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### The role of international trade in a world economy

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#### Abstract

Trade is an independent economic sector whose activities are buying and selling goods and services. Commercial activities are activities for profit-making purposes, including goods sale and purchase, service provision, investment,

trade promotion and other profitable activities. This includes activities: buying and selling of goods, providing services, promoting commerce, activities of commercial intermediaries.

**Keywords:** International Trade, Socio-Economic Development, Integration, Commodity Trade, Service Trade, Intellectual Property, Investment Trade, Dumping and Sponsorship Issues Export

#### 1. Introduction to the research problem

The history of international economic development in the world so far has had three typical types of international division of labor: the capitalist international division of labor, the socialist international division of labor, and the socialist international division of labor. labor worldwide. Due to complicated changes in world political and social life, since 1991 with the collapse of the socialist regime in the Soviet Union and Eastern European countries, the contemporary world has only existed. and develop two types of social division of labor and world division of labor. If we omit certain distinct nuances, today it is easy to see that the movement and development of both these types of international division of labor is tending towards a unified whole, although it still contains contains many complex contradictions created by the diversity of the world economy. Along with the process of globalization and regionalization of the world economy, the strong effects of the scientific and technological revolution have accelerated the international division of labor to an unprecedented level of depth and breadth. The more specialization develops, the stronger the cooperation relationship, which is the basic feature of the international division of labor today.

In the process of expanded reproduction, due to the objective requirements of the socialization of productive forces, countries are increasingly closely related and dependent on each other. The exchange of capital, the exchange of trade, therefore, is increasingly rich. The development of modern information systems, especially microelectronic information technology, and the development of transportation have created conditions for the international division of labor to develop more and more, increasing the process of globalization of the world economy and the lives of peoples. The strong development of transnational companies highlights the unity of world production.

The internationalization of production inevitably leads to all kinds of economic linkages. The development of science and technology along with the transfer of capital and technology from industrialized countries to developing countries have helped many countries become newly industrialized countries with sufficient economic potential to return to the world. compete with industrialized countries. The birth of a series of state economic unions in regions, economic organizations on all continents, as well as economic cooperation and alliances of various forms have marked the division of labor. deep labor and unprecedented scale of development.

The main reason for the exchange of trade between countries on the same product is the variety of different brands of that product, which will bring satisfaction to the needs of consumers. there are differences in form, design, price. For both producers and consumers, it is possible to find the basic benefits of commercial development in the industry such as satisfied consumers. demand to choose from among many different brands of the same product in the industry. Industry trade offers a significant economic advantage through the extent to which each country specializes in the production of a particular brand of product in the industry, and then trades them with each other through international trade. In fact, instead of the previous situation, each country must try to produce small quantities of all brands in the industry.

We have seen above that the benefit of commercial development in the industry is the economies of scale resulting from the production specialization of a single brand of product in the industry. For countries with an open and small-scale economy

(Like Vietnam), this issue is even more important. Typically, in these countries, the range of goods by which they can obtain efficient scale in production is much more limited than in countries with large economies of scale. Thus, these countries can always bring in relatively more economic benefits than being self-sufficient by producing all kinds of products, a little bit of each, at high cost.

To exploit all the absolute advantages of the country in accordance with the development trend and international economic relations. On the other hand, the relative advantage that can be obtained by the law of opportunity cost must be taken into account. It is always necessary to calculate what can be obtained compared to the costs to be paid when participating in international trade and division of labor in order to have appropriate countermeasures. Therefore, in order to develop international trade with long-term effectiveness, it is necessary to strengthen the ability of economic linkages so that the interdependence relationship is increasing.

International trade was born for the maximum economic purpose through the process of exchanging goods between countries through trade.

## 2. Theoretical basis of the research problem

Many economists have proposed different models to predict the structure of international trade and analyze the effects of trade policies, such as tariffs.

### The Ricardo model

The Ricardo model focuses on comparative advantage, a concept considered the most important in international trade theory. In the Ricardo model, countries focus their production specialization on the good they can produce most efficiently. Unlike other theories, Ricardo's model predicts that countries will specialize entirely in one good instead of producing many different goods. In addition, the Ricardo model does not consider resources directly, such as the relative relationship between labor and capital within a country.

