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**POLICIES FOR THE DEVELOPMENT OF
AGRICULTURAL ENTERPRISES IN VIETNAMESE**

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INTRODUCTION

1. Reasons for choosing thesis topic

Vietnam is a country with advantages in developing the agricultural sector. For more than 30 years of innovation, agricultural enterprises have always been considered as the core force in the socialist-oriented market economy; agribusiness is an important material force for socio-economic development, contributing to macro stability, ensuring great balances of the economy, especially contributing to economic development - economically disadvantaged areas. However, the development of enterprises in the agricultural sector is still very modest compared to the potential and advantages of development. The above limitations and weaknesses have many causes, one of the main reasons is that there is no really suitable policy or the policy has been in place but has not yet brought into play a good effect for the development of agricultural enterprises. The PhD student chooses the thesis topic "Policy for the development of agricultural enterprises in Vietnam" which is necessary and meaningful.

2. The purpose and significance of the thesis research

The thesis clarifies the theoretical basis of agricultural enterprise development policy; The thesis provides scientific basic for the Party and State in adjusting, supplementing and perfecting the policy of agricultural enterprise development in Vietnam to 2025, with a vision to 2030.

3. New contributions of the thesis:

Systematize and better explain a number of basic theoretical issues on the policy of enterprise development in the agricultural sector; Summarizing the experience of a number of countries and territories in the implementation of policies on agricultural enterprise development; assess the current situation of development policies of agricultural enterprises in Vietnam in the period 2011-2019; propose a number of solutions in policy making and implementation of agribusiness development policies in Vietnam to 2025, with a vision to 2030.

CHAPTER 1. OVERVIEW OF RESEARCHES ON POLICIES TO DEVELOPING AGRICULTURAL ENTERPRISES

1. Overview of relevant studies

There have been many studies on policy of agricultural enterprise development in the country domestic and in the world. However, many research works are not really complete and suitable with research on how to develop and organize the implementation of policies on agricultural enterprise development in Vietnam; There has not been any work to systematize many policies on agricultural enterprise development at the same time (7 policies) and evaluate the results of policy implementation for the entire 10-year period, from 2011 to 2019; there are many solutions that are no longer appropriate in the new context, period 2021 - 2030.

2. Research objectives

General objectives: Identify problems and propose solutions to improve the content and how to organize the implementation of policies on agricultural enterprise development in order to contribute to promoting the formation and development of the agribusiness sector in Vietnam today. a strong and effective, especially in the period to 2025, vision to 2030.

Specific objectives: Systematize and clarify the theoretical basis and international experience on agricultural enterprise development policies; assess the current status of policies on development of agricultural enterprises in Vietnam, identify policy contents that create motivation to promote the development of agricultural enterprises in Vietnam; propose a number of solutions to amend, supplement and complete the policy of developing Vietnamese agricultural enterprises in the new context.

3. Research subject and scope

Research subjects: Research subjects are theoretical and practical issues of agricultural enterprise development policy.

Limit the scope of the thesis:

Focus content: Researching the process of planning and implementing 7 policies to support and give incentives to agricultural enterprises.

Space scope: Nationwide.

Time: Data on assessing the current situation of agricultural enterprise development policies in the period 2011-2019; provide directions and solutions to improve the development policy of agricultural enterprises in Vietnam for the period of 2021 - 2030.

4. Approach to research subjects and research methodology

Approach: The thesis researches policies on agricultural enterprise development from the overall perspective of the policy and the specific perspective of each part policy.

Research methods: The author uses the proposed type of research, the method used: a combination of practical research methods and theoretical research methods.

CHAPTER 2. RATIONALE OF POLICIES FOR DEVELOPING AGRICULTURAL ENTERPRISES

2.1. General theoretical basis for agricultural enterprises

2.1.1. Concept of agricultural enterprises

In this thesis, agricultural enterprises can be understood as: enterprises are organizations with their own names, assets, and transaction offices. , was registered and established in accordance with the law for the purpose of production, business and service provision in the fields of agriculture, forestry and aquaculture.

