

1: Doing business in Vietnam

Doing business in Vietnam | iv Preface This book was prepared by Ernst & Young in Vietnam. It was written to provide a quick overview of the investment climate, forms of business organization, taxation, and.

Tuoitre News English language news site for Vietnam This is generally acknowledged to be a sensitive area, from an ethics point of view, you will need to make your own decisions. Some sectors of business are different to others, it pays to be informed. All I can suggest is to do a decent amount of research, from that you can draw your own conclusions and make informed decisions. Somewhere along the line, you will be paying commissions, whether you know it, or not. You need to know where this is going to happen, how it is going to happen, and most importantly, what it is going to cost, be prepared. Ensure that when you do business in Vietnam you get as close to the source as possible, if you are sourcing products, only deal with the manufacturers. The further away you are from the people that can actually do the job, the more it will cost, as everybody involved has to get their commission, which you will be paying. Gift Giving Gift giving is a common practice in Vietnam and is not seen as any sort of bribery; these thank-you gifts do not need to be expensive and should be seen as a small token of your appreciation. It can be surprising how genuinely thankful the Vietnamese can be when you present them with small gifts, it puts you in good stead for further negotiations, there are a few options available. Go to the lengths of wrapping them up in a box with bright wrapping paper. Standard Working Practices Standard business hours apply, 8am-5pm, Monday to Friday in the larger cities. Some corporate offices and Government departments are open for a half-day on Saturday. In regional areas, hours may differ and shops may close over the lunchtime period for an hour or more. Do not automatically make the assumption that their English is going to be good enough to give you the all information you require – The further out you go into the regional areas and provinces, the more difficult it is to find these small family run businesses and the less English is spoken. Therefore plan your trip well to cover any eventuality If in any doubt, hire a translator and save yourself a lot of headaches. Finding the right translator for you is very important and it is not an easy process. I would suggest here, that you get your translator to sign one of your company confidentiality agreements. One copy in English and one in Vietnamese, get them to sign both copies and make sure you give them a copy of both and keep the originals for your records. You need to be absolutely certain that the translator you have hired is on your side, not theirs commission. Business Meetings preparation Vietnamese business people prefer to schedule business meetings well in advance, several weeks ahead is not uncommon, this holds especially true when they know you are visiting from another country. They will do a lot of preparing for these types of meetings; you should be doing the same. Minutes, take notes, document all decisions, actions, timeframes etc – Prior to the meeting I would recommend that you also supply a written agenda in point form a list , outlining very specifically your objectives, the how, what, where, when, who etc – Within 24 hours of the meeting taking place, send your official business minutes to all the individuals that attended the meeting – Keep in mind you have the option of arranging your initial meeting s , at the hotel you will be staying. This is absolutely mandatory, before you make the decision who to do business How will you know that the business they are showing you is actually theirs? It will give you some control over the events taking place 2. You will be able to move your negotiations along a lot faster 4. Business Meetings what to expect Punctuality is extremely important; it pays to be on time to meetings, do not take any chances. Some places can be very difficult to find, plan to be at the location of the meeting minutes beforehand. It gives you time to focus and allows you to take in your surrounding environment. Make sure you ascertain the ramifications of this new information, before moving on to the other items in your agenda. Business Culture communication Vietnamese companies tend to be very hierarchical in nature; the most senior person in the business usually carries the most influence in the decision-making process. Titles are very important in the Vietnamese business culture as status is gained by education and age. There is great deference and respect paid to fellow work colleagues, supervisors and managers, some key points to keep in mind. If you are not sure what their true English language capability is, hiring a translator may prove a very worthwhile option – Like most Asian countries business cards are a

