

MUTRAP

EU - VIET NAM MUTRAP III
MULTILATERAL TRADE ASSISTANCE PROJECT



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NEWSLETTER

Quarter III -2011

Impacts of international economic integration on Viet Nam's economy, trade and policy implications



Workshops on Draft Decree on Commercial Agencies



EU - VIET NAM MUTRAP III AT A GLANCE

Foreign donor

European Community

Executing Authority and Implementing Agency

Ministry of Industry and Trade of Vietnam (MOIT)

Budget

10,670,000 Euros (10,000,000 Euros from the EC, 670,000 Euros from the Vietnamese Government)

Project Duration

4 years, from August 2008 to June 2012

Overall Objective

To assist Vietnam to implement the SEDP and the Post-WTO Accession Action Plan for sustained pro-poor economic growth through stronger integration into the global trading system

Project Purpose

The capacity of the Ministry of Industry and Trade (MOIT) to further implement and develop Viet Nam's trade and economic integration strategy is strengthened.

Components

1- Increased capacity of the MOIT to coordinate and implement WTO commitments;

2- Increased coordination of the MOIT with the private sector, training and research institutions to develop a coherent, social and environmental sustainable trade integration strategy;

3- Increased capacity of the MOIT to effectively negotiate and coordinate regional trade related arrangements such as AFTA, ASEAN plus dialogue partners and to engage in FTA negotiations with major trade partners;

4- Improved facilitation of trade in services through better coordination, statistics and better analytical capacity;

5- Strengthened capacity of the competition policy stakeholder to ensure consumer protection, a fair and level playing field for all businesses through the implementation of the new competition law.

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- Workshop "Assess the accession of Viet Nam to international economic conventions pertaining to the carriage of goods by sea"
- PNS and workshops on commercial agency
- Conferences on dissemination of law on protection of consumer rights
- Workshop "Dissemination of commitments in FTAs participated by Viet Nam"
- Workshop "Impacts of international economic integration on Viet Nam's economy, trade and policy implications"
- Workshop "Logistics services in Da Nang City in the context of international integration"
- Training course on trade, investment and government procurement

EU - Viet Nam MUTRAP III Supported Ministries to Conduct Missions Abroad

- Study tour on clean technology and goods distribution

- First meeting of GCC-ASEAN senior economic officials
- Training course on services negotiations in the WTO and regional frameworks
- Training course on new issues in international trade

Events Organized by the Projects Funded by EC in The Framework of The EU - Viet Nam MUTRAP III

- Conference "Updating on trade remedies and other regulations in the EU - Recommendations for Vietnamese exporters"
- Workshop "EU's import monitoring program for all types of leather-upper shoes originated from Viet Nam, China"
- Training course "Skills to apply regulations of the WTO to Viet Nam"
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Awarding medal to staff of the EU Delegation to Viet Nam

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Studies - Commentaries

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New publications

- Handbook: Best tactics to defeat infringer's manoeuvre and IPR enforcement
- Book: Policy Recommendation on "European Union - Viet Nam Free Trade Agreement"
- Book: Doing business in Viet Nam

Calendar of Events

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BRIEF NEWS

- **Activity FTA-HOR (Follow-up): Impact assessment of international economic integration on Viet Nam's economy**

This is a significant research activity of MUTRAP III, which aims to assess the impacts of market access commitments in WTO and Free Trade Agreements (FTA) on production and trade of Viet Nam as well as measures recommended for improvement the export-import mechanism of the Ministry of Industry and Trade for the period 2011-2015.

During 25 years implementing "Doi moi", "open door" policy together with international economic integration has become an integral part of the internal economic growth and national development reform process. Intensive and extensive international economic integration brings about more opportunities, but also challenges. Therefore, an effective export-import strategy is needed to practically improve the allocation of resources and competitiveness of the economy.

The group of experienced experts from leading research economic institutes has carried out the research and completed a final report. The report does not ambitiously aims to analyze all issues related to export-import strategy, but reviewing the integration process of Viet Nam and focusing on market access commitments of Viet Nam and trading partners in bilateral and regional FTA. The analysis is focused on assessing the impacts of international economic integration on the economy over the past ten years taking into consideration the macroeconomic policy of Viet Nam. Based on these analysis and forecast of the near future, the report proposes policy recommendations and particularly trade policy, export-import management mechanism the Viet Nam should consider for implementation.

The workshop to disseminate the research results held on 30/08/2011 was attended by participants from relevant ministries and agencies, universities and institutes and valuable constructive comments were received.

- **Activity FTA-5: Comparative analysis and impact assessment of rules of origin in bilateral and multilateral arrangements participated by Viet Nam**

Based on the collected and processed data and through discussion with relevant stakeholders, MUTRAP experts have completed the final report. The report focuses on reviewing the key features of the rules of origin in the trade agreements participated by Viet Nam, analyzing the trade flows between Viet Nam and key partners taking into account the impacts of rules of origin, at the same time, providing recommendations for administrators and negotiators.

Additionally, MUTRAP provided financial support for the Vietnamese delegates to conduct a tour investigating practices and experience of anti-illegal transshipment, counterfeit certificate of origin and anti-trade fraud in European countries from 7 to 14 May 2011.

- **Activity FTA-7C: Support Viet Nam in negotiation of EU-VIET NAM FTA**

This activity addresses the need of the MOIT to understand the negotiating patterns of the European Union in free trade agreements, which includes a number of issues

such as investment, sustainable development, government procurement, intellectual property rights and competition policy. In addition, experts studied some specific contents of the European policies in sectors of interest for Viet Nam, such as meat, vegetable and flour, in order to support Viet Nam in future better coordination with the EU during the incoming negotiations.

In the third Quarter, international experts have worked with local experts to carry out research and complete the report on government procurement, competition, intellectual property rights and implications for specific sectors.

- **Activity WTO-9: Increase the capacity of central agencies in assessing the impact of international economic integration on the economy, policy-making and legislative coordination**

During the process of international economic integration, Viet Nam has faced with many challenges as well as opportunities. Activity WTO-9 aims to identify the main reforms to be implemented in the Government organisations for improving their ability in dealing with the introduction of the market economy and coping with the tasks related to international economic integration. MUTRAP experts have finalized a report "Integration coordination and monitoring mechanism in Viet Nam".

The report identifies and specifies the objectives, scope, methodology for running mechanism, as well as pre-requisites necessary for success in the current situation of Viet Nam.

Based on the assessment of current situation in Viet Nam, the report provides a set of recommendations, stimulating the basic organizational and procedural reforms necessary for improving the efficiency of the above mentioned organization when dealing with economic and trade-related issues.

- **Activity WTO-6: Assessing the accession of Viet Nam to international economic conventions and make domestic laws compatible with international obligations**

In order to analyze and assess the impacts on the economy when Viet Nam accepts to access to some International Conventions pertaining to the carriage of goods by sea, activity WTO-6 aims to assess the impact of an eventual accession and formulate guidelines regarding the appropriate time and modalities of accession to three important conventions: International Convention for the Unification of Certain Rules of Law relating to Bills of Lading (Hague - Visby Rules), the United Nations International Convention on the Carriage of Goods by Sea (Hamburg Rules) and United Nations Convention on Contracts for the International Carriage of Goods Wholly or Partly by Sea (Rotterdam Rules).

Workshops on above mentioned issues were organized in Hanoi on 26th July 2011 and in Ho Chi Minh City on 28 July 2011 with the attendance of nearly 150 participants from business associations, sea transporters, importers, exporters, insurance companies and relevant competent authorities. Details are presented in the Newsletter.

- **WTO-C2A: Workshop on “Trade and Economic Growth and Rural to Urban Migration in Viet Nam”**

This activity is implemented in cooperation with Beyond-WTO program. This activity aims to extend to Viet Nam a research on migration from rural to urban area following the economic development already carried out in China and Indonesia. A Policy Networking session on “Strategies for the Study of Rural Urban Migration in Viet Nam: Learning from Longitudinal Research in China and Indonesia 2007-2010” was held in Hanoi on 16th March 2011.

Three MUTRAP international experts have presented the findings of the surveys and research carried out in China and Indonesia in the framework of a project of the Australian National University (ANU). From their experience, the experts have brought in their recommendations and essential steps to carry out a similar research in Viet Nam and develop a Project Design documents (for possible B-WTO funding).

- **WTO-C2B: Environmental Assessment of the Potential Effects and Impacts of Removal of Fuel Subsidies and of Fuel Taxes**

This activity is a contribution of MUTRAP to the UNDP research on fossil fuel prices, subsidies and taxes, and their effects on economic development and income distribution in Viet Nam. The research aims to assess the potential effects of high prices of different fossil fuels as a result of phasing out of fossil fuel subsidies and imposing additional tax, on the general economy, industrial development, consumer behaviour, income distribution, as well as revenue collection, and the use of this additional revenue for social and other purposes.

The UNDP proposed research includes three elements (to be implemented in this order):

- 1) Value chain and policy analysis of fossil fuel trade, subsidy and tax, which will differentiate between different fossil fuels and fuel uses
- 2) CGE modelling to assess the economic and social impact of tax on fossil fuels; and
- 3) Environmental Assessment of the potential effects and impacts of removal of fuel subsidies and of fuel taxes.

In May, 2011, five national experts, economists and researchers from Viet Nam top research institutes, attended two workshops organized by UNDP on the first 2 elements, provided their comments on research methodology and brought in recommendations to complete these two reports. Based on the results of these two reports, MUTRAP III's international expert will prepare a Report on the third element of the Research in order to analyze potential effects on Greenhouse Gas (GHG) emissions in particular, as well as other potential environmental effects and impacts.

The Report is planned to be submitted to UNDP early the Forth Quarter/2011.