### The Heckscher-Ohlin model

The Heckscher-Ohlin model was built to replace Ricardo's basic model of comparative advantage. Although it is more complex and more predictive, it still has an idealization. It is the abandonment of labor value theory and the attachment of the neoclassical price mechanism to the theory of international trade. The Heckscher-Ohlin model argues that the structure of international trade is determined by differences among resource factors. It predicts that a country will export resource-intensive products in which it is strong, and import resource-intensive products in which it is scarce. However, many studies to test the HO model have produced conflicting results, including the work of Wassili Leontief, also known as the Leontief Paradox. Using his IO (input-output) interdisciplinary balance sheet model with US data in 1947, Leontief found that the US, despite being a country with a high capital/labor ratio, has a high capital/labor ratio. of equivalent US imports is higher than the capital/labor ratio of exports.

### Gravity model

Compared with the above theoretical models, the gravity model is more inclined to quantitative analysis. In its simplest form, the gravity model predicts that trade depends

on the distance between two countries and the size of the two economies. The model follows Newton's law of universal gravitation, which states that the force of attraction between two objects depends on the distance between them and the mass of each. The model has been shown to be relatively strong quantitatively through econometric analyses. Extended forms of this model take into account many other factors such as income levels, diplomatic relations between the two countries, and each country's trade policy.

Participating in international business allows countries to take full advantage of their country's advantages such as reasonable land, resources, labor and capital. In other words, a country will export outstanding, abundant, domestically abundant products or services to other countries that have no or rarely, demand outweighs supply. Moreover, companies with enough capital can look to another country with plenty of land or cheap labor to develop their products.

Participating in international business allows countries to make full use of their country's expertise, strengths and technical factors in production such as land, resources, labor and capital. In other words, a country will export outstanding, abundant, domestically abundant products or services to other countries that have no or rarely, demand outweighs supply. Moreover, companies with enough capital can look to another country with plenty of land or cheap labor to develop their products.

Engaging in international business allows countries to leverage their expertise, strengths and technical factors in production to create and supply goods and services to international markets. Increase the variety of goods and services available in the market.

International business also increases competition in the domestic market and introduces new opportunities to foreign markets. Global competition encourages companies to become more innovative and efficient in the use of their resources.

Another advantage of international business is to create more jobs and jobs for workers in the host country.

For consumers, international businesses introduce to users a wide variety of goods and services. Help them raise their standard of living and gain access to new ideas, devices, products, services and technologies.

### Methods of Supplying Services in International Trade Under Gats

Within the framework of the WTO, GATS was introduced to regulate issues related to trade in services. In the GATS, instead of giving a definition of a service, the negotiators used a description of the service in terms of the modes of service delivery.

Service delivery modes are one of the pillars of GATS. These methods are differentiated depending on the legal status of the service provider, and on the mobility of consumers or service providers. Accordingly, in Clause 2, Article 1 of the Agreement, GATS has introduced four modes of service supply: Cross-border supply of services, Consumption of services abroad, Commercial presence and Presence of natural persons.

### Providing cross-border services

Cross-border supply of services is understood as the supply of services from the territory of one member to the territory of any other member. This method of providing this service

is now very popular in the world. For example, providing online education services (e-learning), students can sit at home to study, foreign teachers also do not need to travel to learners' places to teach, the provision of services, etc. Services can be provided via the internet, by phone, etc. Or for the provision of legal services, lawyers can advise their foreign clients by phone or email without having to meet face-to-face.

### **Consumption of services abroad**

Consumption of services abroad means the supply of services in the territory of one member to the consumer of services of any other member. This mode of supply is typical of some service industries such as tourism or health care services. For example, tourists come to a country and use hotel and travel services in that country.

### **Commercial presence**

It is a method of providing services by a service supplier of one member, through the commercial presence in the territory of another member. An example can be taken of ANZ - one of the first three foreign banks to be granted a license to establish in Vietnam. This is the provision of banking services through commercial presence.

### **Presence of natural persons**

It is a mode of service delivery whereby a service is supplied to a supplier of one member, through the presence of that supplier in the territory of another member. However, in this mode of supply, the service provider is only a natural person. In fact, this mode of supply also appears a lot. For example, inviting teachers from foreign universities to Vietnam to teach is the provision of educational services through the presence of natural persons.

### **Difference of international trade and international services**

International service is one of the products of society to meet a huge array of human needs in life, it includes all the support that customers expect in accordance with market prices. Service is an economic activity that creates an intangible product (a product or service that ensures the image of the product, the credibility of the enterprise after the sale, and the satisfaction of the buyer's psychology). directly or indirectly contribute to the satisfaction of human needs such as consulting services, insurance directly serving the needs of a large number of people, organized and paid. Service activities are diverse and divided into many industry groups:

- Group of products of a production nature or related to the production process such as freight services, repair services for machinery and equipment, irrigation services, technical services in industry, construction, forestry.
- Group of services related to the organization of the circulation of products. In a broad sense, all activities of commerce can be considered as a service economy, in fact, commercial services such as packaging, packaging, exhibitions, advertising information, fairs, product warranty chemical.
- Group of services related to serving human life: educational and training services, culture and arts, health care, physical training and sports, tourism, entertainment, garment, catering, hair cutting, laundry.