commonly used in Vietnam; it is considered good business etiquette to have your business cards printed in both English and Vietnamese. When offering your business card for the first time, present it using both hands with the Vietnamese language side facing up and towards the person you are offering. Negotiations can be quite lengthy and time-consuming as the Vietnamese will want to examine everything as well as consulting their own group before reaching any agreement. Doing business in Vietnam can also be quite slow as there is often a lot of bureaucracy to go through before a deal can be finalised. Make sure all official government documentation is correctly filled-in, it is stamped and certified by all the relevant government agencies. Most Vietnamese tend to hide their feelings, avoid conflict and confrontation, in order to avoid hurting or embarrassing anyone. This pattern of behaviour can be interpreted as challenging or insulting to a westerner, but the reality is, it is part of their nature and it is a cultural norm. A word about non-verbal communication be careful when interpreting Vietnamese body language, hand gestures, tone-of-voice, and facial expressions. The assumptions and deductions you may make as a westerner based on your prior experience, are in all likelihood somewhat off the mark. They may use the same sort of gestures, but some of these gestures you are familiar with, may mean something altogether different to the Vietnamese. Asking Questions When a Vietnamese person asks you questions, for them it is not considered offensive or rude in their culture to ask personal questions regarding age, marital status, salary, religion, etc. Make the opportunity to find out whatever you can about the people you are dealing with, have some informal, casual conversations and ask the following types of questions. Keep the discussion light and breezy, this sort of inquiry serves a number of useful purposes; you are establishing some rapport and comfort with the other players, you get some idea of their capability, and you can subtly find out who speaks the best English. When they do, they really mean it, and this form of gratitude can last a lifetime. They will not be happy until they can somehow find a way to repay the kindness you have shown them. In social situations and informal gatherings, whoever is the oldest present, is the person that is automatically considered the leader. To the Vietnamese the owl is a bad omen, a harbinger of death. Other Traditional Vietnamese Customs useful to know Friendships are highly valued, especially between close friends, they are often regarded as blood relatives; overall most Vietnamese are warm, friendly and hospitable. It pays to explore and move around on foot, stopping here and there and watching the Vietnamese people going about their daily lives. Strike up a conversation with them, you will be amazed the wealth of knowledge and experience these sort of people have accumulated. Wishing you, dear reader the best of luck with your business negotiations and I hope that this article has provided you with some useful insights that will make your business negotiations in Vietnam easier and more effective. Many thanks for reading this article.

2: How to do business in Vietnam - Doing Business in Vietnam

Compared to the OECD norm of and the East Asia and Pacific average of , taxation is one of the most burdensome processes of doing business in Vietnam. Trading Across Borders Given its strong manufacturing base and reliance on interconnectivity, trading across borders is a cheap endeavour.

Top 5 trade deals that changed history After decades of war, hunger and economic sanctions, Vietnam reached a turning point in In , Bill Clinton lifted the year post-war US trade embargo, and Vietnam entered the global marketplace. Industry, construction, and services were the major sectors that attracted the majority of EU capital. Real GDP in Vietnam is projected to expand by 6. The Vietnamese are incredibly open and optimistic about foreign investment and the opportunities brought by increasing integration in international markets. They are also usually very keen to share their proud culture, tradition and history with foreigners – in order to protect their local customs and heritage in a rapidly developing and outward-looking society. Therefore, even the slightest acknowledgement of Vietnamese culture can earn foreigners a lot of esteem. With all of this in mind, we share the top five tips on doing business in Vietnam. Greetings The Vietnamese language has an interesting set of pronouns. Dozens of pronouns are necessary to help fully articulate the strict generational hierarchy of Vietnam. Experience, wisdom and pragmatism take precedence over youthful idealism. Eating Generation also plays a key role when eating. Usually, meals are a family occasion, so paying individually is a baffling practice for most Vietnamese. Vietnamese people love to eat, and are very proud of their traditional cuisine. Rice products, noodles, fresh vegetables and hotpot form the backbone of the Vietnamese diet, along with every kind of meat imaginable. As Vietnamese working hours can stretch from 7am-9pm in tropical weather, Vietnamese people also like to take a nap around midday. Making conversation When sitting down to eat, you might be surprised by some of the questions you are asked. In fact, trimming years off your true age may prove detrimental. Image is important in Vietnam, especially when doing business. You must be professional, but it also helps to illustrate that you are a charitable person and dedicated family member. Like most Asian countries, Vietnamese businesses tend to favour tailored, flexible deals over standardised, fixed arrangements. Your response should then be your minimum amount, which then sets the range in which negotiations can take place. Businesses are eager for foreign investment to gain the advantage. It is therefore important to understand the context in which you are negotiating, and offer the right sweeteners to any deal. For example, long-term sustainable partnerships with flexible terms are seen as favourable to rigid contracts with short-term gains. Image is also paramount, and doing business with large organisations in developed countries is a big indicator of success and prestige to Vietnamese consumers. Any deal involving publicity, marketing and media opportunities boasting international relationships would be very desirable. Free markets are still somewhat of a new phenomenon. Vietnamese businesses are keen to learn the secrets of successful, sustainable growth from large multinational firms. Offering cutting-edge software, online technology, or simply secrets to international success in your industry, will likely sweeten any deal. For more detailed advice about doing business in Vietnam, visit the Asian Absolute website Post navigation.

