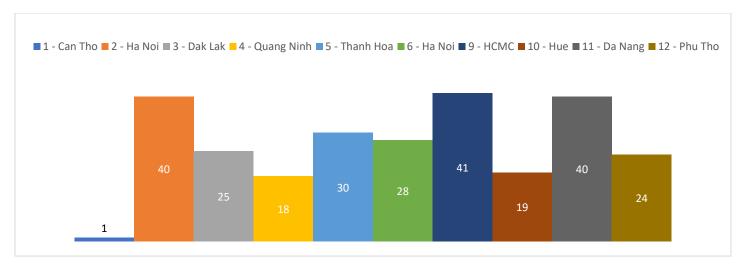
# **Annex 1: Participants feedback**

'NTMs and Market Access: key concepts and information tools' Vietrade series of 12 workshops

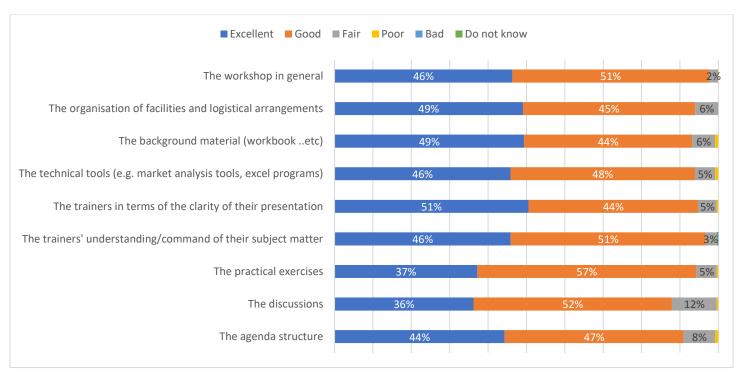
Statistics based on participants feedback – 267 participants answered the evaluation online.

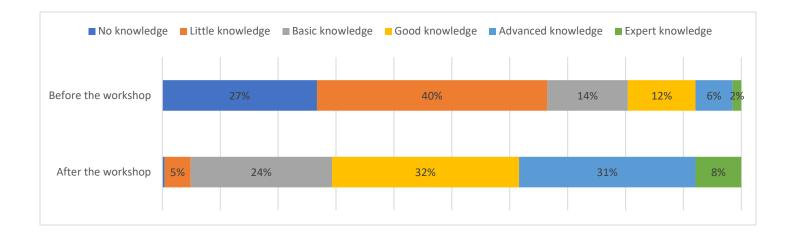
#### PARTICIPANTS THAT CONTRIBUTED TO FEEDBACK



No feedback was provided during the workshops "7 – HCMC" and "8 – Bac Giang".

# **OVERALL SATISFACTION**



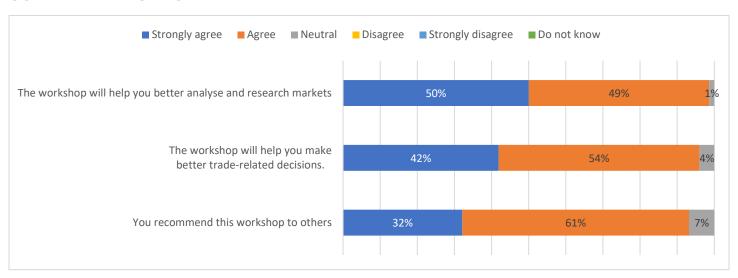


### **IMPROVEMENT OF AWARENESS ON NTMs**

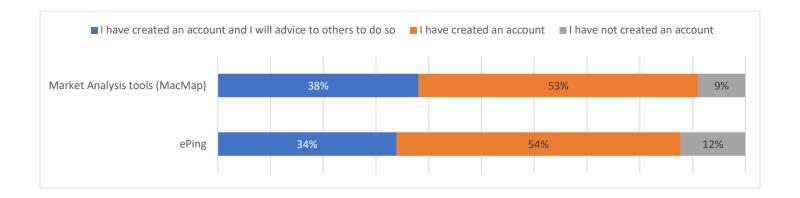


Out of the 267 respondants, 264 answered either 'Yes, substantially' or 'Yes to a certain extend'.

## **CONTENT APPLICATION**



### **ONLINE TOOLS ACCOUNTS**



### STRENGHS OF THE WORKSHOP

### Workshop 2 – Ha Noi

In fact, useful and updated

Knowledge, practical

Clearly, science, much useful information

Realistic

In fact, useful and updated

Help for businesses with more information, better understanding of the tariff yc

Receptive

provides connectivity

## Workshop 3 – Da Lak

Facilitate student dialogue dien.7

Ap mn applications Zalo group to share with each other.

