

SUMMARY

ON THE NEW CONCLUSIONS OF THE DOCTORAL THESIS

Topic title: *Solutions to enhance the competitiveness of Vietnamese retail enterprises in the domestic market.*

Major: Commercial business

Code: 9.34.01.21

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Training institution: Vietnam institute of industrial and trade policy and strategy – Ministry of Industry and Trade

New conclusions of the thesis:

- ❖ *In theory:* The thesis has built a theoretical framework on the competitiveness of Vietnamese retail enterprises in accordance with the current characteristics and conditions of the business environment in Vietnam, in which the factors affecting the competitiveness of Vietnamese retailers have been identified competitiveness of Vietnamese retail enterprises and develop a set of criteria constituting the competitiveness of Vietnamese retail enterprises, including: Network development capacity; financial capacity of the retail enterprise; human resource capacity; management capacity; service delivery capacity.
- ❖ *In practice:* From the results of analyzing the current situation of competitiveness of Vietnamese retail enterprises, the thesis has made an assessment of the strengths, limitations and causes of the competitiveness of Vietnamese retail enterprises. At the same time, the thesis proposes a group of solutions to improve the competitiveness of Vietnamese retail enterprises, including: (1) Group of solutions for Vietnamese retail enterprises; (2) Group of solutions on the side of the State.

INSTRUCTOR 1

INSTRUCTOR 2

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