapporteur	: Aline Almandha
Email of Group Rapporteur	: aline@seamolec.org
Mobile Phone of Group Rapporteur	: +628161191074

PART I (DAY1- Session 6): Getting to know each other and learning from others

	Institution 1	Institution 2	Institution 3
Name	Mr. Mel Pho	Mr. Chumno In	Mr. Sous Rithirong
Position	Deputy Director	Head of Department	
Roles and Responsibilities			
Name of Institute	Cambodia-India Entrepreneurship Development Institute	National Institute of Business	Cambodia-India Entrepreneurship Development Institute
City, Country	Cambodia	Cambodia	Cambodia
Courses offered	1. Entrepreneurship 2. Information Technology 3. Accounting for SMEs 4. Management 5. Foreign Language	1. Banking 2. Finance 3. Marketing 4. Management 5. IT 6. English	
Certification level (Diploma, certificate)	High Diploma and Bachelor degree		
Specialization and or achievements in programmes	Entrepreneurship	Business Skills	
Experience in	Used to conduct teacher and	No experience yet	

teacher and student exchange	students exchange with some universities/institutes in Indonesia on subject: accounting, information, and management. In December 2015 will conduct teacher exchange program with KVC Vietnam		
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	Institution 4	Institution 5	Institution 6
Name	Mr. Ton Chanvannak	Ms. Saengchan Langlar	Ms. Pranee Srimanta
Position	Commerce		
Roles and Responsibilities			
Name of Institute	Kampong Chheuteal High School,	Ubon Rajchathani Vocational College	Ubon Rajchathani Vocational College
City, Country	Cambodia	Ubon Rajchathani, Thailand	Ubon Rajchathani, Thailand
Courses offered	1. Electricity 2. Electronic 3. Agriculture 4. Animal Science 5. General Class Grade 10-11-12		
Certification level (Diploma, certificate)	Diploma and Certificate		
Specialization and or achievements in programmes	General class economic skill grade 11-12		
Experience in teacher and student exchange	Does not have a student exchange program but have student training with company in Cambodia		

	Institution 7	Institution 8	Institution 9
Name	Mr. Abdullah Helmy	Mr. Eko Budi Agus P	Mr. Abdul Roup Rahman
Position	Expert staff of Collaboration and Development		
Roles and Responsibilities			
Name of Institute	State Polytechnic of Malang (Polinema)	Buduran 2 Vocational School (SMK 2 Buduran)	SMK YAPIA Parung Bogor
City, Country	Malang, Indonesia	Sidoarjo, Indonesia	Bogor, Indonesia
Courses offered			
Certification level (Diploma, certificate)	Diploma 3 and Diploma 4		

Specialization and or achievements in programmes			
Experience in teacher and student exchange	No experience yet		

	Institution 10	Institution 11	Institution 12
Name	Mr. Somchit Panthachai	Mrs. Chompunuch Buabangsorn	Mr. Nutthapol Poonprasit
Position	Deputy Director		Director
Roles and Responsibilities			
Name of Institute	Roi Et Industrial and Community Education College	Institute of Vocational Education, Bangkok	Nongkhai Technical College
City, Country	Thailand	Bangkok, Thailand	Thailand
Courses offered	1. Accounting 2. Secretary 3. Business Computer		1. ICT 2. Business Computer
Certification level (Diploma, certificate)	Bachelor degree		Bachelor degree
Specialization and or achievements in programmes	Accounting (mini English program)		
Experience in teacher and student exchange	No experience yet		Teacher exchange with Lao PDR (Vientiane Technical College and Vientiane-Hanoi Technical College) Teacher exchange with Vietnam (Sai-ngong University and Viay Technical College)

	Institution 13	Institution 14	Institution 15
Name	Mr. Surapol Jiraworadej	Ms. Tin Mu Aye	Mr. Saysamone Ngamsy
Position		Principal	Deputy Director
Roles and Responsibilities			
Name of Institute	Office of Institute Vocational Education, Bangkok	Cooperative College	Champasak Technical Vocational College
City, Country	Bangkok, Thailand	Myanmar	Lao PDR

