



**Thai Nguyen University**  
Socialist Republic of Vietnam



**Southern Luzon STATE University**  
Republic of Philippines

**PHAN THỊ MAI HƯƠNG**

**(English Name: Diana)**

**“FACTORS AFFECTING THE  
COMPETITIVENESS OF SMALL AND MEDIUM  
SIZED AQUACULTURE ENTERPRISES IN THE  
NORTH OF VIETNAM”**

**DOCTORAL THESIS**

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## DEED OF DECLARATION

I, Phan Thi Mai Huong (English name: Diana), hereby submit my thesis for oral examination, entitled “*FACTORS AFFECTING THE COMPETITIVENESS OF SMALL AND MEDIUM SIZED AQUACULTURE ENTERPRISES IN THE NORTH OF VIETNAM*” truthfully declare that the said paper is a product of my original research investigation.

Signed this ..... 2013 at Thai Nguyen University

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**Phan Thi Mai Huong**

**DBA Candidate**

## **Abstract**

*The study was conducted to analyze the factors affecting competitiveness of SMEs in aquaculture of Northern Vietnam. The research utilized both primary and secondary data. The respondents in this study were the members of board of directors of 122 small and medium aquaculture enterprises of six coastal provinces in the North of Vietnam. Data for this study was collected via email with director of aquaculture enterprises. The study adapted from David Aker's model (2007) for analyzing the factors impacting competitiveness of aquaculture enterprises in 6 coastal provinces of Northern Vietnam. Eight criteria that this dissertation identifies as most important internal factors accounting for enterprises' competitiveness include: finance capability, management capability, intangible assets, manufacturing equipment, marketing, production capability, human resource and R&D.*

*The dissertation identified the indicator of competitiveness of small and medium sized aquaculture enterprises in Vietnam nowadays and in particular evaluated the factors affecting the competitiveness of small and medium aquaculture enterprises in the North of Vietnam.*

*Aquaculture enterprises in Quang Ninh own the highest level of competitiveness with the score of 4.04 (maximum level is 5). In addition, the dissertation ranked the competitiveness of Northern Vietnam at the average level with the score of 3.40.*

*In order to enhance competitiveness, small and medium aquaculture enterprises in northern areas should focus on implementing a number of measures: (1) improving production capacity; (2) innovating equipment and technology; (3) building brand; (4) improving the quality of the labor force in aquaculture sector, (5) pushing up the activities of product research and development.*

**APPROVAL SHEET**

This thesis, entitled “***FACTORS AFFECTING THE COMPETITIVENESS OF SMALL AND MEDIUM SIZED AQUACULTURE ENTERPRISES IN THE NORTH OF VIETNAM***”, prepared and submitted by Phan Thi Mai Huong in partial fulfillment of the requirements for the degree of Doctor in Business Administration has been examined and recommended for acceptance and approval for ORAL EXAMINATION.

**Professor. Dr. Cecilia N. Gascon** Adviser

Approved by the Committee on Oral Examination with a grade of PASSED on ..... 2013

Dr..... Member

Dr..... Member

Dr..... Member

Dr..... Chairman

Accepted in partial fulfillment of the requirements for the degree of Doctor in Business Administration.

**THAI NGUYEN UNIVERSITY**

**SOUTHERN LUZON STATE UNIVERSITY**

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### Abbreviation

ADB	Asian development bank
AFTA	ASEAN Free-Trade Area
APEC	Asia-Pacific Economic Cooperation
ASEAN	Association of Southeast Asian Nations
ASEM	Asia-Europe Meeting
BAT	Vietnam- America Bilateral Trade Agreement
CCI	Current competitiveness index
EU	European Union
FAO	Food and Agriculture Organization
GCI	Growth competitiveness index
GDP	Gross domestic product
GNP	Gross National product
KSF	Key success factors
IMF	International Monetary Fund
NAIC	National Association of Investors Corporation
ROF	Rate of fund
ROS	Rate of sales

AQUACULTURE	Sea product export
UN	United Nations
VASEP	Vietnam Association of Seafood Exporters and Producers
VCCI	Vietnam Chamber of Commerce and Industry
WB	World Bank
WEF	World Economic Forum