Understand tariffs, non-tariff barriers when exporting

Access to export

Exchange of knowledge and practical knowledge of

new knowledge, requires compulsory sweeping joining must know

Help enterprises connect exports to the Chinese market

Understanding and grasp of policy, market

Lot of knowledge

Science

Better understanding of the system of traceability of goods and tools tax ....

Advanced knowledge of traceability systems and learn more about the system of tariff and non-tariff.

Very rewarding, help improve understanding for small and medium enterprises in the export of products to the world.

Information from the training extremely useful and interesting. The teachers are highly professional and dedicated guidance, help enterprises / organizations

Well organized, good content

Very useful for businesses

Increase knowledge

Diversity, understandable

Create opportunities for small and medium enterprises access to new markets

Preparation, logistics, the organization ensures good. Building program content Thematic selective and comprehensive information content, teaching methods ensure good trainers.

- learned a lot of problems in accessing the ITC market,

Knowing the contrary sp are allowed into the Chinese market through the official way; Understanding how traceability of products; meet and interact with many siblings (practitioners and trainers) .....

Organizational systems and sermons consistent

Easy to understand and apply

Teacher quality and very good documentation

Interaction between faculty and graduate students, students are practicing spot theories learned

The course is easy to understand and easy to apply

Very dedicated teacher

The program content is suitable for the cooperative strategy

Format of training very well and easy to understand teaching methods

The preparation of the training very good, very enthusiastic Lecturer

Working very well organized

Quality of teachers and curriculum

The course is very useful and consistent with the development orientation of the company

#### Workshop 4 – Quanh Ninh

Helping Businesses lot on export markets

Enthusiasm

Lecturers enthusiastic, thoughtful

Lecturers enthusiastic, thoughtful

Enthusiastic, fun

Help enterprises better understand the rules of origin, through tax, tariff

Knowledge is very useful for us in accessing export markets

Very enthusiastic, passionate

Very useful

Better understanding of tariff, non-tariff

A better understanding of the provisions on free trade

The updated knowledge matching market

Businesses better understand retrieving goods

### Workshop 5 - Thanh Hoa

Enthusiastic trainers guide

Enthusiastic lecturer, understandable, practical and hands-on training

### Workshop 6 – Ha Noi

Information Required for the Enterprise

Faculty quality

provide useful knowledge for business

Materials and good teachers

Essential for business in Hanoi

Lecturers are leading experts with experience

program given the knowledge of good tax measures

audio equipment and well organized program

training structure is very clear

Rich professional knowledge, diversity

Enthusiastic lecturer, useful knowledge

training very rewarding

Knowledge or

The training will help you make decisions related to trade better.

no

The training will help you analyze and better market research.

Knowledge or

Diverse knowledge, or

The training will help you analyze and better market research.

The training will help you analyze and better market research.

Lecturer enthusiastic, well-organized work

Knowledge of the program is very rewarding

Knowledge diversity

#### Workshop 9 – HCMC

The training is useful, meet the needs of market research.

Go realistic business information is needed

Clarify issues related to market access.

All the details

Enthusiastic teacher

Directly, receptive

Basic knowledge

Informative and enthusiastic teachers

Enthusiastic trainers guide

Enthusiastic faculty, professional

Full knowledge, accurate and useful the tools

Provides background

Professional, detailed, friendly

Detailed documentation steady vs content. Experienced trainers.

New and useful knowledge, many websites looking for information quickly.

Content actual abreast

Trainers and logistical enthusiasm

Bringing the case to illustrate specific and direct instructions

offering useful information

Help enterprises better access to markets.

De ear practical and necessary for businesses and organization that helps businesses dc dialogue, explained in detail. Volume macro extensive information, shareholders for enterprises co overview and improve knowledge, not from groping.

Teachers are very enthusiastic

Equipped with general knowledge and help students can learn about the market

Document or.

## Workshop 10 - Hue

The organization well, teachers have communicated the contents of the course as well as get VD to evidence during Asoka reached

said many issues related to export and import

Dianh help for better understanding of the industry rules and regulations lien

Dianh help for better understanding of the industry rules and regulations lien

teachers are very enthusiastic, especially the morning three teachers, teach very understandable

Access to basic knowledge about export

Lecturer enthusiastic, friendly

Lecturer enthusiastic, well-organized work

Good

Enthusiasm

Lecturer deep understanding

Lecturer knowledge, accent or, to

Lecturer knowledge, accent or, to

Fun, easy to understand approach during lecture time is too short though said many issues related to export and import

Benefit

### Workshop 11 - Da Nang

Enthusiastic teachers, content glitches

Clear layout, easy to understand

Enthusiastic, full content

Enthusiastic teachers, content glitches

Friendly

Pretty good and positive

The enthusiastic trainers answer questions

9.5

about findrules

Help enterprises better understand the problem of importing developing countries

Fun, rewarding

Lecturer playful, enthusiastic and approachable

Expert share very enthusiastic, perspicuity

Good

More knowledge

Enthusiastic, explaining in understandable problem.

