

## 6. Cultivating human resources for the development of regional markets

In order to boost Taiwan business investments in Southeast Asia, the government arranged for the International Trade Institute to open classes offering training in Southeast Asian languages and marketing management. Seventy-seven people have completed the program since it commenced in 2015, and 24 more are expected to enroll in 2019. Furthermore, a program was launched in 2017 focusing on international trade practices, marketing, business techniques, and e-commerce in New Southbound Policy markets. The classes—one each in Taipei, Taoyuan, Taichung and Kaohsiung—have benefited 428 people. About 140 participants are expected to attend in 2019.

## 7. Sending university students to partner countries for internships

To give Taiwanese university students a better understanding of partner countries' markets and nurture professionals who could help develop these markets, Taiwan has sent nearly 550 students majoring in international trade on overseas internships since 2014. In 2019, the government approved funding for 24 colleges and universities to send 150 students on business internships to six partner countries—Indonesia, Malaysia, Myanmar, the Philippines, Thailand, and Vietnam.

## Two-way talent exchanges

### 1. Government-sponsored scholarship

A government-sponsored scholarship was created in 2017 to further boost two-way talent exchanges. A total of 19 students were selected through examinations and awarded the scholarship for studies in partner countries. Another 42 students received the scholarship upon selection based on other criteria.

### 2. Establishing talent networks in partner countries

Taiwan maintains contact with youth from partner countries who have studied or conducted research in Taiwan (including recipients of the Taiwan Scholarship, Huayu Enrichment Scholarship, and the Taiwan Experience Education Program Scholarship). By creating related online platforms, Taiwan can amass robust talent networks in partner countries.

### 3. Helping overseas compatriot students and foreign students in Taiwan gain internships and post-graduation employment opportunities

An internship-matching program has been created for overseas compatriot and foreign students in Taiwan. The functions of the Contact Taiwan website, which aims to attract foreign talent to Taiwan, will be further strengthened.

### 4. A platform for Taiwanese enterprises in partner countries to register and post job opportunities

Since the launch of the platform, more than 40 job opportunities have been posted by the Department of Investment Services under the Ministry of Economic Affairs, which collects such information from Taiwanese businesses operating in Indonesia, the Philippines, Thailand and Vietnam. This can help migrant workers continue working for Taiwanese businesses in their home country.



## Industrial Innovation and Cooperation

The Flagship Program for Industrial Innovation and Cooperation centers on the Asian Silicon Valley, smart machinery, and green energy technology components of the Five Plus Two Industrial Innovation program. It aims to establish Indo-Pacific industrial supply chain partnerships, promote Taiwan's system integration solutions overseas, provide assistance to small- and medium-sized enterprises (SMEs), and enhance the image of Taiwan's industries through the Four Major Innovation Sectors and Three Specific Strategies. Taiwan seeks to foster stronger industrial ties with New Southbound Policy partner nations and build partnerships based on mutual benefit and prosperity, paving the way for deeper industrial connections with and greater access to regional markets.

The Four Major Innovation Sectors comprise forging partnerships through Indo-Pacific industrial supply chains, advancing cooperation with partner countries to help create an Asian Silicon Valley, building regional industrial chains for smart machinery, and creating an environmentally friendly Asia through green energy technology. The core idea is to strengthen industrial links between Taiwan and partner countries. Reciprocal and mutually beneficial relations will be established with each nation, taking into consideration their industrial strengths and local conditions, as well as Taiwan's competitive industries. On the one hand, Taiwan aims to expand exchanges with partner nations. On the other, it is looking to export Taiwan's advantageous industrial products and promote the upgrading of Taiwan's industries.

The Three Specific Strategies comprise system integration of total solution export for New Southbound SMEs, construction of a cooperation network for Taiwan's image, and innovative marketing promotion. Partner countries are an extension of Taiwan's domestic market; collaboration must be planned in accordance with local market needs in areas that are ripe for industrial innovation and system integration such as smart cities and green transportation. Such efforts present Taiwan with an opportunity to promote its national image, thereby fostering a deeper understanding of Taiwan and instilling a sense of trust in Taiwan.

Taiwan has bolstered industrial cooperation with partner countries by establishing communication platforms consisting of industrial associations, technical institutions and think tanks, and has started to see collaboration projects being realized. In 2018, Industrial Collaboration Summits were held in India, Indonesia, Malaysia, the Philippines,