In addition, there are other services indirectly related to people's material and cultural life such as state insurance services, administrative services.

International services are increasingly becoming the engine and source of economic growth

### **Differences between service delivery methods**

A similar service may be committed and treated differently depending on how it is delivered. It can be seen in the service commitment schedule of Vietnam when joining the WTO, the mode of presence of natural persons is "uncommitted, except for general commitments". Thus, providing the same type of service, but if using the method of Supply across borders or Consumption abroad, the supply will be very free; and if using the provisioning method through the Presence of Natural Persons, the problem may become more difficult.

In trade in services or trade in goods, there is a need for circulation. If in trade in goods, goods are the object of movement, then the object of movement of trade in services depends on each mode. In other words, based on the object of displacement, GATS has divided four modes of service provision.

In the number 1 method, i.e., Cross-border service provision, the moving object here is the service provided. In the e-learning example, it is clear that the service provided is that the teaching has "run" from country to country via the internet.

In the second method: Consumption abroad, the object of transfer of the method is the user of the service. With this method, the service provider only needs to be in their home country because the service user will use the service in the place where the provider is located.

For mode #3: Commercial presence and mode #4: Presence of natural persons, the objects of displacement are service providers. Therefore, to distinguish these two modes of supply, it can be based on the legal status of the service provider: legal person or natural person. In the Commercial Presence mode, the service provider is a legal person, while in the Natural Person Presence mode, the supplier is a natural person.

## **3. Research results and discussion**

Research results capture the following important factors: roles, activities, differences.

### **The role of international trade in international business**

#### **▪ The role of international trade in the national economy**

First, trade promotes the circulation of goods in a market economy under the management of the State. In the history of human social development, trade has played an important role that is to eliminate small production and create favorable conditions to promote the birth of commodity production (goods produced for exchange). change). In the period of economic restructuring, the role of trade has been affirmed as an indispensable link in the process of operating the economy according to the market mechanism. Trade has a positive impact on promoting the process of social labor redistribution in our country, specialization and cooperation in production, oriented production towards large commodity production, creating a large source of goods to supply demand. diversified domestic and export demand. Trade is a direct factor promoting the development of goods

circulation, smooth supply of goods and services in the key economic regions of the country. The operation of commerce, besides being governed by the laws of the commodity economy, also implements socio-economic policies, provides means of production, consumer goods and purchases products in the country. In less developed regions, with economic difficulties to promote the development of commodity economy in these regions, push back the natural economy, shorten the gap between rich and poor between regions, and rebalance economic activities.

Second, trade promotes production and accelerates the process of industrialization and modernization of the country. The role of trade in services is linked in the development of the construction industry, the agro-forestry sector and other economic sectors of the country, assessed against the goals of each year, each plan period. Trade is the bridge between production and consumption, between agricultural products, construction materials and consumer goods. Trade provides the necessary means of production and facilitates production to proceed smoothly. Goods produced by industries and fields need a trade network to consume products on the market, and act as intermediaries to regulate supply and demand. When goods are sold quickly, the reproduction cycle is shortened and the reproduction rate is shortened. Therefore, trade opens the way to consume products for the manufacturing industry, promoting industrial development. During the implementation of the centralized administrative management mechanism, bureaucracy and subsidies, all products and goods are divided by the State in a certain way, and commerce only provides services and goods provided by the State. estimate. The economy has great inertia, economic sectors are not encouraged to develop, the already imbalanced supply-demand relationship becomes even more unbalanced. But since the transition to a market economy, commercial activities have been governed by the laws of the market economy, which have contributed to stimulating production and development, and providing goods and services to the people. Commercial activities through the market mechanism stimulate manufacturers and businesses to apply scientific and technical advances, innovate equipment and technological processes, and apply science to management so that the production background can be improved. A rich more advanced, have enough competitiveness in the market. These are important processes on the road of industrialization and modernization. Economic restructuring in the direction of industrialization and modernization is a process affected by many factors, in which the market and trade have important meanings. Commercial activities have the effect of developing domestic and foreign markets through import and export. Goods are sold quickly, the value of goods is realized, and the cumulative part of the commodity price structure is formed. Thus, commercial activities contribute to boosting production and accumulating capital for the cause of industrialization and modernization of our country in the integration period.