Providing knowledgeable, enthusiastic professionals

Lecturer positive, enthusiastic, specific explanation.

Lectures are easy to understand

Convey specific information, clear, easy access

Exciting

Lecturer enthusiasm, initiative. Details.

Easy to understand, providing useful practical knowledge, experienced faculty.

Lecturer enthusiastic, thoughtful

Lecturer friendly, enthusiastic, experienced and certain expertise

Provide good knowledge

Very practical

Read more about export

Better understanding of the market approach xk

Pretty good and positive

Expert share very enthusiastic, perspicuity

Pretty good and positive

## Workshop 12 - Phu Tho

Many useful knowledge

Knowledge or

Enthusiastic lecturers

Passionate faculty

knowledge or

Good instructors

Lecturers or

knowledge or

Useful knowledge

Knowledge more

Passionate faculty

Knowledge or

Lecturer good

- Materials and methods taught by experts is very interesting and necessary

- Preparatory work well
- Work well organized and guaranteed
- Documents and complete course content
- The discussion interesting and good
- Work well organized
- Full Documentation
- There are practices to align with the theory
- The course has discussion very interesting and exciting
- Speaker experienced and enthusiastic teaching or
- The structure of the course clear and scientific
- Documentation of complete courses
- Content of the course interesting and attractive
- Work well organized
- Documentation of good teachers
- There are exercises to connect better knowledge

- Preparation and organization is quite adequate, good
- Trainers have good preparation for knowledge
- Is there a connection between knowledge and practice
- Learning materials are fully prepared and thoughtful
- Content and teaching or useful for enterprises
- The course is organized better and more useful information
- There are discussions for students to discuss and apply knowledge learned
- The content is divided logically and understandable
- Lecturer teaching good preparation
- Learner full and detailed
- Logistics and good preparation for the course
- Course structure properly, ensuring that students have the knowledge and practice
- Trainer dedicated and well prepared

### HOW TO MAKE THE WORKSHOP BETTER

### Workshop 2 - Ha Noi

Need to add real example and strengthen the exchange interaction at training session

Should release the final assessment exercises promise

Need to add real example and strengthen the exchange interaction at training session

Need more time to practice for businesses

It takes time to do the actual

Need more advice

### Workshop 3 - Da Lak

So is good enough.

Need more time

Further analysis

on training at the district level so that people know more

Quote for one specific item from start to finish

Closer counseling and specific examples

Very poor to overcome network again

Document eg lack of specific and applied exercises

Post harvest far too many typos, errors do not control the content (the given answer 2 questions)

Organizing Committee for the time necessary to organize a reasonable program

More instruction time

Prepare parking for students to attend

There should be more training for small and medium enterprises

Selective, arrange appropriate stakeholders to build thematic deeper, much more information.

Post harvest far too many typos, errors do not control the content (the given answer 2 questions)

regularly organize training courses to improve skills for the future continuation of the child.

Should organize more training courses

Need more in-depth focus on the tools market access

Consulting should last for each enterprise

Provide more computers for students to practice conditions

Implementing many technical deployment tools

Need more time for each business consulting more

Need more time to discuss more

Should have more exercise and more time to discuss

I think it necessary to introduce measures revenue level

I found the speed of the faculty teaching faster and some people do not keep up

Need more time for further discussion

### Workshop 4 – Quanh Ninh

Need more time

Very good

Recommended training courses organized more practical exercises for participants to better understand how the new policy of the Government

Recommended training courses organized more practical exercises for participants to better understand how the new policy of the Government

#### Workshop 5 - Thanh Hoa

Regular training courses like this to help small businesses with the opportunities to learn the knowledge of important information related to the goods Imex

Workshop 6 – Ha Noi

Need more time

program needed more time to pull businesses can interact more

Need to open more classes to support businesses like this

Need more frequent refresher training courses for doanb market access now exporting goods BTC wish to send documents before sessions

The course should be organized in many more local businesses to have the opportunity to participate

prepare necessary documents clearer

need better rehearsed discussion

programs need to improve documentation for businesses

Training materials need to be improved

the discussion is not good

#### Workshop 9 – HCMC

Training relatively complete

Training takes time longer

Focus areas in which VN-EU developing

Impart expertise helpful to businesses

Preparation of electrical outlet to practice

temporary residence for more remote provinces

More intensive training

America, Europe, Asia

Should organize more specialized courses for one industry to students with in-depth knowledge, easier to apply in practice

Having analyzed the actual case of Vietnam

Have plenty of time to practice. Can design a longer training sessions to suit the amount of knowledge

For more practical examples in each content to trainees understand the problem better.