2.1.2. Classification of agricultural enterprises

Decision 27/2018/QĐ-TTg of the Prime Minister on "Promulgating the Vietnam Sector System" regulates Agriculture and related service activities including cultivation, husbandry and related services. Thus, this thesis can classify agricultural enterprises into 4 categories: Cultivation enterprises; Breeding enterprises; Agricultural Service enterprises; General enterprises.

2.2. Rationale for developing agricultural enterprises policies

2.2.1. Concept of agricultural enterprises development policies

Due to the above explanations on agricultural enterprises

development, policy and development, in this thesis, **agricultural enterprises development** policy is understood as: the totality of viewpoints, objectives, content and methods of action. State's actions, affecting the activities of agricultural enterprises in order to achieve the set goals.

2.2.2. Policy framework for agricultural enterprises development

In terms of form, policies for agricultural enterprises development (in the period of 2011-2019) are expressed in the form of documents in a unified whole, including: Party's policies; Platform for national development (addition and development in 2011); Constitution of the Socialist Republic of Vietnam (2013); Law (Law of Enterprises and other relevant laws), Ordinances, Decrees, Decisions, Circulars, Directives and so forth.

2.2.3. Factors that constitute enterprises development policies

Policy subject: the State, as a representative of society, for the country to exercise the nation's socio-economic management rights. In Vietnam, the subjects of the policies are the Communist Party of Vietnam, the National Assembly, the Government, ministries, branches, People's Councils and People's Committees at all levels.

Policy objectives: Specifically, the quantitative targets to be reached by the policies in each period, including Quantity (members; cooperatives), scale, quality and structure of types of enterprises.

Policy beneficiaries: enterprises; organizations and individuals wishing to set up enterprises; organizations and individuals affiliated with enterprises; members of enterprises.

The policy solutions: setting goals and using policy tools that affect objective relationships and activities to form, maintain and develop enterprises on all three aspects: quantity, quality and efficiency.

2.2.4. Factors affecting the agricultural enterprises development policies

Factors in the policy making process: Programming; Policy formation;

Approving and issuing policies.

Factors in the policy implementation stage: Propagating and disseminating policies; Organizational structure of policy implementation; Policy implementation plan; Funding for implementation; Monitoring and evaluation of policies.

2.2.5. Criteria for evaluating policies for developing agricultural enterprises

Criteria for evaluating the effectiveness of policies on agricultural enterprise development; Calculating towards common development goals; Match the actual situation; Possibility; Rationality

Criteria to evaluate the effectiveness of the policy: Cost to promote the formation of an agricultural enterprise; Expenses to improve the management capacity and competitiveness of an agricultural enterprise; Expenses for an agricultural enterprise to operate profitably.

2.3. Experiences of some countries and regions on agribusiness development policies

Learning from experiences of several countries and territories like China; Thailand; Taiwan; France, the PhD student draws on international experiences on policies on agricultural enterprise development in Vietnam. In the process of formulating and implementing policies on agricultural enterprise development, it is necessary to pay attention to the following issues: : Firstly, all countries have many incentives and incentives for enterprises to invest in agriculture and rural areas, however, these incentives need to comply with WTO's regulations on agricultural subsidies; When formulating policies, Vietnam needs to carefully study its commitments to trade liberalization and international economic integration so that it can have appropriate policies while ensuring the highest possible level of support for businesses. agriculture does not violate WTO regulations; Second, foreign investment must be identified as a resource that needs to be mobilized and used effectively, especially in the fields of

agriculture and rural areas; Third, it is necessary to closely associate incentives and investment attraction with rural infrastructure development; Fourth, the State should increase investment in scientific research development in agriculture, considering it as the key to increasing labor productivity, responding to the impacts of climate change and developing sustainable agriculture. ; Fifth, Vietnam needs to step up land accumulation and plan specialized agricultural areas.