Third, trade promotes the development of other sectors of the economy. The role of trade in the general economy is: stimulating the development of the productive forces, promoting the production of goods, innovating the quality of the labor quantity and business thinking, expressing the response to production and consumption. selling products such as machinery and equipment, supplies, raw materials,

consumer goods, etc. To advance science and technology through technology transfer programs. Influencing the process of assigning and distributing resources, implementing specialization, forming effective business structures and creating new needs. Through commercial contracts (wholesale, retail) signed with production and business establishments of the industries, thereby bringing products to circulate on the market. Thanks to this circulation, the relationship between the trade industry and other industries is increasingly close, promoting each other's development.

Fourth, trade promotes the distribution of resources. For localities with a large population, the labor source is relatively abundant and diverse, and the labor needs are equally diverse. It is these subjects who have contributed in choosing occupations and promoting the circulation of goods in the area. Trade is not only a bridge between production and consumption, but also an intermediary to distribute financial resources to participate in business, to circulate and circulate goods on the market, to help produce and consume products. be favorable.

Fifth, trade contributes to the expansion of foreign economic relations. Trade relations with countries around the world will be increasingly consolidated for the benefit of both sides, trade plays a direct role in expanding local import and export activities, establishing and expanding relations. trade with countries around the world, contributing to the expansion of foreign economic relations, linking production and domestic consumption with countries around the world, contributing to capital accumulation, especially foreign currency capital, and innovation. technology.

### **The role of international trade in world economic development**

The birth of the international trade organization WTO succeeds and expands the scope of international trade regulation of the predecessor organization, GATT - the general agreement on trade tariffs, the world witnessed a stage of development. With the strong growth of international trade, the volume of goods exported to the world market continuously increased in the period from 1990 to 2013. By 2010, when the world came out of the economic crisis, world trade had strong growth trend. Aggregate statistics of 70 economies accounting for 90% of global trade shows that the value of global merchandise trade in the last quarter of 2010 has increased by 25% compared to the first quarter of 2010, of which exports by 26% and imports by 25%. Commodity values rose the most in Asia. International trade is the engine of economic growth: GDP of a country is determined by the expenditure method and product flows by the formula:

$$GDP = C + I + G + (XM)$$

Thus, according to the formula, the total national income depends greatly on the import and export activities (or foreign trade) of that country. Especially exports, but exports are dependent on imports, so solving the relationship between exports and imports is a complex issue but very important because it will have a positive or negative impact on growth. economic growth and development. Exports are related to foreign currency receipts and imports are related to foreign currencies. Therefore, import and export activities affect the monetary fund of the country, thereby affecting



the aggregate demand of the whole economy. If net exports are positive, aggregate demand will increase, and if net exports are negative, aggregate demand will decrease. The increase in aggregate demand causes the economy to increase, international trade to develop, the market to expand, allowing increased specialization in production, adoption of new technologies, encouraging inventions, improving labor productivity, leading to an increase in aggregate demand. national product. It also allows countries to expand production on the basis of profound specialization. Since then, foreign trade allows countries to expand the production possibility frontier to move further away from the old production possibility frontier. If import-export activities are stable and the balance of payments is safe, it will help stabilize the macro-economy of a country, create a favorable business environment for businesses, and feel secure to do business and live for them. citizen. Contributing to creating jobs, improving incomes and actual living standards for all classes of people

#### ▪ **The role of international trade in the international business strategy of enterprises**

International trade is a part of the economy that involves the exchange of goods and services with other countries, so it first and foremost fulfills the business's profit goal.

Through international trade, enterprises can increase the efficiency of production and business, expand the scale and diversify business activities to enable them to achieve sustainable growth.

International trade business enhances the position of enterprises, creating position and strength for enterprises not only in the international market, but also in the domestic market through the purchase and sale of goods in domestic and foreign markets. as well as the expansion of customer relationships. In addition, international trade has the role of regulating and guiding the production and business of enterprises.

In the international trade business strategy of the enterprise also:

- Create domestic investment capital.
- Use-value specialization changes the material structure of domestically produced national income and social products and adapts them to the needs of consumption and accumulation.
- Improve the efficiency of the economy by creating a favorable environment for production and business
- Through trade to connect in a planned organic way between the domestic market and the foreign market, satisfying the needs of production and people for goods according to quantity, quality, items, the right place and time for the least cost.

