



**Asia-Pacific
Economic Cooperation**

2017/SOM3/DIA/011

Viet Nam Biz and the Free Trade Agreements Negotiations

Submitted by: Vietnam Chamber of Commerce and Industry



**Dialogue on Regional Trade Agreements and Free
Trade Agreements
Ho Chi Minh City, Viet Nam
27 August 2017**



Viet Nam Biz and the FTAs negotiations

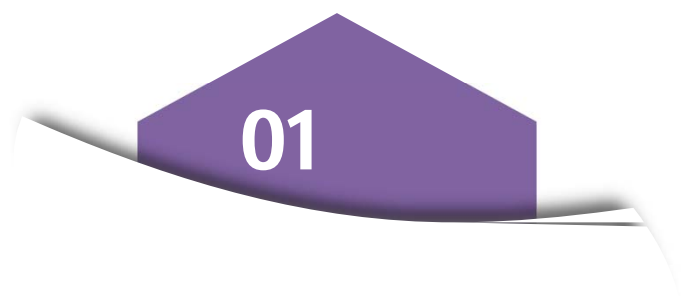
NGUYEN Thi Thu Trang

Director of the Center for WTO and Economic
Integration

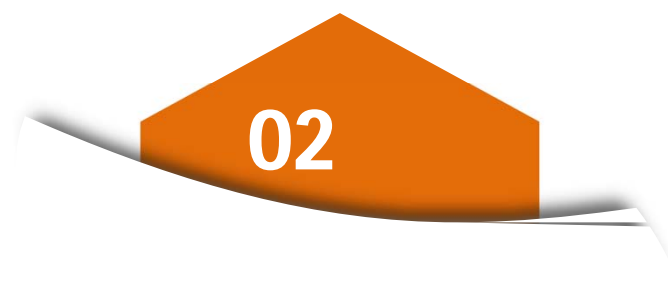
Viet Nam Chamber of Commerce and Industry

Contents

How have Viet Nam Biz been doing?



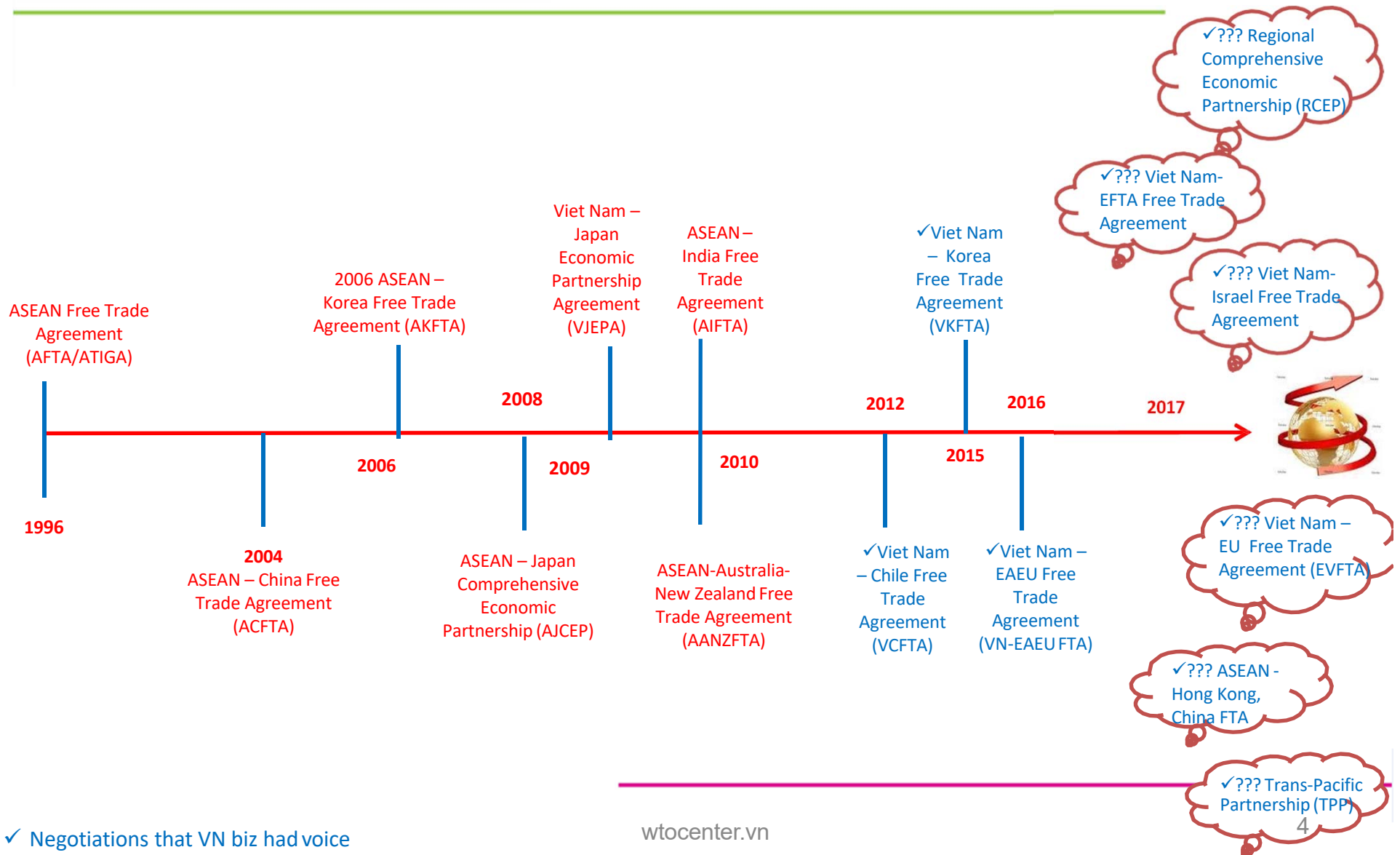
What are they expecting?