3: Doing Business in Vietnam | Expat Arrivals

of doing business in Vietnam, including the common types of business entities used by foreign investors to enter the Vietnam market, and the taxation and.

Training for Reform, a World Bank Group flagship publication, is the 16th in a series of annual reports measuring the regulations that enhance business activity and those that constrain it. Doing Business presents quantitative indicators on business regulations and the protection of property rights that can be compared across economies—from Afghanistan to Zimbabwe—and over time. Doing Business in Vietnam measures regulations affecting 11 areas of the life of a business. Data in Doing Business in Vietnam are current as of May 1, 2019. The indicators are used to analyze economic outcomes and identify what reforms of business regulation have worked, where and why. The ease of doing business score: The ease of doing business score captures the gap of each economy from the best regulatory performance observed on each of the indicators across all economies in the Doing Business sample since 2007. The ease of doing business ranking ranges from 1 to 190. The steps of launching a business are shown below. Dealing with Construction Permits Shown below are the procedures, time, and costs to build a warehouse, including obtaining necessary licenses and permits, completing required notifications and inspections, and obtaining utility connections. Getting Electricity The challenges required for a business to obtain a permanent electricity connection for a newly constructed warehouse are shown below. Included are the number of steps, time, and cost. Registering Property The ease with which businesses can secure rights to property is shown below. Included are the number of steps, time, and cost involved in registering property. Getting Credit Measures on credit information sharing and the legal rights of borrowers and lenders are shown below. The Legal Rights Index ranges from 0 to 100, with higher scores indicating that those laws are better designed to expand access to credit. The Credit Information Index measures the scope, access and quality of credit information available through public registries or private bureaus. It ranges from 0 to 100, with higher values indicating that more credit information is available from a public registry or private bureau. Protecting Minority Investors The indicators below describe three dimensions of investor protection: The indexes vary between 0 and 10, with higher values indicating greater disclosure, greater liability of directors, greater powers of shareholders to challenge the transaction, and better investor protection. Paying Taxes This topic records the taxes and mandatory contributions that a medium-size company must pay or withhold in a given year, as well as measures the administrative burden of paying taxes and contributions and complying with postfiling procedures. Trading Across Borders This topic measures the time and cost excluding tariffs associated with three sets of procedures—documentary compliance, border compliance and domestic transport—within the overall process of exporting or importing a shipment of goods. Enforcing Contracts Enforcing Contracts measures the time and cost for resolving a commercial dispute through a local first-instance court and the quality of judicial processes index, evaluating whether each economy has adopted a series of good practices that promote quality and efficiency in the court system. Resolving Insolvency The time and cost required to resolve bankruptcies is shown below. The data identifies weaknesses in existing bankruptcy law and the main procedural and administrative bottlenecks in the bankruptcy process. The recovery rate, expressed in terms of how many cents on the dollar claimants recover from the insolvent firm, is also shown.