- **Activity WTO-C2C: Support MOIT to construct an Online Information System on administrative regulations**

On 31 March 2011, Minister of Industry and Trade (MOIT) issued Decision No. 1517/QD-BCT on the approval of Plan for Administrative procedure control in 2011 of MOIT, in which MOIT

assigns the MOIT Office to build an online information system to support the processing of feedbacks and comments from individuals, and organisations on administrative regulations. With the support of MUTRAP III Project, the online information portal has been completed (<http://kstthc.moit.gov.vn/>).

Moreover, in July 2011, MOIT Office and MUTRAP III organized a workshop on innovating and improving the quality of recommendations for the administrative regulations of industry and trade sector in Hanoi, Da Nang and Ho Chi Minh City. Details are presented in the Newsletter.

- **Activity CB-6: Raising awareness and strengthening the management capacity of local government departments in dealing with international economic integration**

In the framework of this activity, MUTRAP III has supported Da Nang Department of Industry and Trade to carry out a research on “Capacity building for Da Nang Department of Industry and Trade in management, coordination of trade in goods, and trade in services; and establishment of management and development mechanism for e-commerce in Da Nang”.

A workshop to disseminate research findings will be held in Quarter IV – 2011.

- **Activity SERV-4B: Support MOIT to develop a Decree on the activities of commission agents in distribution sector**

During July and August 2011, the experts of MUTRAP III conducted a research with reference to international experience and opinions from relevant organizations regarding the Commercial Agent and development of Draft Decree on Commercial Agents.

Research findings were presented in two PNSs in Quang Ninh (14, 15 July), Hai Phong (26, 27 July) and two workshops in Ho Chi Minh City (2 August) and Ha Noi (5 August). It is expected that the Draft Decree on Commercial Agents will be available by end 2011.

- **Activities COMP-6, -6A, -6B, -6C: Awareness raising campaign, and support for enforcement of Law on Protection of Consumer Rights**

To disseminate the Law on Protection of Consumer Rights to stakeholders all over the country, on 19 August in Nha Trang, 23 August in Ban Me Thuot and 9 September in Nghe An, Viet Nam Competition Authority (VCA) – Ministry of Industry and Trade cooperated with the MUTRAP III and Departments of Industry and Trade in Khanh Hoa, Dac Lak, and Nghe An to organize conferences to disseminate Law on Protection of Consumer Rights to people in South Central, North Central and Tay Nguyen regions.

In addition, MUTRAP III has provided with IT equipment to VCA to build a Call Centre and supported to set up a Web Portal receiving and settling consumers' complaints and providing information about consumer protection.

MUTRAP experts also conducted researches to draft a Decree on guidance of implementation of the Law on Protection of Consumer Rights.

PNS and Workshops

Online conference on Indian, Austrian, Slovak, Slovenian and Cambodian markets

In order to provide up-dated information for enterprises, once a month, Ministry of Industry and Trade organizes an online conference on export markets. After the first online conference on EU and Japan markets in April and May 2011, under the sponsorship of the the EU-Viet Nam MUTRAP III Project, successive online conferences were organized on Indian market (6/7), Austrian market, Slovak and Slovenian markets (30/8) and Cambodian market (28/9/2011).

India is a country with abundant natural resources, and large population. India produces many products which are also the strengths of Viet Nam, but as this is a huge consumption market with lots of potentials, India is still an attractive option for Vietnamese enterprises. ASEAN – India FTA concluded makes it easier to approach this market. According to many experts, Indian businesses will be more active in finding partners as compared to that of Vietnamese businesses. India is a market with high protection, and world highest tax rates. It will take a longer time to reduce tariffs even India is a member of WTO.



On the right: Mr. Vu Thinh Cuong - Commercial Counselor, Vietnam Trade Office in Cambodia answered questions during the online conference on the Cambodian market on 28 September 2011

Export turnover of Viet Nam to Austria increases 20% in average per year for several years. In 2010, export turnover reached 267 million USD, main products exporting to Austria are shoes, textile, and phone accessories... Slovakia and Slovenia are two small markets in Central Europe; they have been members of EU since 2004. According to experts, these two markets are potential in information technology, shoes, textile, and agricultural products which are also strengths of Viet Nam...

Although bilateral relations were established long time ago, trade flows among Viet Nam, Austria, Slovakia and Slovenia are insignificant. The cooperation among these countries limited to sponsorship in education, health care, culture and environment areas... They are new markets for Viet Nam, so enterprises often lack information about them.

Cambodian market presents many attractive conditions for Vietnamese businesses: close boundary linking 10 provinces in Viet Nam and 9 provinces in Cambodia; there are 10 international border gates with many main and auxiliary gates... Demands for goods of Cambodian consumers are high, with low requirements for quality and standards which are suitable for production capacity in Viet Nam. Consumers in Cambodia are shifting from using Thai products to Vietnamese ones. In recent years, import turnover of Cambodia from Viet Nam is roughly equal to that from Thailand because Vietnamese products are relatively cheap but the quality is somehow higher than that of Chinese products.

★ In these conferences, experts provided detailed current situation on import-export in Viet Nam in 2010 and the first six month in 2011 as well as supporting export policies for enterprises in 2011 particularly for India, Austria, Slovak and Slovenian, and Cambodian markets.

Vietnamese trade counselors in India, Austria, Slovakia, Slovenia and Cambodia together with directors general MOIT departments: African, West Asian and South Asian Market Department, European Market Department, Asian Market Department, Import – Export Department, Trade Promotion Agency, Viet Nam E-Commerce and Information Technology Agency responded to questions of businesses.

During 2 hours time period of each conference, experts answered around 70 questions, mostly concerning import-export procedures, export indication, important notice for potential products of each country.

According to feedback from enterprises, online conference is really useful. In these conferences, experts provided detailed current situation on import-export in Viet Nam in 2010 and the first six month in 2011 as well as supporting export policies for enterprises in 2011 particularly for India, Austria, Slovak and Slovenian, and Cambodian markets. This is an opportunity for enterprises to discuss directly with trade representatives in foreign countries, and share their challenges with competent authorities as well as absorb new information about foreign markets.

Contents of each conference are compiled and posted on Foreign Market Information Portal:

Indian Market:

<http://ttnn.com.vn/country/-1/news/31144/noi-dung-doi-thoai-truc-tuyen-ve-thi-truong-an-do.aspx>

Austria, Slovak and Slovenian Markets:

<http://ttnn.com.vn/country/217/news/31727/noi-dung-doi-thoai-truc-tuyen-thi-truong-ao-slovakia-va-slovenia.aspx>

Cambodian Market:

<http://ttnn.com.vn/country/44/news/32065/noi-dung-doi-thoai-truc-tuyen-thi-truong-campuchia.aspx>

Workshop “Development plan for retail and wholesale network in Da Nang up to 2020”

Da Nang is considered being one of the largest commercial cities in the Central and Tay Nguyen area. At the moment, there are 2 central markets, approximately 25 trade centers, supermarkets and 85 wet markets in Da Nang. The system of wholesale and retail can satisfy the demand of local residents. As overall assessed, the wholesale system in Da Nang is rather complete, and modern, but it is not in line with the potential and development needs of the market, and distribution methods are quite traditional. Meanwhile, the retail system, with mostly individual and family businesses, is small-scaled, and incoherent. Modern retail methods account for a very small proportion, only around 15% in this area.

a Decision No. 3479/QĐ-UBND dated 25 April 2011 on “Development plan for retail and wholesale network in Da Nang up to 2020”.

On 18 July 2011, the EU-Viet Nam MUTRAP III Project cooperated with Da Nang Department of Industry and Trade to organise a workshop to disseminate this important plan and to help State management agencies and enterprises in understanding regulations and implementing this Plan effectively, which boosts the economic growth of Da Nang and the region.

★ Da Nang will construct 3 chains of distribution such as strategic products, public services, and fresh food to stabilize the price and improve quality of life.



Ms. Nguyen Thi Hoang Thuy, Director of the EU-Viet Nam MUTRAP III and Mr. Lu Bang, Deputy Director of Da Nang Department of Industry and Trade chaired the workshop

In order to have a wholesale and retail system developed in a modern, civilized, and transparent ways, which fosters trade development speed, constructs Da Nang “to become a city of market dynamics, to play an important role in regional development strategies, multi-faceted development model, wide-opened space, closely linking with core economic areas in the Central and all over the country, marine economic development and international economic integration”, Da Nang People’s Committee issued

Chairpersons of the workshop were Mr. Lu Bang, Deputy Director of Da Nang Department of Industry and Trade, Ms. Nguyen Thi Hoang Thuy, Director of the EU – Viet Nam MUTRAP III. Participants to the workshop were representatives of Da Nang People’s Committee, Da Nang Department of Industry and Trade, Da Nang Market Control Department, Viet Nam Chamber of Commerce and Industry in Da Nang, relevant agencies, business associations, wholesalers and retailers...

Speakers in this workshop analyzed Viet Nam retail market, and the needs to have a development plan for wholesale and retail network in Viet Nam and Da Nang in international economic integration. One of important focused objectives is that Da Nang will construct 3 chains of distribution such as strategic products, public services, and fresh food to stabilize the price and improve quality of life.

There were many opinions at the workshop regarding the development indicators of the city: total social investment is expected to be 15,000 billion VND, trade to GDP ratio is expected to be 13- 14%, and account for 55.6% GDP of the city. It is also expected that in 2020, there will be 06 trade centers, focal markets, 16 city centers, supermarkets, and 03 improved wet markets in a modern way, 22 demolished wet markets, and total sales from tourism in 2020 reach 5,000 billion VND with growth rate of 15 – 16%/per year.



Workshop “Innovating and improving the quality of recommendations for the administrative regulations of industry and trade sector”

After the issuance of the Master Plan of Administrative Procedure Simplification in the field of state management for 2007-2010 (Plan 30), Ministry of Industry and Trade (MOIT) has made efforts to review and streamline a number of administrative procedures to facilitate business activities of individuals and enterprises. However, as people do not pay attention to commenting on draft regulations on administrative procedures, the enforcement and implementation of Plan 30 as well as the amendment of administrative procedures in Industry and Trade sector still faced many challenges.

