

## **Scope of work**

### *Trainings on hypertension management for private doctors in the Hypertension Provinces*

In 2012, PSI/Vietnam (PSI/V) collaborates with the Departments of Health (DOH) and other local partners in Da Nang and HCMC to use social marketing and social franchising approaches to increase private provider contributions to hypertension control efforts. The goal of the project is to ***increase early screening, diagnosis and treatment of hypertension among adults aged 40 and higher*** in the 2 participating provinces.

In support of project goals, PSI will identify approximately 100 private doctors, with convenient access to at-risk communities and commitment to the project goals, to follow national guidelines on hypertension screening, diagnosis and management. Selection and training of providers will take place during the 2<sup>nd</sup> quarter of 2012.

The upcoming trainings are expected to provide/refresh the private doctors very essential knowledge on hypertension screening, diagnosis, introduce a protocol for primary treatment and referral for intensive care, which is fully consistent with the national guidelines and adapted to meet the unique needs of private providers in Vietnam. During the trainings, providers will also learn more about the benefits and responsibilities associated with joining the franchise. As a result, trainings are expected to serve as an opportunity to further motivate providers to increase their contributions to hypertension and other critical community health issues.

In order to achieve the above trainings objectives, PSI will collaborate with the National hypertension Program (NHP) accredited national trainer team to facilitate these trainings. Advantages/benefits of this collaboration include:

1. NHP accredited trainers have very strong knowledge and experience in hypertension screening, diagnosis and treatment. They are also extremely knowledgeable regarding National Guidelines on hypertension screening, diagnosis and treatment. These qualifications and expertise will be very helpful for the project during curriculum development and training facilitation.
2. NHP accredited trainers are well-known and respected within the health sector. Their involvement in project trainings will generate increased local support for project goals and create a positive image/reputation for project-supported trainings.
3. As many successful government doctors also practice privately during out-of-work-hours, the NHP trainers are therefore likely to have a good understanding of private provider values and motivations.
4. Working with NHP trainers will help reinforce and strengthen the relationship between PSI and the NHP—a critical stakeholder for the project—and create opportunities to further project-related advocacy goals.

PSI Vietnam will provide contracted trainers with the training brief, required timeline, and other relevant documents to facilitate curriculum development and training facilitation.

Contracted trainers will perform the following services:

- Work with PSI HS team to develop training curriculum in accordance with training brief and the National Guidelines.
- Submit a brief (one page) training report after all trainings regarding the process of training, analysis of trainees' knowledge/capacity improvement, feedbacks of logistics and recommendation for improvements of the next courses.
- Conduct 4 trainings at sites according to the proposed schedule by PSI.

#### **Deliverables/Outputs**

- 4 trainings in Da Nang and HCMC (two for each) during May – June 2012.
- Complete of developed training curriculum with all handouts, presentations, and detailed agenda to be sent to PSI in both hard and soft copy.
- Training evaluation report includes feedback from participants and trainers' recommendations for future training courses.

#### **Report**

A brief evaluation report is required for all 4 trainings. And the evaluation report will have to be submitted within 20 working days from the completion date of the last one.

Each training will be one-day long or include 2 half-day sessions. Training venues and equipment are to be arranged by PSI Vietnam.

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Proposed by:

Approved by

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