CHAPTER 3. CURRENT SITUATION OF POLICIES FOR DEVELOPING AGRICULTURAL ENTERPRISES

3.1. Current status of agricultural enterprise development in Vietnam

3.1.1. Quantity of agricultural enterprises

According to the General Statistics Office (2020), the number of agricultural enterprises as of December 31, 2019 was 10,085, accounting for about 0.93% of the total number of enterprises in the country. In the period from 2011 to 2019, the total number of agricultural enterprises increased strongly, an average of 19.8%/year, of which enterprises in the field of agriculture and related services increased on average 33.8% /five; enterprises in the field of forestry and related services increased by an average of 15.4%/year; enterprises in the field of fisheries and related services increased by an average of 9.3% per year

3.1.2. Scale of agricultural enterprise

In terms of capital scale, in the period from 2011-2019, the total number of micro and small enterprises accounted for 73.7%, this rate for enterprises in the agricultural and service sectors was 79.4%; enterprises in forestry and related services is 72.2%; enterprises in the field of fisheries and related services is 66.8%. In terms of growth rate, in the past 8 years, the total number of micro and small agricultural enterprises has increased by an average of 0.6% per year, while medium and large agricultural enterprises have increased by an average of 9.4% per year. This proves that the ability to attract investment capital for agricultural enterprises is not

effective, but tends to increase year by year.

In terms of labor size, in the period from 2011-2019, the total number of micro and small enterprises accounted for 67.6%, this rate for enterprises in the agricultural and service sectors was 74.3%; enterprises in forestry and related services is 68%; enterprises in the field of fisheries and related services is 54.9%. In terms of growth rate, in the past 8 years, the total number of micro and small agricultural enterprises has increased only 17.4%/year on average, while medium and large agricultural enterprises have increased by an average of 1.5%/year. This proves that the ability to attract human resources of micro and small agricultural enterprises has increased sharply, while medium and large enterprises have not been able to attract human resources effectively, but has tended to increase year by year.

3.1.3. Capital and performance of agricultural enterprises

In the period from 2011-2019, the total production and business capital of agricultural enterprises increased from 123,567 billion dong (in 2011) to 368,976 billion dong (in 2019), an average increase of 20.8% per year, enterprises in agriculture and service sectors increased by 22.4%/year on average; enterprises in the field of forestry and related services increased by an average of 11.6%/year; enterprises in the field of fisheries and related services increased by an average of 14.6%/year. Thus, the ability to attract capital in agricultural enterprises tends to increase, which shows that investment capital has begun to shift to the agribusiness sector.

Regarding the profit of agricultural enterprises, in the period from 2011-2019, the profit before tax of agricultural enterprises decreased from VND 14631 billion (in 2011) to VND 5,579 billion (in 2019), an average decrease of 8.0 %/year, enterprises in the agricultural and service sectors decreased by 11%/year on average; in enterprises in the field of forestry and related services, an average increase of 47.5%/year; enterprises in the field of fisheries and related services increased by an average of 29.0%/year. Thus, businesses in the field

3.1.4. Some difficulties of agricultural enterprises

In the process of development, Vietnamese agricultural enterprises are facing many difficulties, some of which stem from subjective factors but also from objective factors. Summary of the survey results of 100 agricultural enterprises and experts shows that there are 14 difficulties and obstacles that businesses are facing, which hinder the operation and development of agricultural enterprises. In which, there are 7 difficulties arising from subjective factors and 7 difficulties arising from objective factors (Table 3.3). In which, the biggest difficulty in the group of objective factors is the inappropriate policy institutions, the lack of feasibility, the unknown beneficiaries; The biggest difficulty in the group of subjective factors is that enterprises lack capital and have difficulty accessing credit capital. Agriculture and services are currently the weakest sectors, requiring strong solutions to increase the added value of this area.

3.2. Content and organization of implementation of policies on development of agricultural enterprises in Vietnam

3.2.1. Contents of policies on development of agricultural enterprises in Vietnam

3.2.1.1. The situation of promulgating policy documents on agricultural enterprise development

In the period 2011 - 2019, these policy documents have formed a lot of policies related to business development, of which there are 7 main policies including: (1) land policy; (2) investment support policy; (3) policy on access to credit capital; (4) science and technology policy; (5) policies on labor and human resource training; (6) policies to support trade promotion and market expansion; (7) product processing support policy.

3.2.1.2. Policy objectives for the development of agricultural enterprises

Through the system of policy documents, it is shown that the current agricultural enterprise development policy has two major goals, which are:

- Direct objectives: support to promote the formation of new businesses, support for existing businesses to expand their investment scale so that by 2020, the country will have at least 1 million operating enterprises, including large-scale enterprises with strong resources. By 2030, there will be 80,000 to 100,000 enterprises with effective business investment activities in the agricultural sector, of which about 3,000 to 4,000 are large-scale enterprises and 6,000 to 8,000 medium-sized enterprises.

