

**CENTER FOR THE STUDY OF THE
VIETNAM CONFLICT**

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FAX COVER SHEET

Date: 24 June 1996

**To: Admiral Elmo R. Zumwalt, Jr.
Fax: (703) 528-5795**

From: James R. Reckner

Subject: Foreign Trade University

Number of Pages (Including Cover Sheet): Three

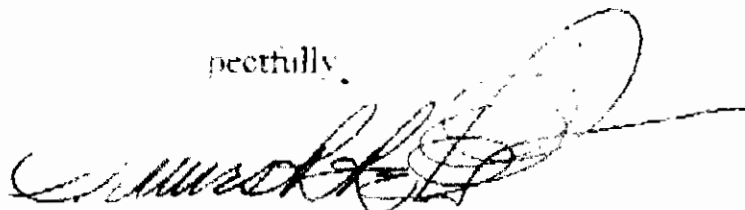
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Dear Admiral:

I forward for your information a copy of the letter I have faxed to Jim this morning about Texas Tech's cooperation with the Foreign Trade University of Hanoi.

Essentially, I believe Texas Tech is prepared to discuss any reasonable proposal for cooperation with the Foreign Trade University. We have considerable experience with such programs with foreign universities, and would be pleased to initiate such a program with the Foreign Trade University.

Sincerely,



James R. Reckner

TEXAS TECH UNIVERSITY

CENTER FOR THE STUDY OF THE VIETNAM CONFLICT

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June 24, 1996

Mr. James G. Zumwalt

Fax: (703) 437-6182

Dear Jiro:

In response to your telephone call regarding the proposed four year cooperative degree program with the Foreign Trade University of Hanoi, I am pleased to report the following:

As the initial proposal was very broad, we initially worked upon the assumption that the Foreign Trade University, by its very nature, would be principally interested in cooperative degrees in business administration. Therefore, in the absence of Dr. Idris R. Traylor, Executive Director of International Relations of Texas Tech University, I contacted Dr. Carl H. Stern, Dean of the College of Business Administration.

Dean Stern indicated ready willingness to discuss in detail any program of cooperation with the Foreign Trade University. The College of Business Administration currently has ongoing cooperative programs with universities in Azerbaijan and Turkey.

Dean Stern indicated there are at least two basic areas in which the College of Business Administration might be able to cooperate with the Foreign Trade University:

1. By providing advice/counsel on setting up a traditional western-style business school in Hanoi which would provide students with a baccalaureate degree in business administration.

2. A program in which students spend two years at the Foreign Trade University followed by two years at Texas Tech University, leading to a U.S. degree in business administration. In this type of program, one of the important considerations for the Foreign Trade University would be to develop a pool of students with the necessary English language skills. Students wishing to participate in a program at Texas Tech

must be able to pass the standard TOEFL English exam with a score of 550. Students with somewhat less skills might arrive at Texas Tech and spend a semester or two in Texas Tech University's English as a Second Language (ESL) program developing the necessary skills before beginning the program in business administration.

All of the above is based upon the assumption that business administration is the field in which the Foreign Trade University is particularly interested. Texas Tech

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Cooperation with Foreign Trade University of Ha Noi

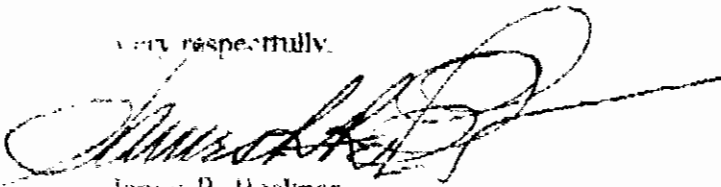
University has considerable interest in international programs in other fields as well, and will be willing to discuss cooperation in any appropriate area.

In the meantime, we would particularly desire to receive as much detailed information about the nature of the program the Foreign Trade University has in mind and the disciplines in which they are particularly interested. We would like to know more, also, about the Foreign Trade University itself, and, if possible, the name, position, and fax number of the person with whom we should directly correspond to achieve the degree of cooperation which the Foreign Trade University wishes.

I will send you by separate cover copies of Texas Tech University's undergraduate and graduate catalogues and other materials relating to the university for you to take with you to Hanoi next month.

I will close by again thanking you for your generous offer to act on behalf of Texas Tech University in establishing communications between our university and the Foreign Trade University of Hanoi.

Very respectfully,



James R. Reekner

Director

cc: Admiral Elmo R. Zumwalt, Jr.
Dr. Carl H. Stern, Dean, College of Business Administration
Dr. Idris R. Traylor, Jr., Executive Director, International Affairs
Dr. Jane Winer, Dean, College of Arts & Sciences