How have Viet Nam
Biz been doing in
previous FTA
negotiations?



A panorama on Viet Nam RTA - FTA negotiations



✓ Negotiations that VN biz had voice

VN Biz could have voice

Thanksto

➤ The decision of the Government to let them join:

Title: Decision No 06/2012/QĐ-TTg of the Prime Minister

Year: 2012

Content: The FTA Negotiating Delegations are to consult mandatorily with the Biz before and during the negotiations

Ways: Comments sent directly to the FTA Negotiating Delegations or through VCCI



VN Biz could have voice

Thanksto

- The information on the FTA drafts made known to the biz
 - By the Gov: Normally confidential draft of tariff offer
 - By the Media: SOEs, Environment, Subsidies, Labor
 - By Wikileaks: IP, ISDS



06 recommendations of VN biz (VCCI) on TPP

General
Services
Tariffs

IP
Investment (including ISDS)
Labor

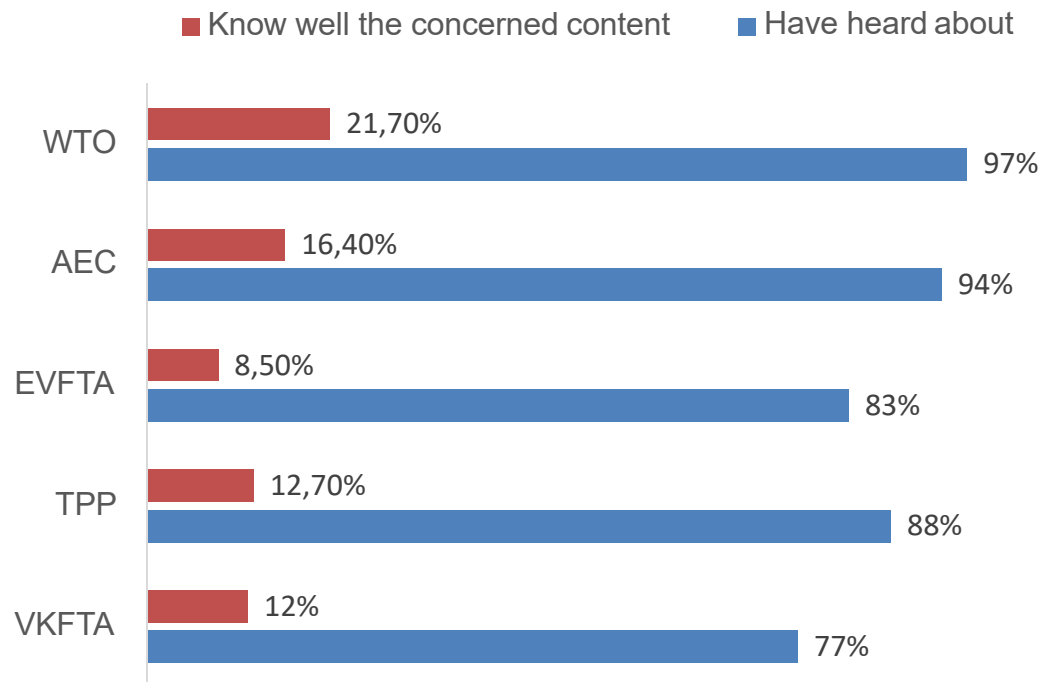


VN Biz could not have strong voice

Dueto

➤ The complexity of the FTAs contents, while

- Biz are not source of initiatives
- Biz are not familiar with FTA issues



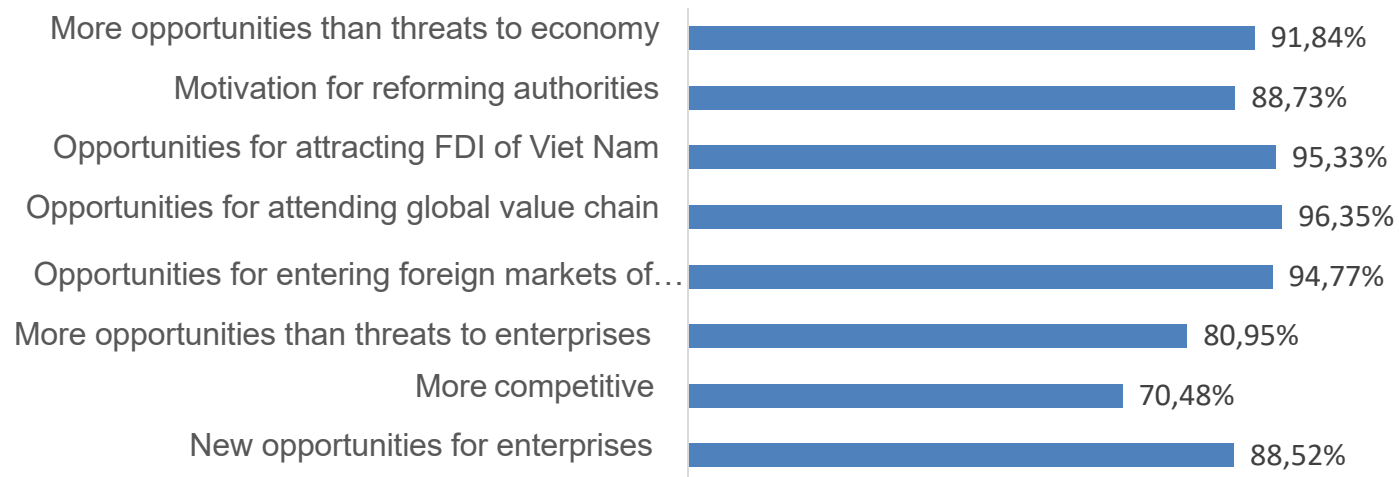
(Source: VCCI Survey taken April 2016)

VN Biz could not have strong voice

Dueto

- The confidentiality of the FTAs negotiations

Impacts of FTAs to economy and enterprises



VN Biz could not have strong voice

Dueto

- The default of biz attention and understanding on FTA issues
 - Tiny biz often care about micro things
 - Small biz often have short visions