- Indirect objectives: through the development of the agribusiness sector, promoting the growth and development of the agricultural sector in particular and the economy in general. The growth rate of agricultural, forestry and fishery production value is about 3.0%/year; Vietnam's private sector contributes about 48-49% of GDP, about 49% of total social investment. Total factor productivity (TFP) contributes about 30-35% of GDP. Social labor productivity increases by about 5%/year.

3.2.2. Organizing the implementation of policies on development of agricultural enterprises in Vietnam

At the central level, the Government assigns the Ministry of Planning and Investment to act as an advisory body to assist the Government in state management of enterprises; Relevant ministries and branches are responsible for coordinating and directly performing state management tasks for enterprises in their respective branches and domains.

Thus, it can be seen that the implementation of the current agricultural enterprise development policy is implemented by many ministries and branches. In which, there are a number of key units such as the Ministry of Planning and Investment, the Ministry of Agriculture and Rural Development, the Ministry of Finance, the Ministry of Natural Resources and Environment, the Ministry of Labor, Invalids and Social Affairs, and the State Bank of Vietnam. country.

The organizational form of the policy implementation apparatus as

above shows that the focal agencies (ministerial or provincial) both perform the function of state management according to sub-sectors and organize the implementation of business development policies. agriculture according to decentralized functions and tasks. This form of management has the positive point of being favorable for state management by sub-sector, but there are many disadvantages that are not having the main responsible agency as the focal point to organize the implementation of the policy. As a result, when the agribusiness sector develops, the relevant agencies have "achievement", while the underdeveloped agribusiness sector has no responsible agency. The survey results of 68 agricultural enterprises show that the time for agricultural enterprises to receive the policy is very slow, it takes more than 2 years from the time of starting the procedures to apply for the policy. until the policy beneficiaries, the main cause of this delay comes from the policy implementation apparatus which has too many clues but no agency in charge.

3.3. Status of beneficiaries of Vietnam's agricultural enterprise development policy

3.3.1. Land policy

The current land policy is supporting the development of agricultural enterprises in the form of allowing agricultural enterprises to use agricultural land to be exempted or reduced from land rent; may lease land from the State, and be allocated land by the State. The level of land rental exemption or reduction as well as the level of land rental and land allocation depends on the investment field and investment location of the enterprise. According to the survey results of 68 enterprises in 14 provinces, 15.6% of enterprises are exempted or reduced from land rent; 23.5% of enterprises are given priority to lease land by the State and 5.5% of enterprises are allocated land by the State

3.3.2. Investment support policy

Agricultural enterprises are being supported by the State for

investment through two main forms: support to simplify investment procedures and support capital and raw materials for enterprises to implement investment projects. .

Currently, the Government has been reducing administrative procedures and business conditions to support businesses. Currently, investment procedures in the agricultural sector have been reduced, including 03 procedures for construction, planning permission, design appraisal permit, 01 procedure for decision on investment policy, reduction of investment policy. 01 procedure for technology verification; Deciding the policy according to the list of projects, enterprises will reduce many difficulties when undertaking each project; the remaining procedures allow implementation of integration, both construction and completion of the project. This has had a very positive impact on the operational efficiency of enterprises, saving SOEs both time and administrative costs.3.3.2. Limitations and weaknesses

3.3.3. Policy on access to credit capital

According to the data in Table 3.6 below, 60% of surveyed agricultural enterprises assess that the current tax policy has preferential treatment for the agricultural enterprise sector. However, the financial and credit support policies, only a small percentage of agricultural enterprises are benefited, but according to the responses of the surveyed agricultural business owners, it is mainly agribusinesses. State-owned enterprises or agricultural enterprises have good "relationships" with functional agencies managing and operating policies. More than 65% of agricultural enterprises do not have access to bank credit because of the creditworthiness of agricultural enterprises (the financial statements of agricultural enterprises show continuous losses or many years without interest. More than 65% of agricultural enterprises (mainly small and micro agricultural enterprises) cannot access credit loans due to strict requirements on mortgage procedures.