In order to collect opinions and recommendations of individuals and institutions to implement new administrative procedures of the Industry and Trade sector, Office of MOIT and The Administrative Procedure Control Agency (APCA) - Office of the Government (OOG) organized a workshop “Innovating and improving the quality of recommendations for the administrative regulations of industry and trade sector” on 26/7 in Da Nang and 28/7/2011 in Ho Chi Minh City. This workshop was under the sponsorship of the EU-Viet Nam MUTRAP III Project. Mrs. Ho Thi Kim Thoa, Deputy Minister of MOIT and Mr. Ngo Hai Phan, Director General of the APCA – OOG chaired the workshop.

There were nearly 200 participants attending the workshop, they are representatives of People’s Committees at provincial level, Departments of Industry and Trade, Departments of Home Affairs, Industrial Zone and Export Processing Zone Management Board, business associations, enterprises and press agencies in Central and Southern region.

According to Mr. Ngo Hai Phan, streamlining administrative procedures is considered as a key task of the Government in 2010 – 2020. The Government regards this simplification as a condition to facilitate the business, production, investment activities of individuals and enterprises. Mr. Phan also stated that even though administrative procedure simplification is important, there were local officials deliberately delay processing administrative documents, which created difficulties for individuals, enterprises and other organizations. To deal with this problem, the Government issued Decree No. 20/2008/ND-CP with the hope that people can

participate in monitoring the process of administrative procedure settlements. However, as a matter of fact, people do not take due care to their own rights and obligations; meanwhile, competent authorities do not give prompt information for people to participate in monitoring the process of administrative procedure settlements.



Streamlining administrative procedures is considered as a key task of the Government in 2010 – 2020 for facilitating the business, production, investment activities of individuals and enterprises.

Mrs. Dang Thi Xuan Huong, Deputy Head of Administrative Procedure Control Section, HCMC People’s Committee presented an issue of interests of people – feedbacks on amendment, supplement or removal of administrative procedures of Government competent agencies. It is necessary to have a specific regulation on settling feedbacks so people can actively participate in monitoring and supervising regulations on administrative procedures. In addition, it is also essential to collect ideas of stakeholders before ratifying any administrative procedures to avoid potential problems.

At the workshop, participants stated that there were many documents on administrative procedures necessary to be reviewed and commented by competent agencies, but the time for this work was limited, hence, the quality of recommendations was not high.

In her closing remarks, Deputy Minister Ho Thi Kim Thao emphasized that the transparency in legal document was extremely important, especially documents on administrative procedures using national database.

The Office of MOIT will, based on opinions collected at the workshop, will finalize the list of awkward administrative procedures to submit to specialized organizations for review and amendment.

Workshop “Assess the accession of Viet Nam to international economic conventions pertaining to the carriage of goods by sea”

Viet Nam needs to improve the legal and business environment as well as to create favorable conditions

for enterprises when participating in an international convention. In the trend of international economic

integration, Viet Nam is considering the accession to the international conventions pertaining to the carriage of goods by sea, mostly three conventions: International Convention for the Unification of Certain Rules of Law relating to Bills of Lading (Hague – Visby Rules), the United Nations International Convention on the Carriage of Goods by Sea (Hamburg Rules) and United Nations Convention on Contracts for the International Carriage of Goods Wholly or Partly by Sea (Rotterdam Rules).



Speakers and organisers of the workshop

In order to analyze and discuss the impacts on the economy from different perspectives such as legal, economic, trade, and business environment when Viet Nam accepts to participate in these international Conventions, the EU-Viet Nam MUTRAP III Project organized a workshop on “Assess the accession of Viet Nam to international economic conventions pertaining to the carriage of goods by sea” in Hanoi on 26th July 2011 and in Ho Chi Minh City on 28 July 2011 with the attendance of nearly 150 participants from business associations, sea transporters, importers, exporters, insurance companies and relevant competent authorities.

Mr. Nguyen Sinh Nhat Tan, Director General of Legal Affairs Department - Ministry and Industry and Trade, Prof. Cladio Dordi, TA Team Leader of MUTRAP III and Dr. David Luff, expert of MUTRAP III, chaired the workshop.

Dr. David Luff introduced the rules stipulated in three conventions: Hague Visby, Hamburg and Rotterdam which are mutually exclusive, so countries are allowed to follow only one convention.

To select one of the above conventions to participate, Viet Nam needs to conduct research and consider its impacts on the economy. Dr. David Luff analyzed arguments for and against these conventions from the perspectives of different countries and interest groups (carriers, consignees and shippers). Hague - Visby Rules, despite being the most popular among countries, is obsolete. The Hamburg rules attempt to complete the Hague-Visby rules and simplify the liability regime. They are more favorable to the shippers. Therefore, they were not supported by the ship-owner and their insurers and the countries in which these industries are important. They are thus unlikely to shape the standard of

the future regime applicable to the carriage of goods by sea.

The Rotterdam Convention is the outcome of extensive and laborious negotiations under the auspices of the United Nations Committee on International Trade Law (UNCITRAL). Rotterdam rules regulate multimodal transportation, i.e. the international carriage of goods, door to door, entailing both a sea leg and land transportation, and they apply to contracts for the carriage of goods by sea even when no bill of lading is issued. However, Rotterdam Convention not yet in force as it requires 20 ratifications and only Spain ratified. On the other hand, complex regulations of this Convention concerns countries wanting to participate. At present, there is no “popular” Convention, and this poses a challenge to the harmonization of Rules pertaining to the carriage of goods by sea in the future.

★ Viet Nam is considering participating in the international conventions pertaining to the carriage of goods by sea, mostly three conventions: Hague – Visby Rules, Hamburg Rules and Rotterdam Rules

Speaking at the workshops, PhD. Nguyen Minh Hang, Law Department -Foreign Trade University stated that each convention has its own advantages and disadvantages. Thus, three conventions are debatable among countries with developed sea transportation industry. Dr. Hang also compared regulations of these conventions with Vietnamese Law (Viet Nam Maritime Code 2005). In general, Vietnamese Maritime Code 2005 is fairly compatible with Hague - Visby and Hamburg rules (if we accede to Hamburg rules, we need to amend our law in the direction of increasing obligations for shippers).

According to Mr. Pham Dinh Thuong, Legal Affairs Department - Ministry of Industry and Trade, companies will have more opportunities in world trade integration as they have unified regulations which reduce transaction costs and disputes if Viet Nam participates in these International Conventions.

The workshops witnessed active discussion of the participants. Many of them agreed with Dr. Nguyen Minh Hang that Viet Nam should conduct in-depth research and select only one convention, or Viet Nam should not participate in any convention but improve the legal framework to harmonize interests of carriers, consignees, and shippers, with reference to strengths of the conventions

Other people thought that besides the advantages of participation to one of the convention, Viet Nam should also take into consideration the time to accede as at the moment, 80% of import-export activities are mostly FOB export and CIF import, importers and exporters have to rely heavily on foreign ship-owners. In addition, Viet Nam's large trade partners such as the EU, the US, China, and Japan apply their own rules.

According to Mr. Do Xuan Quynh, President of Viet Nam Ship Owners' Association, the most appropriate time to participate in a convention pertaining to the carriage

of goods by sea is after 2015 when ASEAN establishes a common market with unified sea transportation institutions. Regarding enterprises, representative of Pepper Association stated that as there were many arguments concerning different regulations in three Conventions, it was necessary for Viet Nam to improve the Maritime Code. It is more

beneficial to participate in the convention when Viet Nam has stronger ship-owners in 2020.

All presentations in the workshop were highly appreciated and meaningful to policy-makers when they need to consider and decide the participation of Viet Nam in international convention pertaining carriers of goods by sea.

PNS and workshops on commercial agency

After nearly 5 years of joining WTO, Viet Nam has witnessed significant changes in social and economic areas. With high growth rate, stable political system, huge and young population, Viet Nam is particularly attractive to domestic and foreign investors, especially in distribution service industry such as wholesale, retail, franchise and commercial agents...

Being a commercial intermediary, commercial agencies are becoming more and more popular with dynamic business activities in many sectors such as food, tobacco, wine, beer, soft drink... For so many years, commercial agencies play an important role in transferring products from principals (producers, importers...) to consumers all over the country to satisfy their demands. In Viet Nam, Commercial Law 2005 regulates basic conditions for commercial agencies' activities. However, there are only regulations on commercial agencies for some specific goods and services such as petrol and gas, liquefied petroleum gas, foreign exchange service... It is, therefore, necessary to review prevalent legal system on distribution service and commercial agencies, to assess the current situation of State management practices on commercial agencies in Viet Nam as well as to research and learn from international experience to recommend for competent authorities in this field.

Domestic Market Department - Ministry of Industry and Trade (MOIT) cooperated with the EU-Viet Nam MUTRAP III Project to organize a series of events including 2 PNSs on "Comments on Decree on Commercial Agencies" in Quang Ninh (14 - 15/7/2011) and Hai Phong (26 - 27/7/2011).

★ It is necessary to review prevalent legal system on distribution service and commercial agencies, to assess the current situation of State management practices on commercial agencies in Viet Nam as well as to research and learn from international experience to recommend for competent authorities in this field.

Participants to the PNSs were domestic and international experts of the MUTRAP III Project, representatives of Domestic Market Department, Legal

Affairs Department, MOIT, Department of Industry and Trade in Quang Ninh and Hai Phong and representatives of business community in commercial agencies (Petrol and Gas Company Region III, Gas Petrolimex Company - Quang Ninh Branch, Petrol and Gas Company B12, Hoang Phuong Trade and Service Joint-Stock Company...) At these PNSs, experts and participants focused on discussing the regulatory framework of commercial agencies in Viet Nam, international regulations on commercial agencies, current situation on managing commercial agencies' activities, challenges of Department of Industry and Trade in managing activities of commercial agencies in some products (petrol and gas, LPG, steel, cement, tobacco and wine...)... On that basis, experts and other participants agreed to draft a legal framework for commercial agencies (under the form of a Decree).