It can be affirmed that the clarification of roles and responsibilities can help businesses be more active in promoting the export of goods to foreign countries, strengthening and expanding the domestic market, and building information exchange mechanisms. markets and customers in member enterprises; determine the direction of association, joint venture and cooperation in the production and consumption of products on the voluntary basis of the members; protect the interests of members in anti-dumping or anti-dumping lawsuits; honestly reflect opinions of members on planning and policies on production and business development to relevant agencies; cooperation between Vietnamese industry associations and international

industry associations in order to improve the position and reputation of the industries in the international community; to further strengthen the coordination among ministries, branches and associations in the implementation of the country's socio-economic development tasks, in the implementation of Vietnam's commitments to the WTO.

We know that, with the impact of globalization, a global labor market has been formed. In the process of operation, businesses and countries must take into account the global labor market, where there are standards and common standards for employers.

#### **Main activities of International Trade**

- Create capital for the process of expanding domestic investment capital
- Improving business efficiency, promoting the industrialization of the country This is an important and overarching task of foreign trade. Through import and export activities, it contributes to improving business efficiency and promoting the industrialization process
- Contributing to solving important socio-economic problems of the country: Capital, employment, technology, efficient use of resources
- Ensure the consistency between economy and politics in foreign trade activities - Organize the circulation of goods between the country and abroad.

#### **Tariff barriers**

This is a tax levied on commercial and non-commercial goods when the goods pass through the customs area of a country. to remove tariff barriers

#### **Non-tariff barriers**

Non-tariff barriers are non-tariff measures that impede trade without a legal, scientific or equitable basis non-tariff barriers are generally applied to imports Form Non-tariff barriers are very diverse, including: quantitative restrictive measures, tariff equivalence measures, technical barriers, measures related to foreign investment, and management measures. administrative, temporary trade protection measures

Today, world foreign trade has new characteristics: the growth rate of world foreign trade increases faster than the growth rate of gross national product. The growth rate of intangible goods increased faster than the growth rate of tangible goods. The demand for material life decreases while the demand for spiritual culture is increasing. The share of exports of raw materials decreased, while oil, gas and processed technology products increased rapidly. The scope, methods and competitive tools of international trade are increasingly rich and diverse: quality, price, delivery conditions, packaging, designs, payment terms, services. after sales. The life cycle of products is getting shorter and shorter, and goods have high scientific and technological content. The process of international trade requires, on the one hand, to liberalize trade, and on the other hand, to implement trade protection in a reasonable manner. Vietnam's foreign trade is also growing and plays an important role in promoting the growth of the economy, improving the balance of payments, creating jobs and helping the Vietnamese economy to gradually integrate. with the economies of countries in the region and in the world.

## Discussion

Because economic policy as well as government agencies play a key role in internationalization, Vietnamese businesses play a key role in sustainable economic growth and have many opportunities. international economic integration thanks to new generation Free Trade Agreements (FTAs) with deep commitments, as well as getting ready for the Fourth Industrial Revolution thanks to the explosive development of new technologies and digital economy. The goal of International Trade Business is to explore the perspectives of industry experts, policy makers and academics on the issues and challenges of international business in Vietnam. Over the past two decades, Vietnam has been one of the fastest growing economies in the world and has increasingly attracted foreign investment. Understanding the domestic business, the policy environment and the international context is extremely important for Vietnamese businesses to internationalize. Therefore, the discussion discusses key international business topics in Vietnam, and builds the foundation for a prestigious annual international trade on Vietnam's economic integration and international business practices.

## 4. Conclusion

### 4.1 Conclusion

Today, the world is undergoing profound changes in many aspects. Economically, national economic relations are intertwined and dominate the economies of all countries. The new international context has created relatively favorable new opportunities and at the same time posed new challenges to the economies of countries. New opportunities are a very important factor, as a new wind will have a great impact on the economic development of countries. The complicated evolution of the world situation requires each country to have a new mindset, make the most of available resources, and promote its strengths to integrate with the world economy. For our country, the integration into the world economy and the region is a very necessary job. If this is not taken into account, the Vietnamese economy cannot develop as it is today. In the twenty-first century, it is expected that Vietnam's economy will develop strongly and become an industrialized country in the coming years.

### 4.2 Proposals

+ Strengthen research and forecast on international economic integration issues.

Promote research activities and policy advice on international integration and international economic integration, especially the economic and political situation in the world and in the region affecting Vietnam, trends development, new initiatives, policies and experiences of countries effectively implementing integration commitments.