3.3.4. Science and technology policy

The actual survey of agricultural enterprises in 14 provinces shows that the percentage of agricultural enterprises that benefit from support policies to improve their capacity and technical level is still very modest: only 3% of them surveyed agricultural enterprises said that agricultural enterprises are supported to buy machinery and equipment under the industrial promotion program; 1.0% of agricultural enterprises are supported to transfer foreign technology and 9% of agricultural enterprises are supported in training staff for agricultural enterprises. The reasons for the low number of agricultural enterprises receiving support policies to improve their technological capacity and technical qualifications are: i) Limited financial resources to implement the policy; ii) Many enterprises do not understand policy information; iii) Regulations on policy beneficiaries are too tight; iv) The level of support is low, the administrative procedures to receive support are quite complicated; v) Many agricultural enterprises do not meet the requirements for counterpart capital.

3.3.5. Labor and human resource training policy

Support policies to improve the quality of human resources for agricultural enterprises in general, include: Support for labor training at agricultural enterprises that employ ethnic minorities according to Decision No. 42/ 2012/QD-TTg (previously Decision 75/QD/TTg), vocational training for agricultural and rural workers according to Decision 1956 and short-term vocational training support through the support of the industrial promotion program. However, out of 68 agricultural enterprises surveyed, only 2 agricultural enterprises received training support according to Decision 42/2012/QD-TTg; 8 enterprises were supported with vocational training under the project 1956 and the industrial promotion program.

3.3.6. Policies to support trade promotion and market development

Policies to support agricultural enterprises to develop markets in recent years have mainly been supporting agricultural enterprises to participate in product fairs and exhibitions, and supporting agricultural enterprises to go abroad to find consumption markets. and support agricultural enterprises to build product brands. However, the number of agricultural enterprises benefiting from this policy is very small. Of the 100 surveyed agricultural enterprises, only 6% were supported to participate in trade fairs to introduce products; 1% are supported to go abroad to find markets and 1.5% are supported to build product brands.

3.3.7. Policy to support product processing

The state budget supports 70% of investment costs, but not more than 2 billion VND/project to support agricultural product preservation. Beneficiary conditions: agricultural enterprises have investment projects in facilities for preserving agricultural products; The capacity of the drying facility for rice, corn, potato, cassava and forest products must be at least 100 tons of products/day; drying aquatic by-products reaches at least 50 tons of products/day; Preserving vegetables, fresh fruits, tea, pepper and cashew nuts with 1,000 tons of stock; preservation and storage of plant varieties with a capacity of 100 tons of storage. The survey results show that this policy is very difficult to put into practice (only 7% of agricultural enterprises are entitled to this policy), because in fact, the above capacity agricultural product preservation works have large capacity. large value from 4 billion to 5 billion VND or more, while the support level is 70%, but the value does not exceed 2 billion VND.

3.4. Evaluation of policies to develop agricultural enterprises in Vietnam

3.4.1. Evaluation of the appropriateness of the policy

In general, Vietnam's agricultural enterprise development policy in the period 2013-2019 is considered to be in line with the orientation and development reality of the agricultural sector. Because, according to the

survey results of 27 experts, only 7.4% of experts think that there is no match between Vietnam's agricultural enterprise development policy in the period of 2013-2019 and the orientation and implementation of the plan. economic development of the agricultural sector, especially for the two major national programs in the field of agriculture and rural areas, namely the Agricultural Restructuring Program and the New Rural Construction Program.

3.4.2. Evaluation of the feasibility of the policy

The feasibility of different types of agribusiness development policies currently exists. Amongst, a number of policies and policies on labor and human resource training; policies on access to credit capital; science and technology policy is evaluated as highly feasible and is being implemented quite well. Up to 66.7% of the 27 experts surveyed think that the policy on labor and human resource training is feasible and should continue to be reviewed and implemented. However, besides that, there are still a number of policies with low feasibility, almost unable to meet the needs of agricultural enterprises. Specifically, 66.7% of the 27 experts surveyed thought that the policy to support investment, the policy to support trade promotion and market expansion was not feasible; 70.4% of experts affirmed that the general policy to develop SOEs was not feasible, especially the Land Policy was rated the worst, with 74.1% of the experts polled saying that this Policy was not feasible.