Mr. John J Downes - MUTRAP expert and Mr. Truong Quang Hoai Nam - Director General of Domestic Market Department - MOIT at the workshop on 5/8 in Ha Noi

Findings in these two PNSs are inputs for the workshop "Improvement of State management practices on commercial agencies - International experience and policy recommendation" organized by Domestic Market Department and the MUTRAP III Project in Ho Chi Minh City and Hanoi on 2 and 5/8/2011. These workshops were held to collect ideas and opinions of experts, researchers, and business community working in this field to amend, supplement and improve legal system on trade, policies

on commercial agencies and distribution service sector in Viet Nam.

Mr. Truong Quang Hoai Nam, Director General of Domestic Market Department, MOIT, and Dr. John J Downes – MUTRAP III's expert chaired the workshops. Around 250 people from ministries, line agencies, departments of Industry and Trade, business associations, research institutes, universities, law firms, press agencies and relevant enterprises were attracted to attending the workshops.

At the workshops, international and domestic experts, in their presentations, introduced prevalent legal framework on commercial agencies in Viet Nam. They pointed out that Vietnamese legal framework regarding Commercial Agent is inadequate, and unclear in some issues such as definition of Commercial Agent, transfer of ownership, inspection and investigation of agents after terminating the contract, as well as taking into consideration the supplementation of some regulations to the Draft Decree such as trade promotion, intellectual property rights, non-competitive clause, and confidential

duty. Moreover, there are limitations in the current regulations such as dispute settlement in commercial agencies' activities, register for commercial agencies... These limitations cause the popularity of speculation, market manipulation, counterfeit products, and excessive commission for agencies. State management agencies should regulate the responsibility of relevant parties in case of quality failure, commercial fraud, and services in commercial agency.

Participants at the workshop also agreed to clarify and supplement some provisions in the legal framework on commercial agency (it could be under the form of a Decree or another type of legal document). It is necessary to focus on rights and obligations of relevant parties in this activity to design an appropriate regulatory framework to support and protect small and medium enterprises working as commercial agencies, which promotes the production and circulation of products, protects consumers' rights, ensure fair competition and sustainable development.

Conferences on dissemination of law on protection of consumer rights

Law on Protection of Consumer Rights was passed by the National Assembly on 17/11/2011 and officially came into force on 01/7/2011. The enforcement and implementation of this Law has marked an important milestone in building a background and promoting consumer protection in Viet Nam. To disseminate the contents of this Law to all stakeholders over the country, on 19/8 in Nha Trang, 23/8 in Ban Me Thuot and 9/9 in Nghe An, Viet Nam Competition Authority (VCA) – Ministry of Industry and Trade (MOIT) cooperated with the EU-Viet Nam MUTRAP III Project and Department of Industry and Trade in Khanh Hoa, Dac Lak, and Nghe An to organize conferences to disseminate Law on protection of consumer rights to people in Central South, Central North and Tay Nguyen regions.

Participants to the workshop were representatives of the MUTRAP III Project, leaders of VCA, leaders and officials of departments, line agencies, representatives of business community, social organizations and consumers in Central South, Central North and Tay Nguyen regions.

★ Law on Protection of Consumer Rights was passed by the National Assembly on 17/11/2011 and officially came into force on 01/7/2011

At the conferences, experts of VCA introduced basic content in Law on protection of consumer rights, clarified rights and obligations of individuals and organizations stipulated in the Law. For consumers, besides basic rights, this Law also provides some obligations to increase fairness and raise consumers' awareness. Experts emphasized the obligations of goods and service traders to consumers. One of the responsibilities is the warranty obligation with specified details of warranty period, number of times of warranty services, and obligations of goods and service traders related to warranty services. Other obligations such as recall of defective goods, provision of information by third party were introduced and illustrated. Along with specifying the rights and obligations of different parties, experts also mentioned methods of settling disputes between consumers and goods and service traders. In order to encourage consumers to settle disputes, this Law provides some typical provisions: Court settlement with simple procedures, waiver of court fee, and exemption





from proving faults of a goods or service trader. Moreover, this Law stipulates responsibilities of related parties such as social organizations and State management agencies for consumer protection.

At the workshop, representatives from Department of Industry and Trade in Nha Trang, Khanh Hoa and Nghe An and representatives of consumers in these provinces reported the current situation on consumer protection in their respective provinces. In general, despite challenges and lack of resources as well as experience, consumer protection is gradually becoming popular among competent authorities and consumers. At these conferences, infringements upon consumers' rights occur frequently, from necessary goods and services like electricity, water to higher value products like TVs, fridges...

Representatives of some enterprises also shared their views and reaffirmed consumer protection policies. Active participation and commitments declared by enterprises show that consumer protection is an activity vital to their brand protection and daily operation.

Participant attending the conferences highly appreciated the issuance of Law on protection of consumer rights; they also wished to implement similar dissemination seminars with a focus on each subject, and each topic. Social organizations working for consumer protection expressed the intention to receive assistance from State management agencies and business community to promote their activities. Consumers, besides asking for the respect of goods and service traders, want competent authorities to implement strictly regulations on sanctions so that consumers' legitimate rights can be protected.

Workshop "Dissemination of commitments in Free Trade Agreements participated by Viet Nam"

With an aspiration to satisfy demands on information providing of business community regarding commitments of Free Trade Agreements (FTAs) participated by Viet Nam, Ministry of Industry and Trade (MOIT) cooperated with the EU-Viet Nam MUTRAP III Project to organize a workshop entitled "Dissemination of commitments in FTAs participated by Viet Nam" on 23rd August 2011 in Binh Duong and 17 December 2010 in Binh Thuan. Supported by the People's Committees and Departments of Industry and Trade in those two provinces, the workshop has attracted the attention of many enterprises, and business associations in export-import industry (agro-forestry, seafood, construction materials...), tourism companies, sea transportation companies, State management agencies in Binh Duong, Binh Thuan and neighboring provinces.

The workshops were an effort of the MOIT in disseminating information related to FTAs that Viet Nam has concluded and implemented so that enterprises can utilize opportunities by these agreements. This is also an occasion where enterprises can up-date accurate information on tariff reduction commitments in FTAs, and discuss with competent authorities about the possibility of approaching and expanding the market of agro-forestry products in other regions as well as some challenges in local market - consequences of ASEAN economic integration.

At the workshops, via concise presentations with information related directly to import-export activities of the business community, speakers from MOIT and Ministry of Finance introduced the process of establishing an ASEAN Economic Community with the goal of a common production base and a single market. To realize this goal, the conclusion and implementation of FTAs play an important role in integration by reducing tariffs which helps facilitate enterprises to approach international market with

advantaged products such as seafood, agricultural products (dragon fruit...). These FTAs have been negotiated by ASEAN and its partners to facilitate the flows of goods, especially service mobility and investment activities in the region and in the world.

One of particularly essential topics for enterprises was the instructions of market penetration, and export boosting for seafood and agricultural products. Market research techniques, useful sources of information related to agro-forestry, seafood and national trade promotion activities were also discussed at length.

★ The workshops were an occasion where enterprises can up-date accurate information on tariff reduction commitments in the FTAs participated by Viet Nam

In addition, enterprises were instructed to fill and submit Certificate of Origin (C/O) to take advantage of preferential treatments in FTAs. Representatives from enterprises shared their experience in filling and submitting preferential C/O, registration procedures, and C/O application via Ecosys.

Moreover, speakers spent time in answering questions from the business, and relevant agencies and introduced ASEAN Economic Community - a similar model as European Union with a single market, common currency policy, and free flows of goods and services among countries in the community.

The workshops were successful with useful comments from business community, especially the experience for registration procedures for preferential C/O in FTAs participated by Viet Nam and the efficient approach to access to international market.

Workshop “Impacts of international economic integration on Viet Nam’s economy, trade and policy implications”

In recent decades, Viet Nam is on the road of renovation with high economic growth rate, stable macro economy, expanded trade and investment activities and effective poverty alleviation programs. One of the most important contributions to socio-economic development in Viet Nam is the improvement of trade policies with a focus on trade liberalization, vis à vis a deeper international economic integration. In addition to being an official member of WTO in 2007, Viet Nam, as a member of ASEAN, has participated in many FTAs with partners such as China, Korea, India, Japan, Australia and New Zealand. Viet Nam has also concluded bilateral agreement with Japan, and it is in the process of Trans-Pacific Partnership (TPP) negotiation, and FTA negotiation with Chile. The FTA negotiation with the EU will also be conducted soon.



Mr. Nguyen Thanh Bien, Deputy Minister of MOIT delivered speech at the workshop

There are many forms of international economic integration: multilateral, bilateral, regional or WTO integration. No matter what forms it may take, one thing holds true that the deeper the integration, the more the opportunities and the more complex the challenges. Inherent weaknesses of Vietnamese economy have been shown during the international economic integration, accession to WTO and participation in a number of FTAs. It therefore requires to have an effective import-export strategy to improve the competitiveness, resource allocation and sustainable development. These requirements are of importance in the context that Viet Nam needs to focus on stabilizing the macro economy, and transforming growth model in the direction of higher quality and efficiency provided in Socio-Economic Development Plan 2011 - 2020.

The identification and thorough understanding of impacts of market opening commitments on economic growth, investment, and trade are extremely important. On that basis,

the Government considers and implements sound policies related to exchange rate, investment, improvement of capacity for advantaged products with high import potential, and especially, effective trade policies, import-export management regimes.

Recently, experts of EU-Viet Nam MUTRAP III Project have finalized the report “Impacts of WTO and FTA market opening commitments on production and business activities in Viet Nam and measures to improve MOIT’s import – export management regime in the period 2011 - 2015”. This report is a research result under Component 3 of the MUTRAP Project. The research aims at helping Viet Nam to identify impacts of WTO and FTA market opening commitments on production and business activities in Viet Nam and measures to improve MOIT’s import – export management regime.