Courses offered		<ol style="list-style-type: none"> 1. Business accounting 2. Marketing management 3. Business management 4. Money, banking, and finance 	
Certification level (Diploma, certificate)		Diploma	Higher Diploma, Diploma, Certificate
Specialization and or achievements in programmes		Accounting	
Experience in teacher and student exchange		No experience yet	<p>Have teacher and students exchange program with Ubon Ratchathani Vocational College and Buriram Agriculture and Technology in the Hotel subject.</p> <p>With Vietnam in Bindink Province on computer, electricity, and automotive subject.</p>

	Institution 16	Institution 17	Institution 18
Name	Ms. Amornrat Kreetatorn	Ms. Bunyawee Suwannabool	Ms. Junpen Chocktanankul
Position	Head of Accounting Department	Accounting teacher	Teacher
Roles and Responsibilities			
Name of Institute	Chetupon Commercial College	Bangna Commercial College	Wangklaikangwon Industrial and Community Education College
City, Country	Thailand	Bangkok, Thailand	Thailand
Courses offered	Accounting	Accounting	Accounting
Certification level (Diploma, certificate)	Diploma	Diploma	Certificate and Diploma
Specialization and or achievements in programmes			
Experience in teacher and student exchange			

	Institution 19	Institution 20	Institution 21
Name	Mr. Nualpis Lingkanokrat	Ms. Suwanna Sassanarakkit	Mr. Pravit Sanabnaen
Position	Deputy Director	Deputy Director	Assistant Director
Roles and Responsibilities			
Name of Institute	Intrachai Commercial College	Thonburi Commercial College	Thonburi Vocational College
City, Country	Thailand	Thailand	Thailand
Courses offered	1. IT 2. Marketing		
Certification level (Diploma, certificate)	Certificate and Diploma	Diploma, Certificate and Bachelor Degree	Diploma, Certificate, Bachelor degree
Specialization and or achievements in programmes		Business Computer Marketing	Computer business, and marketing
Experience in teacher and student exchange	Have experience of student internship program with Bina Darma University, Indonesia last year. Students from Bina Darma came to take internship with Duong Duan Accounting and Law Company in Bangkok while one of our student work in Bank Perkreditan Rakyat, Sumatera Selatan and the other worked in Aryaduta Hotel for 2 months	No experience yet	

	Institution 22
Name	Mr. Yusuf Azwar Anas
Position	Quality Management Representative
Roles and Responsibilities	
Name of Institute	Cendika Bangsa Vocational High School
City, Country	Malang, Indonesia
Courses offered	1. Accounting 2. Computer networking 3. Multimedia 4. Hospitality 5. Office administration 6. Cloth design 7. Automotive Car and Motorcycle 8. Fashin design
Certification level (Diploma, certificate)	Certificate

Specialization and or achievements in programmes	
Experience in teacher and student exchange	Have conducted teacher exchange program

a) Experiences in conducting teacher/student exchanges (List down the name of institutions)

- SMK 2 Buduran, Indonesia – with Kanchanaphisek Mahanakorn Technical College, Thailand
- SMK Cendika Bangsa, Indonesia – with Phrae Vocational College, Thailand
- Chetupon Commercial College, Thailand – with SMK 2 Mataram, Indonesia and SMK 9 Bandung, Indonesia
- Kumphawapi Industrial and Community Education College, Thailand – with SMK 1 Cibinong, Indonesia
- Intrachai Commercial College, Thailand – with Universitas Bina Darma, Indonesia
- Champasak Technical Vocational College, Lao PDR - with Ubon Ratchathani Vocational College and Buriram Agriculture and Technology, Thailand, and with Vietnam in Bindink Province

b) Other concerns

Obstacles that came up during the cooperation activities:

- Resources (funding)
- Different academic calendar among countries
- Different curriculum structure
- Language barrier
- Communicating with partners
- Communicating with officials from the MOEs to gain permission for activities

PART II (DAY I- Session 6) and PART III (DAY II- Session 8): Sub-Group Discussion :
Possible of joint activities and teacher/student exchange

1. What are the agreed joint activities?, who will be partner ?, who are your targeted participants ?, number of targeted participants? and when to do ?