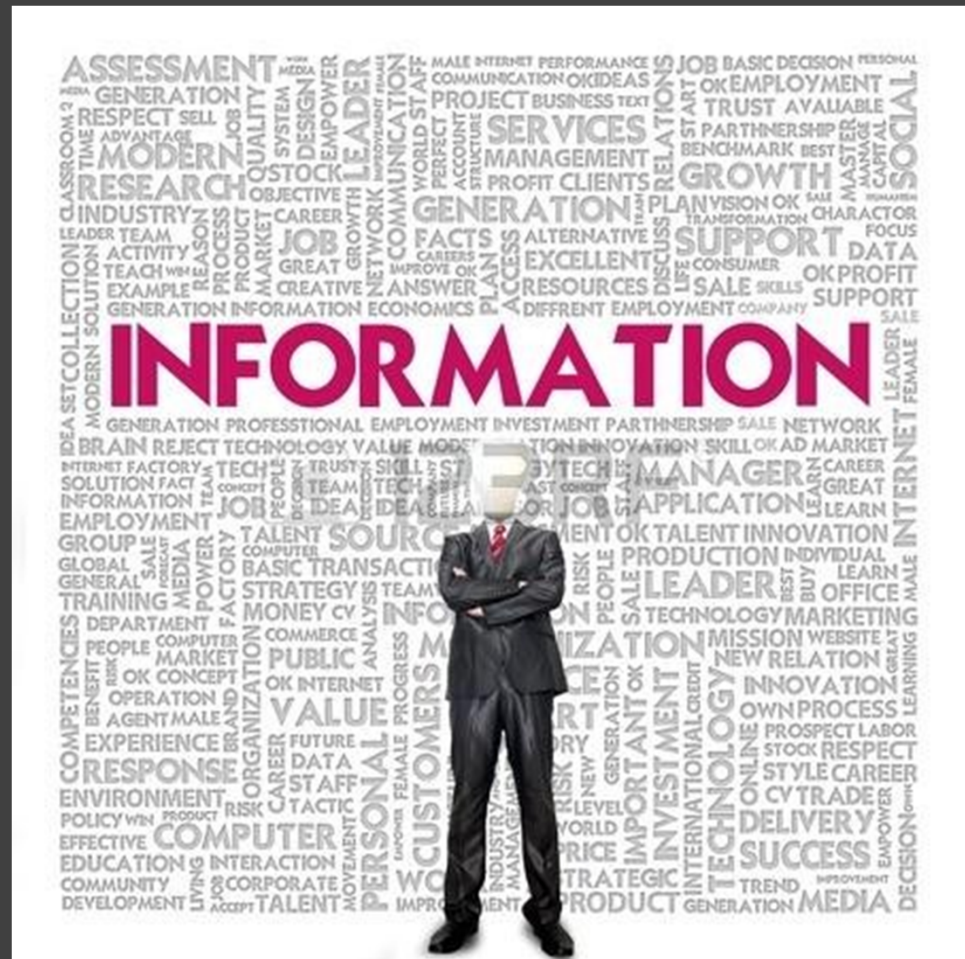
What Vietnamese Biz are expecting to be more inclusive?

They need information

- On the negotiation schedules and developments
- On the core issues of discussion

Thus, improvements should be made as to:

- Press release after negotiations rounds/meetings
- Negotiations agenda and schedules
- Guidances of negotiators on the meaning of commitments



www.wtocenter.vn



Home WTO FTA Other trade agreements In Focus

Tuesday, 01/08/2017

NEW! VN exporters gain insights into Australia, New Zealand markets

The growing importance of Australia and New Zealand as export markets for Viet Nam was emphasised at a conference on Friday.



- WTO Center
- Trade Remedies Portal
- AEC Portal
- In Focus

Tin nóng **TPP** [Click here](#)

News

- NEW!** VN exporters gain insights into Australia, New...
- NEW!** RCEP negotiations conclude on a secret note
- NEW!** S Korea names new minister amid US push to amend...
- NEW!** ABAC III: APEC needs to be open, innovative and...

[More](#)

Events & Training

- Workshop Vietnam and ASEAN Economic Community (...)
- Workshop: Vietnam's service markets access...
- Workshop: Reviewing Vietnam legal framework...
- CONSULTATION WORKSHOP - Reviewing Vietnam Legal...

[More](#)

Publications

- Guideline of Vietnam's Free Trade Agreements for...
- Guideline of Vietnam's Free Trade Agreements for...
- Handbook of National Single Window and ASEAN...

[More](#)

Media

The EU and Vietnam Sign Free Trade Agreement



WTO

Basic and updated information about WTO, WTO commitments of Vietnam and its implementation