Printing documents clearer interfaces directed. Practitioners need to add document files to study soft deeper

ITPC combination with VCCI / Custom / ministries involved to create more interdisciplinary training courses will go into deeper examination of issues that businesses actually encountering.

Lecturer of MOIT and HQ office associates under the state pays and hs easy questions for new businesses

Depth on one particular field such as food / agricultural products fresh / processed agricultural products / footwear / clothing / ...

### Workshop 10 - Hue

Need open class, training manager for the enterprise approach and applied in the manufacturing process business

have more time to grasp more clearly than

Should a longer training

Should a longer training

Need more document, lecturers impart coherent and more understandable

Technical steps to stabilize that a little more is perfect sir.

Need to give examples, more specific evidence

Tutoring

Longer time to acquire more practical, inviting businesses have direct export will share practical

Blasphemed may acquire

Blasphemed may acquire

Training courses need more time for members to practice time on the computer more

have more time to grasp more clearly than

Two days

#### Workshop 11 - Da Nang

Document preparation fuller

Layout more reasonable time

Relatively short time

Document preparation fuller

Pretty good

Length of Time to organize

Organize more courses for exporters

#### Learn more

You should actively teaching assistants and more dynamic

Trainers should know the right time distribution to lecture k be late

Further practical exercises on market research and retrieval of information on TBT, SPS, using Eping

B2b sales tools

Let the students discuss and teamwork more.

Training is very useful and I hope to have more such training courses are organized.

There are many more exercises

Content needs to unwind, to have group activities

Add the multiple choice questions on phone

Support trade opportunities

More time

Need more time, go slower lectures

### Workshop 12 - Phu Tho

Vietrade need to organize more such courses in the future to promote the activities of small and medium enterprises more.

BTC can organize more courses on other issues in order to enhance the capacity of the export market for our company is to have these courses

- The information interesting and exciting, but so too should shortly have sometimes presenters said quickly.
- We need a lot of similar courses in the future

BTC should extend additional courses so that we can learn more knowledge and more interesting or

There must be many similar courses to help small and medium enterprises as we export better.

- Need to have more training like this in the future
- Extending the discussion further term
- The course is useful but not held regularly to businesses learn about more problems
- Need to extend the course further to the analysis tools are deeper
- The course was too short lead to the students to acquire knowledge at the same time so I hope in the future course may be longer

- There should be many similar courses in the future
- The course should be extended for two days to study the full closer
- There must be many more courses to businesses can participate in and learn
- There must be many similar courses in the future to help small and medium enterprises in the province
- The course should be extended to 02 days so that the knowledge provided more

The course should expand some more tools and learning time should be extended to 02 days

### OTHER COMMENTS

### Workshop 2 - Ha Noi

Held directly at the Regional Raw

Good

We need to add these courses

Stock organizations need much more training in the neighboring provinces

Need to build fast information systems trade promotion

Workshop 3 – Da Lak

Need to organize quality training similar to this course

Organized and

to the training district

I wish to learn the prescribed standards of quality control (pesticide residues) by some

countries such as China, Korea, Japan, Netherlands .... to fruit Vietnam into the market school on.

Workshop 6 – Ha Noi

there should be more similar programs more need to improve on issues of documentation and discussion need to improve the practical exercises

there should be more similar programs more

need to improve on issues of documentation and discussion

need to improve the practical exercises

Workshop 9 - HCMC

Need to open more intensive training sessions on the Australian market, Japan

Enthusiastic teacher

We propose more intensive training than on HS codes, regulations and animal and plant quarantine requirements when imported into Vietnam market. Intensive training required

for import into Vietnam market from Europe for EVFTA agreements.

Enjoyed training

Instructions and materials for students more in-depth study

I look forward to further change in other markets more risky, less information, for example the African countries. ITPC nen thread to post training and Q & web ITPC to help other businesses tu hoc

Depth on one particular field such as food / agricultural products fresh / processed agricultural products / footwear / clothing / ...

Workshop 10 – Hue

Experts trained very enthusiastic

Useful

Need more courses like this anymore

Workshop 11 - Da Nang

There are many more case studies

Should allocate time more flexible and to help relax tired and tired

Would have more a more intensive training in research, seeking markets and SPS and TBT measures, tariff lookup

Very good

Additional cultural program / relaxing music or videos related ITC

After more training on export

Proposals have carefully about the course as CO