4: Top 5 tips for doing business in Vietnam | World Finance

Vietnam is ranked 68 among economies in the ease of doing business, according to the latest World Bank annual ratings. The rank of Vietnam improved to 68 in from 82 in Ease of Doing Business in Vietnam averaged from until , reaching an all time high of 99 in and a record low of 68 in

If you do not think the standard of English in the Vietnamese company is up to scratch, you might wish to ask for parallel Vietnamese texts and get them translated; this could form a valuable investment. As obvious as this may appear, make sure that before signing any documentation etc. It is not advisable to rely on the translation provided by your supplier and do not feel pressured into signing something that you do not understand. Fractured communications and mutual misunderstandings are the most common reasons for breakdowns in overseas business relations. However, even if you do achieve a level of fluency, an interpreter or Vietnamese-speaking member of staff is still essential for business meetings. Freight forwarding companies like these can provide advice on the best way to ship goods to Vietnam. It takes approximately six to eight weeks to ship goods from the UK to Vietnam by sea. Vietnam has a total of seaports, 14 of which are relatively large and identified as important to economic development. A deep-sea port is also under development in Vung Tau, southern Vietnam. Once completed, these new seaports should make sea freight to Vietnam easier and more cost-effective for overseas companies. Long Thanh is to be built in three phases over three decades, to reach a targeted annual capacity of million passengers and five billion tonnes of goods. There are many companies providing courier services to Vietnam. UKTI in Vietnam can give you further details: There are different levels of due diligence, appropriate for different situations. If a company can produce this, you do not need to check its financial standing as the bank will have already done this. This will tell you: If you want to verify the information externally, seek the advice of lawyers, advisory firms or consultants who can carry out due diligence on your behalf. You will have more security if you know who the legally responsible person is, so find out who you are dealing with. You will need to carry out further research if you wish to establish a business relationship that goes beyond exporting. Company accounts may not necessarily be accurate; therefore it is not enough to simply obtain a copy of them. It is unlikely that most accounts in Vietnam will be audited to the standards routinely expected in the UK, and companies may have different sets of accounts for different audiences, so it is advisable to use such data in conjunction with information obtained from elsewhere. Good-quality consultancy and assistance is available from resident firms in Vietnam and in the UK. These companies can carry out operational, financial, legal and technical due diligence checks, typically by looking at the actual operation of the business, and building up a more accurate picture by carefully interviewing people who work in and with the firm. Foreign currency is only allowed out of Vietnam when:

5: Doing business “ Vietnam ” For Australian exporters - Austrade

An Introduction to Doing Business in Vietnam Published: June An Introduction to Doing Business in Vietnam will provide readers with an overview of the fundamentals of investing and conducting business in Vietnam.

Ho Chi Minh City Doing Business in Vietnam Vietnam is an attractive destination for entrepreneurs looking to set up their own business. Vietnam has a relatively robust economy which has experienced steady growth since the s. While it did feel the effects of the global economic downturn, Vietnam made a rapid recovery and continues to offer a lot of potential for foreign investors. In recent years, the country has seen an influx of businesspeople moving to Vietnam to diversify their operations away from China. While the Vietnamese government has taken steps to amend legislation to encourage foreign business owners to set up enterprises in the country, there are still a number of barriers that entrepreneurs will have to overcome in order to successfully set up and manage a business in Vietnam. The country ranked particularly highly in dealing with construction permits 12th and getting credit 28th. Fast facts Business language Vietnamese is the official language of business. While English is spoken in most business circles, it is worth hiring an interpreter to assist in dealing with government departments and other service providers Hours of business Monday to Friday, 8am to 5pm and Saturday, 8am to Business dress Business attire should be formal and conservative. It is best to stick to dark-coloured suits and modesty is key. Greetings Handshakes are used when meeting business associates. Handshakes usually only take place between members of the same gender. Some Vietnamese people use a two-handed shake, with the left hand on top of the right wrist. When male expats greet a woman they should wait for her to extend her hand first. If she does not, he should bow his head slightly. Gifts Business gift giving is fairly common at the end of a business deal or during a meal in honour of a business partnership. Gifts should be small but not overly expensive. Gender equality While there have been strides taken towards gender equality in Vietnam, women remain underrepresented in Vietnamese business circles. It is very rare to see women occupying senior positions in a company. Business culture in Vietnam Vietnamese business culture is very hierarchical. Respect should be shown towards elders and senior figures at all times. When greeting older colleagues it is best to bow slightly; younger businesspeople will greet each other with a firm handshake. Relationships and networking Personal relationships are considered to be critically important to successful business partnerships, so expats should expect to invest a considerable amount of time getting to know colleagues. In fact, it is not uncommon for no actual business to be discussed at initial meetings. Business cards are exchanged at initial meetings and should be presented with both hands. When receiving a business card expats should show proper respect to it and not simply glance at it and put it in a pocket. Networking is incredibly important in Vietnam. Vietnamese businesspeople prefer to work with those recommended by a friend or business contact rather than be approached directly. Expats doing business in Vietnam will soon find that a broad social network does wonders for their business success. Business negotiations in Vietnam can sometimes be slow. It is important to bear in mind that there is often a lot of red tape that has to be contended with when doing business in Vietnam. Furthermore, group consultation can also delay final decisions. Patience is therefore important when conducting business in the country. Saving face The concept of maintaining face is important in Vietnamese business circles. Vietnamese people will avoid embarrassing themselves and colleagues during business proceedings. Usually when one person disagrees with another they will remain quiet so as to not cause a loss of face. Silence is therefore a common means of communication in business. Trust is also important in Vietnam. Businesspeople take each other at their word and therefore expats should never make promises they cannot keep. Timekeeping The Vietnamese value punctuality. Arriving late or being unprepared for a scheduled meeting is seen as disrespectful. Expat entrepreneurs should be sure to plan ahead when doing business in Vietnam. The Vietnamese expect people to make appointments several weeks in advance to schedule any sort of business meeting. The Vietnamese value punctuality. Do dress conservatively and modestly. Despite the hot weather, Vietnamese businesspeople still wear formal business suits. While English is widely spoken in business circles, it is recommended that expats hire an interpreter to assist them, especially at initial meetings. Trust is an important element of business