Latest

IN FOCUS WTO FTA

VCCI Quarterly Magazine on FTA and Trade

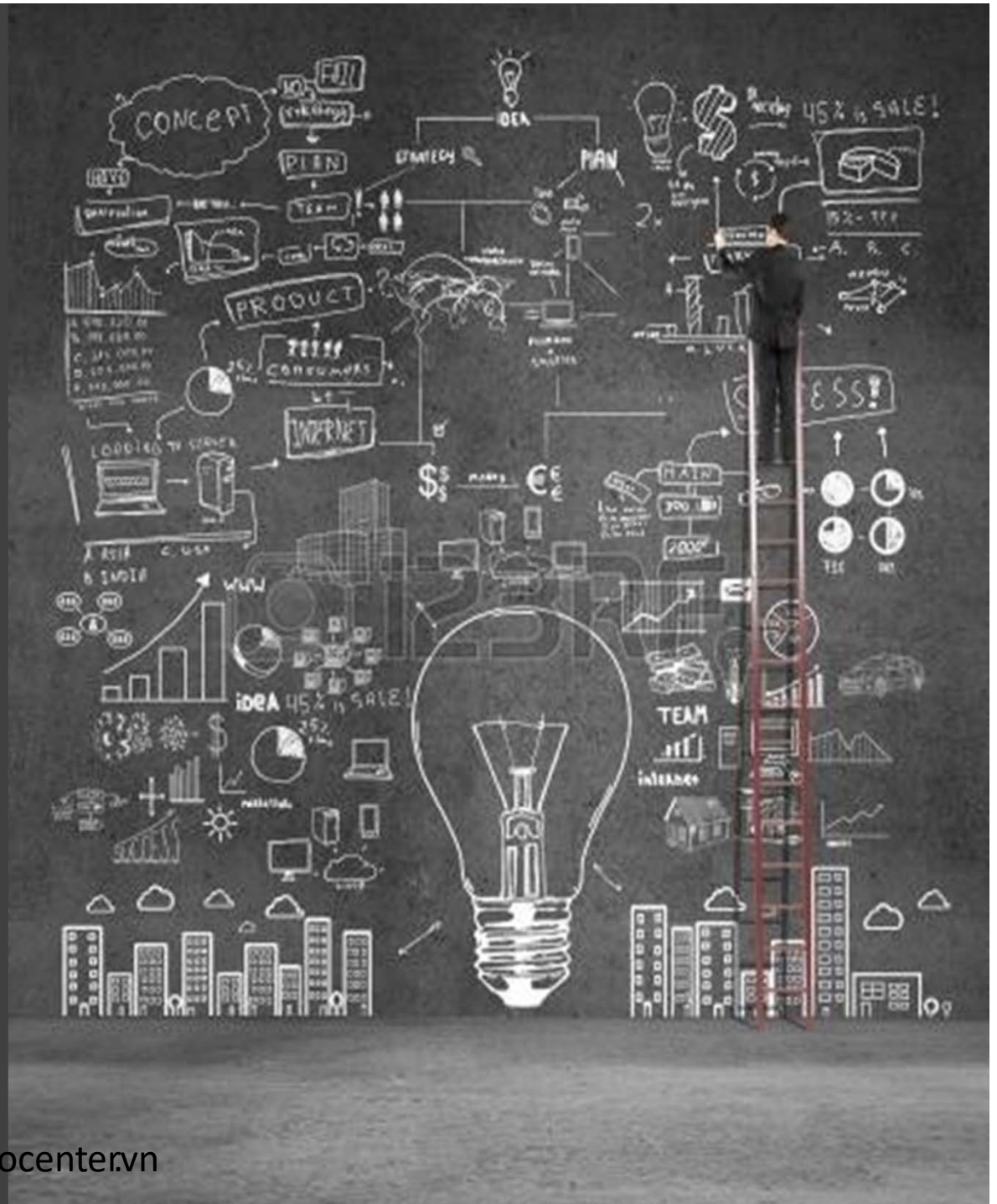


They need to be more capable

- to understand the issues
- to analyse their potential impacts
- to make better arguments pro and contre

Thus, **technical assistance** should be provided to biz in:

- raising awareness
- building capacity
- taking action together (through biz associations)



They need to be inclusive in the implementation phrase as:

- The transmission from commitments into domestic rules might be a new occasion for biz
- The rules might have a real life different from those in the text

Thus, like in negotiation, in implementation VN biz need:

- To be informed
- To be technically assisted



A photograph of a construction site at dusk. In the foreground, a worker wearing a yellow hard hat and a high-visibility vest stands in silhouette, looking towards the right. In the background, a large crane is visible against a blue and orange sky. The scene is overlaid with a semi-transparent dark grid pattern.

Thank you

Nguyen Thi Thu Trang
Center for WTO and Economic Integration
Viet Nam Chamber of Commerce and
Industry 9 Dao Duy Anh Str., Hanoi, Viet Nam
secretariat@wtocenter.vn