3.4.3. Evaluation of the effectiveness of the policy

Vietnam's agricultural enterprise development policy in the period 2011-2019 was evaluated by some experts as effective, in which policies such as: Policy on access to credit (33.3% of experts assessed it). effective price); Policy on labor and human resource training, Policy on science and technology, Policy on product processing support (29.6% of experts assessed it was effective). However, most experts underestimate the effectiveness of Vietnam's agricultural enterprise development policy in the

period 2011-2019, with 33.3% of the 27 experts assessing the land policy. Inefficient, this problem can be explained by the fallow status of farmers' land in recent years, as well as the very slow pace of change in concentration and accumulation of land for large production. Many policies with more than 50% of experts' evaluation are ineffective such as: Land policy; Investment support policy; Science and technology policy. In particular, the general policy and the policy to support trade promotion and market expansion are considered by 70.4% of experts to be ineffective.

3.5. General assessment of the development policy of agricultural enterprises in Vietnam

3.5.1. These achievements

Clearly showing the Party and State's interest in the agricultural enterprise sector and the agricultural sector; The policy framework for business development has been improved and is quite comprehensive; The organizational apparatus for implementing policies is relatively complete and effective; A number of policies have had a good impact on both psychology and production and business capacity of agricultural enterprises.

3.5.2. Limitations and weaknesses

Many policy objectives have not been achieved, the impact of the policy is very limited and unclear; The policy of agricultural enterprise development has low efficiency; The policy has not paid enough attention to those who have links and cooperation with agricultural enterprises.

3.5.3. Causes of limitations and weaknesses

1) Causes of policy making

The approach in making some policies is not appropriate, policy makers still consider agriculture as a weak, risky and low-profit area without paying attention to the factor that agriculture is always the pedestal of economic sectors. It is because of this approach that policies are implemented in a spread-out manner and follow the "supportive and

preferential" trend, with no priority order in the policies. Enterprises first need a fair and healthy competitive environment to survive and develop. It is the incentives and support that are the main cause of inequality and inequality among agricultural enterprises; using the state budget to support agricultural enterprises to create a roundabout way of budget capital flows, there is a risk of loss because the state budget revenue is mainly from agricultural enterprises. The information and data collection system for policy making has not been paid due attention, leading to difficulties for policies to put into practice. The allocation of resources for policy implementation also does not match the needs of enterprises. Many provisions in the policy are not clear, making it difficult to organize the implementation of the policy.

2) Cause from the stage of policy implementation

The state management apparatus for agricultural enterprises is weak, lacking and scattered. There are many agencies acting as focal points to organize the implementation of policies such as: Ministry of Planning and Investment; Ministry of Agriculture and Rural Development; Science and technology; Ministry of Industry and Trade.. and respective departments in the localities; The lack of capital for policy implementation is still scattered, leading to policy beneficiaries not having enough resources to develop and increase the scale of production and business activities. This leads to inconsistent, inconsistent, and ineffective policy enforcement.

3) Causes of policy beneficiaries

The policy is not feasible because the capacity of the beneficiaries has not been carefully considered. The financial capacity of the agricultural enterprise sector is mostly weak and difficult to access capital; internal capacity is weak, the agriculture, forestry and fishery sector has the number of operating businesses as of December 31, 2018 with only 332.2 trillion dong of production and business capital, accounting for only 1%; revenue reached nearly 113 trillion dong, accounting for only 0.55% of net revenue

of the entire enterprise sector; profit accounted for 0.6%; the average labor utilization efficiency is 2.7 times smaller than the general level of enterprises; The average income of workers reached the lowest level in all economic sectors with 5.25 million VND, equivalent to 56% of the average level of the whole business sector. Other indexes such as: capital turnover index; debt index; profitability performance is very low compared to the average of the whole business sector. These weaknesses lead to poor policy absorption, especially those related to science and technology; market expansion and promotion.

