

VIETNAMESE ENGINEERING CONSULTANTS AND GLOBALISATION

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Vietnam was admitted into the World Trade Organisation-WTO in 2006 and became the 150th member of WTO; this event has helped the Vietnam's economy in integrating itself into the world economy, having opportunities to broader apply world achievements and entering into a common, more larger market. Vietnamese engineering consultants have also got conditions to work together with more larger number of consulting firms coming from various regions and countries worldwide. It is great favorable conditions but at the same time brings great challenges to the Vietnam's consulting industry still too young compared with that of the world and the region. To be able to well integrate itself into the international WTO market Vietnamese engineering consultants have identified the following activities and measures to be implemented:

1. First, to comprehensively understand international practices and standards, new working styles, some of which are still new and strange to Vietnam;
2. To well understand and disseminate international regulations, procedures, legislations, especially of major countries. Up to now Vietnam has done this in cooperation projects with foreign consultants in the overseas as well as local projects but not so regularly;
3. In the future, with WTO requirements, foreign consulting enterprises will have more larger business conditions in Vietnam including establishment of their own companies in Vietnam. Competition among foreign and Vietnamese consultants will be more harder. Vietnamese consultants should change their activities style to become more appropriate, to look for right partners to cooperate with avoiding unnecessary conflict. Foreign consultants have their advantages in experience, management and technology capacity, anyhow, when coming to Vietnam, like to other foreign countries, they can not fully understand local conditions, culture, customs and habits as well as legislation, state provisions and other practical issues relating to project investigation (environment, geology, topography, manpower, materials, etc); that is the reason for their cooperation with local consultants to be needed for making the project more successful. In the globalisation conditions it is great desire of Vietnamese engineering consultants to have foreign consultants coming to Vietnam as well as to other countries in the region to cooperate, to joint activities for best implementing the projects and helping each other to develop.
4. To best realise the above-mentioned ideas TCDPAP is expected to play the role of a bridge among consultant associations in the region, to set up a

network in the region and worldwide so as TCDPAP members can have good cooperation and joint activities and coordination among themselves. It is proposed to realise this in the following ways:

- provision of documents relating to business;
- provision of information relating technological progress, management improvement, especially procedures, regulations and legislation;
- organisation of training courses to enhance capacity of TCDPAP members, especially of developing countries;
- regularly publish TCDPAP Reviews.

The role of consultants in every country is very important in its activities, including in the globalisation issue. Consultants are those who assist the State and businesses to catch up with the development situation. To realise this role, as mentioned above, their tasks become much harder. It requires great support from the consulting enterprises, consultant associations of TCDPAP member-countries as well as from FIDIC. In addition, the financial institutions like WB, ADB, JICA and others also have great significance in assisting consulting enterprises which have very restricted financial possibilities to strive to develop themselves in integration process, especially in enhancing their capability, training their staff, to well understand regulations and provisions of international financial institutions as well as in promptly meeting their proposals related to projects.

As mentioned above, the Vietnam Engineering Consultant Association is still very young compared with other consultant associations in the region and the Vietnam consulting industry itself is also very young compared with that of other countries. For that reason its international integration needs support and assistance from consultant associations in the region and worldwide. The subject of Conference of **Making Globalization Work: Role of Consultants** is a very good idea of TCDPAP and FIDIC and we do hope that this is a best solution for consultants in various countries to develop together.

We would like to express our best wishes to the participants to the Conference and wish the Conference every success.

Hope to see you again at the TCDPAP&FIDIC/ASPAC Conference in Vietnam.