

SUMMARY OF NEW CONTRIBUTIONS OF THE THESIS

Thesis title: Development of Overseas Vietnamese Goods Distribution System

Major: Commercial

Code: 9.34.01.21

Science instructor: 1. Assoc.Prof.Dr. Dinh Van Thanh

2. Assoc.Prof.Dr. Ngo Thi Tuyet Mai

Training Institutions: Viet Nam Institute Of Industrial And Trade Policy And Strategy

New contributions of the Thesis

- In terms of reasoning: On the basis of systematizing in-depth and comprehensive issues on the development of overseas Vietnamese goods distribution system with aspects of policy and administration of the development of the distribution system, the thesis clarifies the unique characteristics of the overseas goods distribution system of a country, setting up a new concept and connotation of the development of overseas goods distribution system of a country. In particular, clarify the content, evaluation criteria and give 5 groups of factors affecting the development of overseas goods distribution system of a country. These are new theoretical contributions to the development of the overseas distribution system of a country in the context of deeper international economic integration and meet the requirements of rapid development combined with sustainable development.

- In terms of practice: On the basis of scientific analysis and assessment of the current situation of developing overseas Vietnamese goods distribution system in recent years, the thesis points out the achievements, limitations and causes attributable to the State, the enterprise; Combining theoretical and practical bases, combined with analysis and forecasting of future contexts, the thesis establishes a number of viewpoints and development orientations, proposes 2 groups of solutions (for the State and for enterprises) and some specific recommendations to develop overseas Vietnamese goods distribution system in the period by 2025, with a vision towards 2030. Solutions and recommendations have scientific and practical bases, have many new points on linkages to develop overseas Vietnamese goods distribution system.

Therefore, this thesis has made points that previous researches still lack. Furthermore, the thesis has high practical value for the development of overseas Vietnamese goods distribution systems, both in terms of policy-making and enterprise aspects. And also, it is a valuable reference for researchers and interested people./.

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