Chapter 4 SOLUTIONS TO COMPLETE AGRICULTURAL BUSINESS DEVELOPMENT POLICY

4.1. Context, orientation and requirements for enterprises and policies for agricultural enterprise development in Vietnam

4.1.1. Development context related to enterprises and development policy of agricultural enterprises in Vietnam to 2025, vision to 2030

The global economy will be severely damaged by the COVID-19 epidemic along with measures to close the economy to prevent the spread of the pandemic. As a result, the world has seen bottlenecks in the input, agricultural, food processing, transportation and logistics sectors, as well as a major shift in demand for food and food services. drink. Furthermore, countries are taking steps to address common health risks that lead to an economic contraction that is affecting businesses, farmers, workers and consumers worldwide. . Agribusinesses facing uncertainty due to this sudden crisis need access to information and analysis to make their decisions.

The global digital agriculture market is expected to grow from \$5.6 billion in 2020 to \$6.2 billion in 2021, recording a CAGR of 9.9%. Impact of COVID-19 on Digital Agriculture Market by Smart Farming System. Vietnam's agriculture is currently standing at a fork in the road. The

agricultural sector is being competed for labor, land and water resources by the process of urbanization, industrial development and services. Rising labor costs affect the competitiveness, which is based on the advantage of low production costs of raw agricultural products. Overuse of inputs and natural resources is becoming a hot issue. A number of environmental problems are hindering Vietnam's labor productivity growth and competitive position in the international market. Vietnam is facing promising opportunities both in the domestic and international markets, but to be successful, farmers and businesses must be able to create products that are reliable, quality, and safe. complete and sustainable. In the future, the agricultural sector must ensure "increasing value, reducing input". That is, it must create more economic value, bring greater efficiency to farmers and consumers, and use less resources, labor and harmful chemicals. Growth will be based primarily on efficiency, innovation, diversification and new value creation

Climate change and international economic integration are both opportunities and challenges for all economic sectors, including SOEs, requiring SOEs to be dynamic, creative, grasp information, and approach advanced science and technology to be applied in production, in line with the reality of Vietnam.

4.1.2. Development orientation of Vietnam's agricultural enterprises to 2025, vision to 2030

1) Policies are always required to guide and guide the development of agricultural enterprises. Policy is seen as a tool for the Government to implement the intervention of the "visible hand". Therefore, in any period, there is a need for policies, especially for the agricultural enterprise sector, which is still quite modest like today in Vietnam. Therefore, it is very necessary to have policies for the Government to provide support and orientation for businesses to develop. The right support and direction will

combine with the resources of the private sector to create a great development power for Vietnamese agricultural enterprises.

2) Policy should not be spread out, should focus on a few big issues. Many policies are good, but in the context of organizational resources to implement Vietnam's business development policies in the coming period, it will be very difficult due to the impact of the Covid-19 pandemic. Therefore, in the period of 2021-2030, only a few policies should be focused on, not too many policies should be extended. Through assessing the difficulties of enterprises in the current development situation, as well as development trends, in the coming period, it is advisable to focus on a number of policies such as policies on training and fostering human resources; credit policy; policies to support the application of science and technology; policies to support product processing; policies to support trade promotion and market expansion.

3) The effectiveness and influence of the policy depends largely on the fit between the planning stage and the policy implementation stage. The development policy of Vietnam's agricultural enterprises must be associated with the assurance of resources and the ability to organize the implementation. The planning and implementation of SOE development policies must be based on consistent, accurate, and highly reliable input information; The policy implementation apparatus needs to be streamlined, capable of promoting the advantages, and eliminating the causes of inadequacies and limitations of the policy in recent years. Full selection of policy objects; There should be only one agency to organize the unified and scientific investigation and statistics of information and data in order to establish specific objectives and policy measures.

4.2.1. Group of solutions to complete the planning stage of agricultural enterprise development policy

4.2.1.1. Method of policy making

In the coming period, it should be developed into a scheme on formulating policies on agricultural enterprise development for the period of 2021 - 2030. Ministries, branches and localities shall propose policy issues and types of policies to be developed and send them to the Ministry of Agriculture and Rural Development. The Department of Agriculture and Rural Development synthesizes and develops a draft policy formulation project and submits it to the Government. From the assigned tasks in the Scheme on formulating policies for the development of agricultural enterprises in the period of 2021 - 2030, ministries and branches organize the development of policy documents.