JOINT ACTION PLAN

No.	Agreed Joint Activities	Partners (Name of Institutions)	Targeted participants of this activities (management, teachers, students, staff, researchers, etc)	Number of targeted participants	When to do
1	Visit	Sub Group 1: 1. Nongkhai Technical College, Thailand 2. Kampong Cheutteal High School, Cambodia 3. Roi-et Industrial Community Education College, Thailand	Administrators	3-5	January 2016
			Expert	1-2	January-December 2016
2	Teacher Exchange Area of Specialization: IT, electricity, electronic Period: 1 week		Teacher	3-5	January-May 2016
3	Student Exchange Student Camp		Student	3-5 10-20	August 2016 November 2016
4	Practice sharing	Sub Group 2 1. Chetupon Commercial College, Thailand 2. Bangna Commercial College, Thailand 3. Wangklaikangwon Industrial and Community Education College, Thailand 4. Co-operation College Mandalay, Myanmar	Expert	1-2	January-December 2016
5	Visit		Administrator	3-5	February 2016 (week 3 or 4)
6	Exchange		Accounting Teacher	3-5	
			Teacher	3-5	October 2016
			Expert	1-2	
7	Student Camping		Student	10-20	October 2016

2. Other concerns/issues
 None

Note:

All statements/information/anything to be considered by participants during implementation, evaluation, or any other mechanism that need to do to support those activities, please take note and write it in "Other concerns/inputs" field.

PART IV (DAY II- Session 9): Group Discussion – Proposed Framework of Cooperation

Inputs/comments/feedback from participants:

- Article 2 Scope of Cooperation: Activities under the FOC will be carried out in the fields of business and Commerce and other related fields.
- Article 2 Scope of Cooperation: no need to put the time period for internship program

PART V (DAY II- Session 9): Group Discussion – Proposed Framework of Cooperation, Commitment of teacher and student exchange from our group

1. TEACHER EXCHANGE MODEL

Details	Sub-group I	Sub-group II	Sub-group III
Proposed by (name of institution)	1. Thonburi Commercial College, Thailand 2. Chetupon Commercial College, Thailand 3. SMK Cendika Bangsa, Indonesia 4. SMK Yapia, Indonesia	1. National Institute of Business, Cambodia 2. Kampong Chheuteal High School, Cambodia 3. Cambodia India Entrepreneurship Development Institute, Cambodia 4. Roi-Et Industrial and Community Education College, Thailand	1. Wangklaikangwon Industrial and Community Education College, Thailand 2. Chetupon Commercial College, Thailand 3. Bangna Commercial College 4. Co-operation College Mandalay, Myanmar
Teacher profile (course/subject, level)		Teaching accounting, secretary, business computer, and foreign language	Teacher who teach diploma and certificate level for Accounting major
Teacher requirements	<ul style="list-style-type: none">• Able to speak English• Have competency in the field	Bachelor degree	Accounting teacher
Number of participated teacher	1-2	3-5	3-5
Teacher program (Teaching observation/teaching in classroom, train in the industry/other please mention.....)	<ul style="list-style-type: none">• Teaching observation/teaching in class room• Train in industry	<ul style="list-style-type: none">• Teaching observation• Teaching aid	Teaching observation
Duration	2-3 weeks	1 week	1-2 week
Start from ...until...	February-March 2016	May – June 2016	1 st week of February 2016

Details	Sub-group I	Sub-group II	Sub-group III
Who will be responsible for each expense			
- Airfare	Each institution	Each institution	Each institution
- Visa and the consequences	Each institution	Each institution	Each institution
- Insurance (if any)	Each institution	Each institution	Each institution
- Accommodation	School partner	School partner	School partner
- Local transportation	School partner	School partner	School partner
- Other living expense	School partner	School partner	School partner
- Salary	School partner	Each institution	None
- Others such as....			None

What we have to do together to prepare teacher exchange program?