relationships in Vietnam.

PwC: Doing Business in Vietnam

Doing Business in Vietnam: And with the middle class set to double in size by , the country is bursting with potential for exporters exploring new markets. Canada and Vietnam Trade The Canada-Vietnam trade relationship is good, recently celebrating 40 years of partnership in Both the Government of Canada and Vietnam have endeavored in November to establish a comprehensive partnership to develop bilateral trade, which they shared in a joint statement. Positive relations are bolstered by joint participation on a number of agreements including: Why do business in Vietnam? The Vietnamese government is committed to creating an attractive environment for foreign investors, and is constantly improving its framework related to business and investment. According to the Socio-Economic Development Strategy SEDS , the government recognizes the need for structural reforms, environmental sustainability, social equity and economic stability. Despite global economic uncertainties, Vietnam remains resilient, with GDP expanding by 6. Doing Business in Southeast Asia A comprehensive guide helps you explore exporting and direct investment opportunities in the ten fast-growing markets of Southeast Asia. Building relationships for export success in Vietnam Vietnam is a burgeoning market offering plenty of opportunities for Canadian exporters, however, navigating through the processes and administration can be complex. Developing strong partnerships with local professionals will be invaluable in developing business connections, and understanding Vietnamese business culture. Often, building these relationships takes time, and involves getting to know each other on more personal level. Food plays a central role here as eating and drinking together is an important part of Vietnamese culture. How to do business in Vietnam: Confucianism has also seasoned Vietnamese society, placing great importance on the relationships that people have with each other. Here are 8 etiquette tips for doing business in Vietnam: Shaking hands in Vietnam is done with both hands, with an added light bow for respect. Vietnamese is a tonal language and you would impress your new associate with proper pronunciation. Use both hands when receiving and giving business cards, or whenever passing an object to another person. The Vietnamese style of dining is rice bowls and chopsticks. Some at-home practice may be required to master the technique. Food is placed on dishes in the center of the table and shared. An offer of tea at a meeting is a ceremonial form of hospitality and should never be refused. For business, dress is conservative. For more resources on doing business in Vietnam, visit the office of the Canadian Trade Commissioner Service in Vietnam. How to Sell to International Markets. What Canadian Companies Need to Know was last modified: August 15th, by Export Development Canada. Was this article helpful?