On 30/08/2011, MUTRAP III cooperated with Minister of Industry and Trade (MOIT) to organize a workshop “Impacts of international economic integration on Viet Nam’s economy, trade and policy implications” to disseminate research findings of the senior experts, and collect ideas to complete the report.

Mr. Nguyen Thanh Bien, Deputy Minister of MOIT chaired the workshop. Mr. Truong Dinh Tuyen, Former Minister of Trade, research team leader, together with other team members attended the workshop. Over 70 people from ministries, line agencies, business community, research institutes and universities attended the workshop.

At the workshop, Mr. Vo Tri Thanh, Vice President of Central Institute for Economic Management gave a short introduction to the report, current macroeconomic situation in the period 2001 - 2010, impacts of international economic integration on economic growth, trade and recommendations for policies related to exchange rate, investment, import – export management regime, trade promotion with an objective of improvement in resource allocation, competitiveness of the economy, reduction in trade deficit and enhancement of strategic alliance relations.



When Viet Nam opens the market, the first important thing to consider is competitiveness, but not import or export issues (Mr. Truong Dinh Tuyen, Former Minister of Trade)

This technical report has received attention and comments of participants. Regarding policy recommendations, Mr. Le Dang Doanh, economic expert, stated that the

harmonization of macroeconomic policies is necessary. In addition, it is also needed to consider export vis-à-vis domestic market, business orientation and understanding of Vietnamese enterprises as well as issues on labor, employment and environment. Mrs. Pham Chi Lan, economic expert, emphasized the importance of developing the domestic market, and a transparent business environment so that enterprises could access to adequate and up-dated information to actively formulate appropriate strategies. Representatives of the business community said that supporting policies are necessary for businesses to invest extensively in capital, technology, human resources to improve effectiveness and efficiency,

to gradually substitute for imports, which contributed to sustainable social-economic development.

Regarding model for international integration, should we follow import substitution model, export promotion model or both? Mr. Truong Dinh Tuyen restated that the important thing to consider is competitiveness, because when Viet Nam opens the market, import or export is not important to trade partners, but competitiveness counts.

MUTRAP's experts have compiled the opinions and recommendations of participants at the workshop and they will finalize the report for MOIT in the upcoming time.

Workshop “Logistics services in Da Nang city in the context of international integration”

Da Nang, a big city in the Central - Tay Nguyen region, has a rapid economic growth rate and increasingly dynamic trade activities with domestic and foreign trade partners. Hence, the development of logistics services in Da Nang is essential to meet the demand of transporting goods, and supporting the trade between Da Nang and countries in the region and in the world.

2020, Da Nang will become a hub of the Central economic region, an important gateway to the sea of the East – West economic corridor, an important domestic and international transportation hub and a high quality logistics centre.

In order to raise awareness of the importance of the logistics services, as well as to propose the orientation and recommendations to develop logistics services in Da Nang in the context of international integration, EU-Viet Nam MUTRAP III Project cooperated with Da Nang Department of Industry and Trade to organize a workshop “Logistics services in Da Nang in the context of international integration” on the 22nd September 2011. Mr. Lu Bang, Deputy Director General of Da Nang Department of Industry and Trade, Director of WTO Center in Da Nang; Mrs. Nguyen Thi Hoang Thuy, Director of MUTRAP III Project chaired the workshop. Participants to the workshop were representatives from Da Nang People's Committee, Da Nang Department of Industry and Trade, Da Nang Market Control Department, VCCI in Da Nang, other competent authorities, business associations and other relevant enterprises.



Mr. Lu Bang - Deputy Director of Da Nang Department of Industry and Trade delivered speech at the workshop

In the years 2008, 2009, 2010, Da Nang was ranked the first in Provincial Competitiveness Index, also ranked the first in Infrastructure Index, and ranked the fourth in Investment Environment in Viet Nam. As of May 2010, total FDI stock in Da Nang valued at almost USD 2.7 billion, and implemented FDI reached approximately USD 1.3 billion. Total export turnover in 2010 was USD 1.219 million. With the role of an important traffic hub of the region, a gate at East Sea connecting the whole world with Viet Nam, Laos, North-East Thailand and Myanmar, Da Nang has targeted its economic development to the maritime economy in which seaport services are a part of, while logistics services is one of its the economic strengths. It is expected that up to

★ The development of logistics services in Da Nang is essential to satisfy the demand of transporting goods, and supporting the activities of exchange and commerce between Da Nang and countries in the region and in the world

The workshop focused on the main topics: Current status of and impacts to trade in services in Viet Nam in general and logistics services in particular; The potentiality, orientation and solutions to develop logistics services in Da Nang.

According to the experts, in order to develop logistics services in Da Nang, three main issues are needed to be concerned:

a) Increase goods and services export turnover, strive

for high growth rate of export turnover in the period 2011 - 2020 averaging 19.1%/year (based on a Decision of Da Nang People's Committee).

b) Establish a concentrated, and large-scaled logistics service area ensuring connection among "clusters" in the overall service sector. Establish priority policies for waterway transportation linking Da Nang with neighboring industrial zones. Facilitate the establishment of Inland Container Depot and warehouses of enterprises in Da Nang. At the moment, there are 6 container carriers opening routes to Da Nang Port, especially, K-Line Company (Japanese company) is one of the 5 biggest carriers in the world officially opening his route to Tien Sa Port. Da Nang is promoting vigorously its seaport strength. In 2010, the volume of goods declared

at Da Nang Port was more than 3 billion tons, and for the first 8 months in 2011 alone, this figure was 2.62 million tons (increased by almost 22% as compared to the same period in 2010).

c) Cooperate closely between Central and Provincial State management agencies such as Ministry of Transportation, Customs, Port authority, border guard... to ensure a good source of assistance to create logistics services centres.

At the workshop, speakers and participants discussed actively on effective practical measures to develop logistics services in Da Nang, and to make logistics a key service sector and to contribute to the economic development of the city in the upcoming years.

Training course on Trade, Investment and Government Procurement

After over four years joining WTO, Viet Nam has been integrating deeper to the international economy. Viet Nam not only implements seriously WTO commitments, but also gradually studies to integrate more into new trade-related areas.

particular, issues on investments and government procurement in Vietnamese legal regulations, the compatibility of Vietnamese laws with international practices, and international agreements were also introduced. Especially, many interesting topics were mentioned in international experts' lectures such as relations between trade and investment, analysis of typical cases of several countries participating in GPA to consider the possibility of Viet Nam concluding this Agreement, and dispute settlement between investors and States of host countries...

The WTO GPA specified basic principles and procedures for government procurement. For this Agreement, there are now 15 member countries, among them the European Union (27 countries), and 22 observer countries. Viet Nam and other countries are considering being an observer of the Agreement. Although accession to the Agreement increases the transparency and improves the competitiveness of Vietnamese enterprises, the opening of market for government procurement in Viet Nam in the context of limited bidding ability will pose a challenge for Vietnamese bidders which makes them fail to compete with international bidders even in domestic market.

There is no comprehensive international agreement on investment at the moment. However, there are many bilateral and regional investment treaties, or international trade agreements with chapters on investment in the world. Viet Nam should pay particular attention to investment as this area is the motives to promote national's economic development, and to attract foreign technology and capital. To boost foreign direct investment inflows, Viet Nam should improve current conditions such as market capacity, human resource, and investment environment... Furthermore, Vietnamese enterprises should continue enhancing their capability to integrate to international market.

At the end of the training course, all students highly appreciated the course and recommended that the Project should organize this course for other students as well.



Instructors and participants in the training course

In order to improve the capacity of integration to the world trade system for officials of Government agencies, research institutes, and universities in approaching and dealing with "new issues" in international trade, EU-Viet Nam MUTRAP III Project organized a training course on Trade, Investment and Government Procurement from 26 to 29/9/2011. In this course, participants had an opportunity to learn about the concept and overview introduction of investment and government procurement; regulations on investment and government procurement under WTO Government Procurement Agreement (GPA) as well as other important international agreements. In



EU - Viet Nam MUTRAP III Supported Ministries to Conduct Missions Abroad

Study tour on clean technology and goods distribution

With financial support from EU-Viet Nam MUTRAP III Project, from 27/6 to 1/7/2011, a delegation of the Ministry of Industry and Trade, together with representatives from enterprises, conducted a study tour to Finland and Sweden. This tour aimed to study advanced clean technology and its application in Finland and promote its transfer to Viet Nam, which serves for the sustainable development. Besides, the Vietnamese delegation investigated the distribution of goods in Sweden, figuring out obstacles and finding the way to promote export of Viet Nam's agro-products into Sweden and other Nordic countries.

Energy and food security are of high priority. The use of ethanol as a source of energy in different fields of industry and daily life is encouraged. At present, ethanol production in Viet Nam is still at early stage and mainly from cassava and sugar cane (first generation technology), threatening food security and posing environment related issues. During the visit to Finland, the delegates investigated the third ethanol

production technology with simple equipment using agro-byproducts as inputs, including wheat straw. This technology requires low cost and increases gross profit up to 100% as compared with other technology. The delegates also visited a number of factories and exchanged the possibilities of technology transfer to Viet Nam.

In Sweden, a discussion was held to find out obstacles for the importer in distributing Vietnamese agro-products, especially green tea and rice in Swedish as well as in other Nordic markets. The main technical challenge is milling technique and commercial obstacle is different quota imposed by the EU for this item. Rice import quota is not allocated for Viet Nam, leading to import duty imposed and making higher price.

After the study tour, the Vietnamese delegation gave recommendation that policy-makers should work with EU to investigate and solve rice quota issue with EU.

First meeting of GCC-ASEAN senior economic officials

From 11 - 13/7/2011, a delegation of the Ministry of Industry and Trade participated the first meeting of GCC-ASEAN Senior Economic Officials held in Salalah, Oman. The mission was supported by the EU-Viet Nam MUTRAP III Project.