- Contacting each other before conducting all activities (via email, Line, app, website, etc.)
 - Discussion for time and duration, observation area, schedule in detail
-

Other concerns/inputs to implement teacher exchange?

- Communication/language
 - Try to get budget allowance
-

2. STUDENT EXCHANGE MODEL

Details	Sub-group I	Sub-group II	Sub-group III
Proposed by (name of institution)	1. Thonburi Commercial College, Thailand 2. Chetupon Commercial College, Thailand 3. SMK Cendika Bangsa, Indonesia 4. SMK Yapia, Indonesia	1. National Institute of Business, Cambodia 2. Kampong Chheuteal High School, Cambodia 3. Cambodia India Entrepreneurs hip Development Institute, Cambodia 4. Roi-Et Industrial and Community Education College, Thailand	1. Wangklaikangwon Industrial and Community Education College, Thailand 2. Chetupon Commercial College, Thailand 3. Bangna Commercial College 4. Co-operation College Mandalay, Myanmar
Student profile (age, education level,	<ul style="list-style-type: none"> • Age 15-17 • Secondary 	All levels (certificate,	<ul style="list-style-type: none"> • Above 18 • Diploma level

Details	Sub-group I	Sub-group II	Sub-group III
course/subject)	certificate level	diploma, and bachelor)	<ul style="list-style-type: none"> Accounting major
Student requirements	Able to speak English		<ul style="list-style-type: none"> Accounting activities Learning style
Number of participated student	2-5	3-5	10-15
Student program (sit-in classroom/on job training/other please mention.....)	<ul style="list-style-type: none"> Sit in class room Job training in industry Exchange cultural studies 	<ul style="list-style-type: none"> Sit in class room Job training 	<ul style="list-style-type: none"> Sit in classroom On job training
Duration	4 months	2 weeks to 1 month	1 week
Start from ...until... - how long for study at host institutions(sit in classroom program)? - how long for industrial attachments?	February – June 2016 2 months 2 months	May – August 2016	October 2016 5 days 2 days
Who will be responsible for each expense - Airfare - Visa and the consequences - Insurance (if any) - Accommodation - Local transportation - Other living expense - Tuition fee - Job training allowance - Others such as....	Each institution Each institution Each institution School partner School partner School partner School partner Industrial partner	Each institution Each institution Each institution School partner School partner Each institution Each institution Each institution	Each institution Each institution Each institution School partner School partner School partner School partner

What we have to do together to prepare student exchange program?

Discuss about schedule in host country in detail

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Other concerns/inputs to implement student exchange?

--- None ---

NOTE

The group decided to appoint Dr. Chompunuch Buangbasorn from Institute of Vocational Education, Bangkok, Thailand to be the head of the consortium

NO	TITLE	FULL NAME	NAME OF INSITUTIONS/ORGANIZATIONS	COUNTRY	EMAIL ADDRESS	MOBILE NUMBER
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3	Mr	Sous Rithirong	Cambodia-India Entrepreneurship Development Institute	Cambodia	chaktorong_ciedc@yahoo.com	089450030
4	Mr	Ton Chanvannak	Ministry of Education	Cambodia	vannak.tonchan@gmail.com	+885962600744
5	Ms	Saengchan Langlar	Ubon Rajchathani Vocational College	Thailand	toon.angle@hotmail.com	0877203276
6	Ms	Pranee Srimanta	Ubon Rajchathani Vocational College	Thailand	ps240623@gmail.com	0812820074
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19	Ms	Nuaplis Lingkanokrat	Intrachai Commercial College	Thailand	lnualpis@yahoo.com	0818412302
20	Ms	Suwanna Sassanarakkit	Thonburi Commercial College	Thailand	suwanna_2550@hotmail.com	0892213105
21	Mr	Pravit Sanabnaen	Thonburi Vocational College	Thailand	kunkuwit@gmail.com	0875915455
22	Mr	Yusuf Azwar Anas	Cendika Bangsa Vocational High School	Indonesia	yusufazwar9@gmail.com	+6282141411620