7: Doing business in Vietnam never been easier | KPMG | VN

The main objective of this Doing Business in Vietnam Guide is to provide you with basic knowledge about Vietnam; an overview of its economy, business culture, potential opportunities and to identify the main issues associated with initial research, market entry, risk management and cultural and language issues.

Doing business Current business situation With an increasingly deregulated business environment and ambitious reform, Vietnam has experienced robust growth with average GDP growth of 6 per cent in the last 20 years World Bank, GDP growth, GDP grew by 6. Economy Vietnam has a dynamic economy with average GDP growth of 6 per cent in last 20 years 6. The Vietnamese Government is gradually liberalising foreign investment and the legal system is also undergoing major change to better align commercial statutes with international norms. General Statistics Office of Vietnam. Over 70 per cent of the total FDI figure is represented by the technology manufacturing sector which indicates that Vietnam is indeed being looked at as the new manufacturing hub for Asia. Vietnam is emerging as a manufacturing hub for electronics Samsung, LG, Intel. Given the availability of cost-competitive labour, an ambitious program of major infrastructure developments and international trade links, Vietnam has quickly established itself as a go-to destination for labour intensive and increasingly advanced manufacturing. General Statistics Office of Vietnam Workforce and growing middle class Vietnam has a growing population of around 95 million in Source: World Bank with a young and dynamic workforce. It also has the fastest growing middle class in ASEAN, from 12 million in to expectedly 30 million in Vietnam has advantage of the golden population structure. Currently, 70 per cent of the population is under 35 years of age Source: Vietnam has an educated, young digital-savvy generation with high mobile commerce penetration. Political environment Vietnam has a very stable socio-political environment with an increasingly deregulated business environment. It has significantly improved the ease-of-doing-business index in the past years, now standing at 68th in the ease-of-doing-business index. Moving up the value chain to avoid the middle income trap The country has been moving up from low value-add agriculture to high-tech agribusiness, and diversified the key sectors from agribusiness to services. Vietnam is one of the countries that are active in embracing Industry 4. This has also boosted the quality of education in the country. Free trade agreements Vietnam proactively participates in various free trade agreements, showing its rapid integration into global economy. While the global economic slowdown presented challenges, the long term outlook for Australia-Vietnam trade and business relationships remains positive. There are many opportunities in industries for both countries such as:

8: Doing Business in Vietnam Guide

What companies should consider when doing business in Vietnam. Day to day communications Following initial contact with a Vietnamese company, it is likely that your day-to-day phone and email communication will be in English with one of the company's English-speaking members of staff.

9: Top 10 challenges of doing business in Vietnam | TMF Group

4 Guide to Doing Business in Vietnam Introduction Not since Vietnam's corporate and investment law were overhauled to prepare for accession to the World Trade Organisation.

From Middle to Early Modern English Jeremy J. Smith lit kanpur electrical engineering syllabus Saving the Liberty Bell Goal Directed Behavior Corrosion and Protection of Metals and Alloys Chapter 4. The Second Visit with Pauline Compliance costs of international business transactions in the European Union Informal. A taxicab; See hackie. Upload files Oral Communication Methods for the Classroom Teacher Who Is The Good Teacher? Experiencing modern management Behavior modification in mental retardation With His Ring (Simply The Best Larger Print Core Skills for Nurse Practitioners Bedford Guide for College Writers 7e 4-in-1 cloth ix visual exercises In the 1st Degree How to Make Your Realtor Get You the Best Deal: North Carolina Edition Famous Leads and Defences A Brief History of the Birth of the Nazis Master shots Prentice hall science explorer electricity and magnetism I want to hold your hand piano Model Based Control Bolivars Right Hand Editable bi-annual calendar Ontological Phillis Levin The mourning muse of Thestylis Cancer stem cells in hematological malignancies Aniruddha J. Deshpande and Christian Buske Tudor house and garden Whos Afraid of the Dark? (Little Angel Books) Your real problem Those are the terms Religion, Politics, Media in the Broadband Era (Bible in the Modern World) III. Hieroglyphical essays and correspondence. The articles / Commercial Law Lecture Notes Spanish for health professionals Asthma Management Taking the Pulse of The U.S. Health Care System Belle Isle and East