The meeting's purpose is to discuss and explore the possibility of negotiating Trade and Investment Framework Agreement or Free Trade Agreement as well as other potential cooperation between ASEAN and Gulf Cooperation Council (GCC). The meeting was attended by delegates from 10 ASEAN Member States, 6 GCC Countries and two sides' Secretariats.

The meeting's discussion focused on the main proposals:

- Exploring the Possibility of Concluding a Framework Agreement on Economic, Technical and Investment Cooperation.

- Exploring the Feasibility of a GCC-ASEAN Free Trade Agreement
- Facilitating the Exploration of Trade and Investment Opportunities for the Private Sector
- Enhancing Cooperation in Financial and Banking Services

In the meeting's conclusion, the two sides agreed to convey these proposals to their relevant sectoral bodies.

The participation of Viet Nam's delegation this time is useful as they can have an overview of the economic situation of GCC countries as well as their way to conduct economic, trade and investment cooperation. Moreover, the Viet Nam's delegates network with other ASEAN and GCC colleagues is also strengthened.

Training course on services negotiations in the WTO and regional frameworks

From 1 to 5 August, 2011 in Bern, Switzerland, the EU-Viet Nam MUTRAP III Project and the World Trade Institute (WTI) organized a short training course for decision makers and trade negotiators.

The participants of the training course included 8 officials from the Ministry of Industry and Trade, the Office of the Government, the Ministry of Planning and Investment, the Ministry of Finance, the Ministry of Transportation and the Ministry of Information and Communications.

The course was delivered in the WTI, Bern. The objective of the course was to help government officials and negotiators improve deep knowledge on the law and economics of services trade and investment crucial for multilateral, regional and bilateral negotiations; explore key negotiating challenges in selected sectors and address key political economy constraints arising from services and investment rule-making and market opening.

The course focused on the following issues:

- Conceptual challenges of liberalisation of trade in services reflected in the complexities of negotiations;
- Economic characteristics of services transactions have shaped the law of services trade, especially as a result of multilateral/regional and bilateral negotiations;
- Outcomes of multilateral/regional and bilateral negotiations;

- Case for a safeguards mechanism under the GATS, given existing flexibilities, and the need for disciplines on subsidies and government procurement;

- Treatment of services trade in preferential trade agreements (PTAs) and the systematic implications of GATS+, especially in light of future PTAs negotiations;

- Key lessons of a political economy nature emerging from the first two decades of rule-making and market-opening in services trade;

- Conceptual complexities entailed by the dynamics on investment protection and liberalisation, with a focus on the ongoing negotiations of Viet Nam;

- Substantive differences among the various kinds of international investment agreements and implications deriving from such differences;

- Relationship between the rules and disciplines of the WTO with commitments included in the various international investment agreements;

- Key trends and the legal implications of investor-State international litigation and its implications for services.

Moreover, the experience of lecturers as former heads of Canadian and Costa Rican negotiation teams created an impression that the success of trade negotiations depends mainly on expertise of lawyers/economists and legal councilors.

Training course on new issues in international trade

Issues of trade and environment, services and investment, Intellectual Property, Government Procurement are increasingly popular in trade negotiations at bilateral, regional and multilateral levels. In order to update knowledge for Government officials, and trade negotiators on the above issues, EU-Viet Nam MUTRAP III Project cooperated with King's College – London and Bocconi University – Milan to organize a 2-week training course “New issues in international trade” from 29/8 to 9/9/2011 in London and Milan.

Participants attending the training course are representatives from Ministry of Industry and Trade, Ministry of Foreign Affairs, Ministry of Planning and Investment, Ministry of Finance, National Office for Intellectual Property, Ministry of Labour, Invalids and Social Affairs.

At King's College - London (Part I – Trade and Environment, Part II – Services and Investment), participants studied about international legal framework on trade and environment, legal environmental protection practices under WTO's Agreements, negotiations on environment services, issues on environment in regional trade agreements. Regarding the part on services and investment, lecturers at King's College

illustrate recent changes in multilateral trade negotiations, dispute settlement regimes in bilateral investment treaties, international investment agreements, implementation of commitments in recently concluded agreements, checklists for negotiation and establishment of investment protection strategies.



Instructors and participants in the training course at the Bocconi University - Milan



Training program at Bocconi University, Milan (Part III – Intellectual Property (IP) and Part IV – Government Procurement (GP)) focuses on international legal framework in IPR and current situation on implementing TRIPs in several countries, especially countries in Europe, challenges for developing countries, IP provisions in regional trade agreements, as well as some important points in negotiating IP issues with the European Union.

The lecture on GP helps participants grasp regulations on GPA in WTO along with recent negotiation outcomes, GP negotiation trends in bilateral FTAs. Especially, with case studies, special and differential treatments for developing countries and possible impacts on Viet Nam when concluding these agreements are highlighted.

According to the opinions of the participants, this training course helps Government officials have a better understanding of new global trend, rationales for the linkage of some sensitive and important issues with negotiated trade topics; international regulations and strategy, gain experience in dealing with various technical issues/problems in the context of Viet Nam circumstances; and have better understanding of opportunities and challenges that Viet Nam may be faced during the coming FTA negotiations. This training course is also an opportunity to establish good networking with professors and lawyers in IPR, GP, service and investment, GATS as well as set up network among MOIT – Trade Counsellor – officials of the Government of Viet Nam.

Events organized by the Projects Funded by EC in the framework of the EU – Viet Nam MUTRAP III

Conference “Updating on trade remedies and other regulations in the EU - Recommendations for Vietnamese exporters”

So far, the EU has conducted 10 anti-dumping investigations on products originating from Viet Nam. Although those cases are relatively small (except for the leather shoe case) but the number of cases shows a very high risk in this sector. Moreover, recent trends in the EU regulatory practices seem to be not in favor of Vietnamese exports.

On 14/7/2011, in Hanoi, the Viet Nam Chamber of Commerce and Industry (VCCI), coordinating with the law firm Gide Loyrette Nouel EU (Gide), organized a Conference on “Updating on trade remedies and other regulations in the EU - Recommendations for Vietnamese exporters”. This activity is under the program “Business and International Trade Policies” of VCCI, in the framework of the EU – Viet Nam MUTRAP III Project, sponsored by the EC.

In the opening speech, Mr. Tran Huu Huynh – Chairman of the Committee for International trade policies said that the EU is one of the most important export markets of Viet Nam with a population of over 500 million people and high demand for key export products of Viet Nam such as textiles, footwear, aquatic products, furniture... Therefore, any changes in its regulations related to exports may have a direct impact on imports from Viet Nam. Vietnamese exporters need to keep a close watch on every movement in the EU export policy to have prompt respond protecting their own benefits.

According to Dr. Pieter Jan Kuijper, Former Director of Legal Department, WTO Secretariat, the EU is likely to propose

changes in the anti-dumping decision making process that may become more complex and lengthy but more transparent. The EU might also recur to countervailing measures due to the perception that non-EU competitors can benefit from State aids without tight control as in the EU. Even there is a recent trend in using “combined” antidumping/anti-subsidy investigations by the EU, causing “double” concerns for Vietnamese exporters.

So what should be the behavior of emerging countries like Viet Nam before these trends? Adapt or Challenge? According to Gide lawyers, Viet Nam should adapt when EU regulations reflect the long term preferences of EU consumers. But for regulations that are inconsistent with WTO principles, Viet Nam should ask the EU to remove or bring the case to WTO when necessary. Viet Nam should also mention this matter in bilateral talks or negotiations such as the EU – Viet Nam Free Trade Agreement Negotiations in the coming time.

Many participants of the workshop said that Vietnamese business associations and enterprises need to regularly update information about the recent trends in the use of EU trade defense instruments to have better preparation in their export strategies. In addition, businesses that wish to be consulted directly can contact the Trade Remedies Council (TRC) of VCCI. With a wide network of professionals and lawyers in key export markets of Viet Nam, the TRC has given a lot of consultation to associations, enterprises on the risk as well as measures to deal with trade remedies cases in foreign countries.

Workshop “EU’s import monitoring program for all types of leather-upper shoes originated from Viet Nam, China”

In the framework of the project “IN_TRADE: Innovation and Trademark as a tool to successfully compete in the global market” under EU-Viet Nam MUTRAP III Project sponsored by the EC, Viet Nam Leather and Footwear Association (LEFASO) cooperated with Viet Nam Competition Authority - Ministry of Industry and Trade organized the workshop “EU’s import monitoring program for all types of leather-upper shoes originated from Viet Nam, China”. The workshop was held to discuss and provide information related to the EU’s monitoring program and have the early warnings of the risks that may be subject to anti-dumping duties. Participants also discussed and shared experiences in the process of exporting goods from Viet Nam to EU.

The workshop was held on 20/9 in Hanoi and on 22/9 in Ho Chi Minh city. The workshop focused on the main issues such as: some issues that enterprises should pay attention after EU has lifted anti-dumping duty (1/4/2011), the situation of exportation of leather shoe from Viet Nam to EU after EU lift anti-dumping duty, the regulations relating to EU’s import monitoring program...

At the workshop, the representatives of enterprises and business associations discussed about the export situation of the leather-shoes industry from Viet Nam to the EU in particular and to the world in general, especially after the EU has lifted anti-dumping duty on Viet Nam’s leather-upper shoes.

Besides, experts have given recommendations to enterprises: they should look for contracts of value and quality instead of massively increasing export to the EU; keep close watch on the quantity and value of products exported to the EU market monthly, quarterly, annually...; make effort to increase export in a reasonable manner, open and transparent; closely cooperate with local importers. For processing enterprises: they should control so that the export price no lower than production costs, warranty product origin and prevent trade fraud.

After the workshop, participants have orientation and measures to protect the legitimate rights and interests of enterprises as well as enhance their competitiveness on the competition in the international market, contributing to their enterprises’ success in business.