4.2.1.2. On viewpoints and choice of policy objectives

Still based on the three basic goals of the agricultural enterprise development policy in the 2011-2020 period, but the goals for the 2021-2030 period need to be further enhanced, specifically striving to 2030: high quality enterprises: over 30% of enterprises have capital of over 15 billion VND; 40% of enterprises have capital over 10 billion VND; Objectives to develop the number of enterprises: the number of agricultural enterprises accounts for about 2% of the total number of enterprises in the country, equivalent to about 20,000 enterprises; Objectives to support farmers and labor force through types of enterprises: the agricultural enterprise sector attracts over 1,000,000 direct workers and about 700,000 associates; forming many domestic and international agricultural value chains.

4.3.2. Group of solutions to complete the organization and implementation of policies on agricultural enterprise development

4.3.2.1. Organizational apparatus for policy implementation

Unify a focal point for coordination; Ministries, sectors and localities must strengthen coordination with each other; especially between ministries and localities; Strengthen local decentralization.

4.3.2.2. Human resources to organize policy implementation

1) About the number of human resources

Proposing the specialized ministries related to the policy of agricultural enterprise development based on the quota assigned by the Ministry of Home Affairs on downsizing the payroll to adjust in the direction of large reductions in the non-business sector (members of public service). organization) to increase the number of civil servants, especially in the department with the function of organizing, planning and implementing policies on agricultural enterprise development.

2) About skills and expertise of human resources

Improve capacity, skills to identify policy issues, capacity to establish and issue policy documents, capacity to organize, implement, monitor and evaluate policies.

4.3.2.3. Financial resources for policy implementation organizations

The State needs to adjust to increase the proportion of budget expenditure for the agricultural sector; Only focus on a few policies, implement only about 5 key policies (as suggested in the group of policy making solutions) instead of 7 key policies as at present; Strengthen implementation in the form of capital advance.

4.3.2.4. Inspection and supervision of policy implementation organizations

Assign the Ministry of Agriculture and Rural Development as the main unit to monitor and supervise the organization and implementation of the entire agricultural enterprise development policy; other specialized ministries related to policy implementation organizations such as the Ministry of Planning and Investment, the Ministry of Finance, the Ministry of Labor, Invalids and Social Affairs, the Ministry of Natural Resources and Environment, the Ministry of Science and Technology proactively, strengthen inspection and supervision to support and remove difficulties in the process of policy implementation; localities need to strengthen

coordination with ministries and branches and proactively inspect and supervise to support solving difficulties for businesses.

CONCLUSIONS AND RECOMMENDATIONS

1. Conclusion

The policy framework for developing Vietnamese agricultural enterprises is quite diverse with many types of policies, adjusted in many different aspects, of which 7 outstanding policies are land policy; investment support policy; policies on access to credit capital; science and technology policy; policies on labor and human resource training; policies to support trade promotion and market expansion; product processing support policies.

There has been a part of agribusinesses that have access to business development policies. The policy on agricultural enterprise development has partly had a good impact on the production and business of agricultural enterprises through removing difficulties in capital, infrastructure construction, purchase of machinery and equipment, and training. create human resources, access science and expand markets.

However, in the current policies, there are still some policies with low access and low level of impact on the agribusiness sector.

From the above situation, in order to solve the above shortcomings and limitations, the policy of agricultural enterprise development in the coming period, especially in the period of 2021 - 2025, needs to adjust and supplement a number of issues. In terms of policy making, it is necessary to renew the approach in policy making to develop agricultural enterprises in the direction of clearly identifying agriculture as an area with great potential and an industry with outstanding comparative advantages. of the country. Agricultural enterprises are always the most important force to lead the agricultural industry to develop. In policy making, it is necessary to clearly define the priority order and focus of policies towards sustainable development, bringing high efficiency.

2. The limitations of the thesis

Due to limited resources, the thesis has a wide scope of research, along with a comprehensive study of 7 basic policies, so the number of survey samples is small and not representative. In addition, the author hardly uses quantitative models to evaluate, so the persuasiveness of some arguments is not high.

3. Recommendations for further research directions

In the coming time, to match the development trend of the agribusiness sector, it is recommended to continue to do more in-depth research on: Firstly, policies to promote agricultural enterprises to improve and improve operational productivity. activities, products made to ensure quality and safety, in accordance with international and domestic standards; Second, the policy encourages businesses to switch from an operating model to a digital economy model.

LIST OF THE THESIS DISCLAIMER

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