Training course “Skills to apply regulations of the WTO to Viet Nam”

The two-week training course was held with a view to meeting demands for Viet Nam’s integration in post-WTO period and for Vietnamese enterprises which have encountered difficulties due to insufficient skills to apply regulations of the WTO. The course is in the framework of the MUTRAP III-FTU1 Project which is funded by the EC and implemented by the Foreign Trade University (FTU).

The course took place on 8/9/2011 in Ho Chi Minh city. On 15/9/2011, the faculty of Business Administration - FTU, held the closing ceremony and handed certificates to participants.

The course is designed by experts’ consultations from prestigious European universities (Bocconi and Maastricht University) and by Vietnamese experts’ comments.

There are about 45 participants attending the course. They are legal officers from government agencies, legal executives and consultants from companies, lawyers and lecturers in international trade law from universities.

The lecturers were the European lecturers: Prof. Peter Van den Bossche of Maastricht University – member of the Appellate Body of the WTO; Prof. Claudio Dordi, TA Team Leader, EU-Viet Nam MUTRAP III Project and other local experts in international trade law.



Prof. Peter Van den Bossche - Maastricht University and Vietnamese participants

The course focused on practical issues which Viet Nam has encountered after becoming member of the WTO. It was delivered through a mixture of lectures, case studies and exchange of experience with a modern teaching method. Participants were provided with advanced understandings and fundamental skills to apply regulations of the WTO to Viet Nam



so that they could be able to make use of opportunities and overcome obstacles in the context of integration, in particular when they deal with international trade disputes. The course also gave participants opportunities of exchanging ideas and sharing experiences.

At the closing ceremony of the course, participants stated that the course brought an opportunity for company's legal consultants to listen to and exchange ideas with international and local well-known experts.

Foreign Trade University completed higher education programs on international trade law

The activity "Design and development of higher education programs on international trade law at Foreign Trade University (FTU) to meet demands of Viet Nam's integration into the global trading system following the country's accession to the WTO" is in the framework of the EU-Vietnam MUTRAP III Project and implemented by FTU. FTU cooperated with experienced lecturers from prestigious universities in the Netherlands and Italy to design education programs on the basis of FTU's requirements. Two international workshops for improving the education programs were held by FTU in June and in October 2010, with the participation of EU experts and Vietnamese specialists. The workshops received about 50 delegates who are specialists from government agencies, universities with

disciplines of law and economics, research institutes and lawyers from well-known law offices in Vietnam. After the workshop, the programs were revised and amended by European experts.

The education programs were ratified by FTU and got the approval from Ministry of Education and Training on the 5th July, 2011 pursuant to Decision No. 2730/QĐ-BGDĐT. FTU will recruit students for International Trade Law and International Business Law since 2012-2013 school year. FTU therefore contributes to the development of jurists and lawyers who have good expertise as set forth in the Program of "Development of resources of lawyers for international economic integration from 2010 to 2020" signed by the Prime Minister on 18/01/2010.

Awarding medal to staff of the EU Delegation to Viet Nam

On 21st July 2011, at the Ministry of Industry and Trade (MOIT), two staffs of the EU Delegation to Viet Nam: Mr Hans Farnhammer, First Secretary, Deputy Head of Development and Cooperation Section, and Mrs. Vu Thi Tuan Anh, Program Officer, Development and Cooperation Section were awarded the Medal "For the development of Viet Nam's Industry and Trade" for their huge contributions to the development of MOIT and Trade in the last several years. Deputy Minister Tran Quoc Khanh chaired the award ceremony.

Attending the ceremony were representatives from relevant departments such as Remuneration and Rewards Department, Multilateral Trade Policy Department, European Market Department, Viet Nam Trade Promotion Agency, Viet Nam Competition Authority - MOIT, Europe Department - Ministry of Foreign Affairs, External Economic Department - Ministry of Planning and Investment, Mr. Sean Doyle, Ambassador, Head of the EU Delegation to Viet Nam, Mr. Jean Jacques Boufflet, Trade Counselor, and other representatives from agencies and departments of MOIT.

Mr. Hans Farnhammer and Mrs. Vu Thi Tuan Anh have had huge contributions to MOIT in terms of supervising and coordinating MUTRAP I, II, III's activities. MUTRAP III has been assessed as one of the most successful projects in South East Asia by the EU. These projects have effectively supported MOIT's departments, as well as other ministerial agencies, and it was reported as a typically successful example at the third regional Conference on Trade Initiatives - Experience of Asia-Pacific region in June, Jakarta, Indonesia.

On behalf of the MOIT, Deputy Minister Tran Quoc Khanh awarded the medals to Mr. Hans Farnhammer and Mrs. Vu Thi Tuan Anh.



Mrs. Vu Thi Tuan Anh and Mr. Hans Farnhammer at the awarding ceremony

Giving the speech after receiving the medal, Mr. Hans Farnhammer expressed his gratitude to the acknowledgement and appreciation from Vietnamese Government. He stated that the achievements were not personal but they were

collective achievements of the whole organization working for a common goal.

The award ceremony took place in a solemn and cordial atmosphere.

Handing over IT Equipment to Project beneficiaries

In Quarter 3/2011, the EU-Viet Nam MUTRAP III Project handed over IT equipment to WTO Reference Center (WRC) - Viet Nam Institute for Trade and Viet Nam Competition Authority (VCA) - Ministry of Industry and Trade.

Equipment provided for WRC includes 15 computers and 1 laptop. This equipment supports WRC to apply information technology in research and training activities, and this would help local authorities and business

community get better access to official WTO's database.

Equipment provided for VCA includes 2 servers, 6 computers, 1 laptop, 3 VOIP Gateway and 20 IP phones. This equipment supports VCA in building a Web Portal on consumer protection, and Call Center for Consumer Claim Settlement. Provided with software, the Web Portal and Call Center will be officially operative soon. They will play a central role in connecting consumers with competent authorities, and help State management agencies better perform their tasks.

Studies - Commentaries

New steps in ASEAN - EU economic cooperation

The economic, trade and investment relations between ASEAN (Association of South East Asian Nations) and the EU (European Union) developed strongly in the recent period. The EU has become the second largest trade partner of ASEAN. In 2009, trade between ASEAN and the EU reached nearly US\$172 billion, accounting for 11.6 percent of the total value of trade between ASEAN with the rest of the world. The EU is also the largest source of FDI (Foreign Direct Investment) in ASEAN with nearly 20 percent of FDI in ASEAN coming from the EU.

The linkage between ASEAN and the EU is based on the combination between two economic structures which complement each other. ASEAN gathers the strength of developing economies which are the most dynamic in the Southeast Asian region while the EU has advantages in terms of technology, capital, and the experience of developed economies. This is the most important motivation for ASEAN and the EU to become large economic partners of each other. Despite different levels of integration, both ASEAN and the EU are looking towards building a large, unified regional economic space to motivate trade and investment development. Through bilateral efforts, ASEAN and the EU are gradually creating an economic space of 1.1 billion consumers and about US\$19 trillion between the two regions. This is becoming more significant as ASEAN is taking final steps towards building the ASEAN Economic Community by 2015 to become a unified production space

and a common market of the Southeast Asian region.

On the firm foundation of relations between the two regions, the idea to upgrade the trade relations between ASEAN and EU countries was proposed in 2004. Following that idea, in 2005, the Vision Group on ASEAN-EU Economic Partnership was established to study the feasibility of negotiating and establishing the ASEAN-EU Free Trade Area in order to further increase economic cooperation between the two sides. Based on the reports and recommendations of the Vision Group, in May 2007, ASEAN's Economic Ministers and the EU High Commissioner for Trade decided to start negotiations on a free trade area between the EU and the entire ASEAN bloc (region-to-region approach). However, due to some reasons, the negotiation process had not brought the desired results. Therefore, the two sides decided to pause region-to-region negotiations between the EU and ASEAN.

Pausing region-to-region negotiations on the ASEAN-EU Free Trade Area was not synonymous with stopping the possible initiatives to upgrade the economic and commercial relations between the EU and ASEAN as well as between the EU and each ASEAN member country. As the coordinator of economic cooperation between ASEAN and the EU, Viet Nam is striving its utmost to increase trade and investment cooperation between the two sides. At the ninth Consultation between ASEAN's Economic Ministers and the EU High Commissioner for Trade in August 2010, the two sides agreed to implement the EU-ASEAN Trade



and Investment Initiative in order to tighten the economic partnership and increase information exchange and policy dialogue in related fields.

Based on that initiative, Viet Nam, in association with other ASEAN members and the EU, worked out a program to promote trade and investment cooperation between ASEAN and the EU. This program was approved by ASEAN's Economic Ministers and the EU High Commissioner for Trade at the 10th Consultation in May 2011. It will provide basis for diverse, comprehensive coordination activities aiming to boost cooperation between the two regions. This will be the foundation for the two sides to continue to develop more reliable and sustainable relations. The program's main activities include: (1) annual meetings between ASEAN's Economic Ministers and the EU High Commissioner for Trade; (2) the ASEAN-EU Business Summit; (3) dialogue at senior officials and technical levels on issues of mutual interest; and (4) other existing economic cooperation programs.

The first ASEAN-EU Business Summit took place on May 5, 2011. That was the first successful activity in the framework of the ASEAN-EU trade and investment cooperation program. The summit attracted participation of more than 600 businesses and investors from ASEAN and EU countries, creating a bridge for businesses and investors to meet and discuss business and investment opportunities. The summit also gave businesses a chance to meet and talk directly with Economic Ministers of ASEAN and the EU. On that occasion, ASEAN and the EU expressed their support for the establishment of the EU-ASEAN Business Council - an important recommendation proposed at the summit.

The Viet Nam-EU bilateral trade relations are developing. From 2000-2010, trade between Viet Nam and the EU increased by 4.3 times, from US\$4.1 billion in 2000 to US\$17.75 billion in 2010. Of that, Viet Nam's exports to the EU grew fourfold from US\$2.8 billion to US\$11 billion and Viet Nam's imports from the EU rose by 4.89 times, from US\$1.3

billion to US\$6.3 billion. For the past four years, except the time the global financial crisis occurred in 2009, Viet Nam-EU trade grew about 25 percent annually. In the first two months of 2011, total trade between Viet Nam and the EU reached US\$3.08 billion, up 28 percent compared with the same period of 2010. In terms of structure, the Vietnamese economy and that of the EU complement each other rather than opposing each other. The EU imports from Viet Nam mostly products such as raw rubber, handicrafts, footwear, textiles and garments, seafood, coffee, tea and pepper. Those products are Viet Nam's comparative advantages which have won the trust of EU consumers.

In investment relations, the EU is the leading FDI partner of Viet Nam with total registered capital of about US\$31 billion. EU investors have been present in most important economic sectors of Viet Nam, concentrating in the fields of industry and construction (50.1 percent of the number of projects and 50.6 percent of total registered investment capital), with 180 projects in the field of heavy industry (nearly US\$4.2 billion) and 19 oil and gas projects (US\$2.5 billion). Investment in the service sector accounts for about 40 percent of the number of projects and 42 percent of the total amount of investment capital.

The potential for bilateral cooperation between Viet Nam and the EU is still large, especially in circumstances when Viet Nam and other ASEAN members are looking towards full integration in the ASEAN Economic Community and the EU's role in Southeast Asia is increasing. Currently, some ASEAN countries such as Malaysia and Singapore are negotiating bilateral Free Trade Agreements with the EU. Viet Nam and the EU are considering the possibilities of holding negotiations on a bilateral free trade agreement in the near future. This agreement will not only help Viet Nam and the EU increase trade and investment cooperation but also contribute to promoting the economic integration process between ASEAN and the EU./.

New publications

Handbook: Best tactics to defeat infringer's manoeuvre and IPR enforcement

Implementing bilateral and multilateral commitments in international economic integration, Viet Nam has been improving the regulatory framework on intellectual property, the practices of defeating counterfeit products and enforcing IPR, the establishment of a fair business environment which encourages innovations, technology transfer for the purpose of industrialization and modernization.

To raise awareness of the public and business community on intellectual property, the practices of

defeating counterfeit and IP-infringed products in Viet Nam, EU - Viet Nam MUTRAP III Project supported Market Control Department - Ministry of Industry and Trade to compile a handbook which introduces briefly current Vietnamese regulations on counterfeit products and Intellectual property, types of sanctions on production and trafficking of counterfeit and IP-infringed products as well as the roles and recommendations for the improvement of IPR enforcement in Viet Nam.



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In addition, this handbook also provides useful information for competent authorities and business associations in defeating counterfeit products, and enforcing IPR in Viet Nam to protect intellectual property. The handbook is published in Vietnamese.

Book: Trade Policy Recommendations

The book is published in the framework of a sub-project of EU-Viet Nam MUTRAP III which is funded by the EC and implemented by the European Chamber of Commerce in Viet Nam (EuroCham).

The book is to analyze and propose recommendations to improve the business climate and to solve difficulties and policy constraints faced by Vietnamese Business Associations (VBA) and their members. This book summarizes the current difficulties faced by VBAs and their members and propose recommendations to resolve VBAs issues. VBAs are expecting significant improvements in the business climate for the future. The book helps improve their capacity with regards to advocacy activities, policy-making, and improving the legal framework of investment and business in Viet Nam. The book is published in Vietnamese.



Book: Doing business in Viet Nam

As far as investment is concerned, it can be said that Italy's investment in Viet Nam has not been worthy of the position of a G7 country. Up to March 2011, Italy has 39 investment projects in Viet Nam with a total investment capital of US \$187 million. Therefore, Italy ranks only 31 out of 92 countries and territories investing in Viet Nam.

The major cause of this situation is because businesses of both countries still know little about each other, especially Italian entrepreneurs do not understand about the change of its economy in recent years, business environment, ability for market access and seek partners to Viet Nam.

Meeting the urgent need to promote economic cooperation between Italy and Viet Nam, the Viet Nam Trade Office in Italy, with the support of the EU-Viet Nam MUTRAP III Project published the book "Doing business in Viet Nam" for Italian companies. In addition to introducing general information, business environment, the legal system of Viet Nam, this book devotes most important part to the introduction of typical business of Viet Nam in each specific area. Therefore, the book is a reliable source of updated information for Italian companies to find partners, start their trade and investment with Viet Nam.

The book is published in English and Italian.

The readers interested in these publications can download from the topic "Library" in the website of the Project (<http://www.mutrap.org.vn>)





CALENDAR OF EVENTS

Date	Activity Code	Event	Co-organiser
27 June - 01 July (Finland and Sweden)	FTA-8	Study tour on clean technology and goods distribution	Europe Market Department - MOIT
06 July (Ha Noi)	CB-2 (follow-up)	Online conference on Indian market	Viet Nam E-Commerce and Information Technology Agency (VECITA) - MOIT
11 - 12 July (Oman)	FTA-8	First meeting of GCC-ASEAN senior economic officials	
14 July (Ha Noi)	CB-7	Conference "Updating on trade remedies and other regulations in the EU - Recommendations for Vietnamese exporters"	Viet Nam Chamber of Commerce and Industry (VCCI)
15 July (Ha Long)	SERV-4B	PNS "Comment on draft Decree on Commercial agency"	Domestic market Department (DMD) - MOIT
18 July (Da Nang)	CB-1	Workshop "Development plan for retail and wholesale network in Da Nang up to 2020"	Department of Industry and Trade - Da Nang
20 July (HCMC)	CB-7	Workshop on innovating the creation/ development of the new collection; brand, trademark and certification	Viet Nam Leather and Footwear Association (LEFASO)
21 July (Ha Noi)		Medal award ceremony for staff of the EU delegation to Viet Nam	MOIT
21 July (Ha Noi)	WTO	IT equipment hand over to WTO Reference Center	
25 - 26 July (Hai Phong)	SERV-4B	PNS "Comment on draft Decree on Commercial agency"	DMD - MOIT
26 July (Da Nang) 28 July (HCMC)	CB-1	Workshop "Innovating and improving the quality of recommendations for the administrative regulations of industry and trade sector"	MOIT Office
26 July (Ha Noi) 28 July (HCMC)	WTO-6	Workshop "Assess the accession of Viet Nam to international economic conventions pertaining to the carriage of goods by sea"	
01 - 05 August (Switzerland)	SERV-6	Training course on services negotiations in the WTO and regional frameworks	World Trade Institute
02 August (HCMC) 05 August (Ha Noi)	SERV-4B	Workshop "Improvement of State management practices on commercial agency – International experiences and policy recommendations"	DMD - MOIT
09 - 11 August (Ha Noi)	FTA-7	Training Course on Negotiation Skills	
19 August (Ha Noi)	CB-7	Workshop "Trade Policy Recommendations from Vietnamese Business Associations"	VCCI
19 August (Nha Trang) 23 August (Ban Me Thuot) 09 Sept. (Nghe An)	CB-1	Conferences on dissemination of law on protection of consumer rights	Viet Nam Competition Authority - MOIT

Date	Activity Code	Event	Co-organiser
23 August (Binh Duong) 25 August (Binh Thuan)	CB-1	Workshop "Dissemination of commitments in FTAs participated by Viet Nam"	Multilateral trade policy Department - MOIT
29 August - 09 Sept. (UK, Italy)	WTO-C1	Training course on new issues in international trade	King's College - London and Bocconi University - Milan
30 August (Ha Noi)	FTA-HOR	Workshop "Impacts of international economic integration on Viet Nam's economy, trade and policy implications"	MOIT
30 August (Ha Noi)	CB-2 (follow-up)	Online conference on Austrian, Slovakian and Slovenian market	VECITA - MOIT
05 - 09 Sept. (Ha Noi)	CB-5	Training course "Computable General Equilibrium Modelling: An Introduction to the GTAP Model"	
08 - 15 Sept. (HCMC)	CB-7	Training course "Skills to apply regulations of the WTO to Viet Nam"	Foreign Trade University - Bern
20 Sept. (Ha Noi) 22 Sept. (HCMC)	CB-7	Workshop "EU's import monitoring program for all types of leather-upper shoes originated from Viet Nam, China"	LEFASO
22 Sept. (Da Nang)	CB-1	Workshop "Logistics services in Da Nang City in the context of international integration"	Department of Industry and Trade - Da Nang
26 - 29 Sept. (Ha Noi)	WTO-C1	Training course on trade, investment and government procurement	
28 Sept. (Ha Noi)	CB-2 (follow-up)	Online conference on Cambodian market	VECITA - MOIT

UP COMING EVENTS

Date	Activity Code	Event	Co-organiser
5 Oct. (HCMC) 7 Oct. (Nha Trang) 11 Oct. (Ha Noi)	SERV-4B	Workshop "Current situation of Tobacco sector in Viet Nam and recommendation for State management"	DMD - MOIT
10 - 21 Oct. (Ha Noi)		Second monitoring mission in 2011	EU Delegation to Viet Nam
24 - 27 Oct. (Ha Noi)	WTO-C1	Training course on Trade and IPRs	
28 Oct. (HCMC)	WTO-6A	Workshop on implementation of the Government Decree No.72/2006/ND-CP on the Trade Law's regulations on representative offices, branches of foreign businesses in Viet Nam	MOIT
2 Nov. (HCMC)	CB-7	Information Day on EU market	EuroCham
14 - 18 Nov. (Ha Noi)	WTO-C1	Training course on trade, environment and labour	
19 Nov (Ha Noi)	CB-2	Review of 2-year implementation of the Government Decision 29/QĐ-TTg on cotton development program till 2015	Light Industry Department - MOIT
December (Ha Noi)	CB-2 (follow-up)	Online conference on UK market	VECITA - MOIT