Research and evaluate the impact of tariff elimination according to the schedule of commitments in ASEAN on our country's sensitive products such as automobiles, sugar, and petroleum, and forecast the impact of the implementation of commitments. in the CPTPP, the Vietnam - EU FTA to have appropriate policy recommendations when these agreements are ratified and come into effect.

Strengthening research, warning and dissemination of technical measures of other countries to enterprises and relevant management agencies to proactively deal with

technical barriers; assume the prime responsibility for, and coordinate with relevant agencies in, researching and considering the development of Vietnam's technical measures in accordance with Vietnam's commitments on technical barriers to trade in new-generation FTAs.

+ Organize the effective implementation of international economic integration commitments

+ Expanding the market for Vietnamese goods and services.

+ Accelerate reform of administrative procedures in the field of tax, customs, business support.

In integration, enterprises are the core force, in which the private business sector plays an important role, it is necessary to create all favorable conditions for enterprises to develop more and more. The competitiveness of enterprises plays an important role in the effectiveness of integration. Ministries, sectors and localities need to implement measures to accompany and support businesses in the process of integration and implementation of commitments on international economic integration. enterprises on policy issues, obstacles in international economic integration and in the process of negotiating and implementing Free Trade Agreements (FTAs); Proactively propose specific orientations and measures to jointly remove difficulties for enterprises; Take advantage of opportunities brought about by international integration effectively, in accordance with international regulations, laws, standards and multilateral institutions to protect the legitimate interests of enterprises. Continue to promote reform of administrative procedures in the field of tax and customs to contribute to improving the investment and business environment and national competitiveness.

Encourage and support enterprises and individuals to conduct research, transfer, innovate and perfect technologies to improve the competitiveness of enterprises and products; promote international cooperation in the field of innovation to support the national technological innovation process.

### 4.3 Suggestions

Vietnam is a large open economy, has achieved important achievements in economic development in the process of opening up and integrating with the world economy by boosting exports and attracting foreign investment. actively participate in the network of multi-tiered free trade agreements. In the context that trade protectionism tends to increase in the coming time, Vietnam needs to prepare and improve its domestic capacity to effectively deal with negative impacts from developments in international trade. Accordingly, some notable issues include:

#### *For the State*

*Firstly, it is* necessary to strengthen the initiative in the prevention of trade remedy lawsuits: The Government needs to actively carry out bilateral and multilateral negotiations so that many countries recognize that Vietnam has a market economy. and does not apply anti-dumping measures against Vietnam. On the basis of reviewing the production and export situation of each commodity industry of Vietnam and the anti-dumping mechanism of each country, the competent authorities need to make a list of the sectors and products that Vietnam is capable of. possibility of being sued in order to take the necessary precaution. In addition, relevant government agencies need to closely coordinate with domestic associations, especially large enterprises, to control export turnover while the monitoring mechanism is

in effect.

*Second*, strengthen government-level negotiations in resolving trade disputes: Vietnam needs a flexible and flexible approach through diplomatic channels and direct contact to demonstrate to its partners and partners. The world understands Vietnam's production capacity well, proves the competitive price of products, fully ensures market factors, does not dumping, does not commit commercial fraud; Retaliatory measures by imposing high taxes on high-tech imports from developed countries should not be introduced because these measures will cause direct damage to the Vietnamese economy, increase costs and increase costs. import fees for Vietnamese producers and consumers.

*Third*, actively support businesses to appeal within the framework of the World Trade Organization (WTO) to protect national interests in accordance with international law. Authorities consider setting up a fund to help pursue lawsuits to financially support businesses that appeal; Provide businesses with necessary information on appeal procedures, introduce good lawyers in the host country who can help businesses win lawsuits...

*Fourth*, strengthen control of quality, origin, fight against commercial fraud and have strict sanctions for violating manufacturing and exporting enterprises to ensure Vietnam's reputation in international relations.

#### **For associations**

*Firstly*, it is necessary to strengthen cooperation between enterprises in order to improve the capacity to appeal; strengthen regulations on coordination and mutual protection between enterprises, avoiding unfair competition that may cause foreign lawsuits.

*Second*, establish a coordination mechanism in participating in appeals and benefit from successful appeals to encourage businesses to participate in appeals.

*Third*, organize for businesses to research information on prices, market development orientations, and legal regulations of the host country on trade protection issues... so that businesses can appeal. effectively, reducing losses due to lack of information.

#### **For businesses**

*Firstly*, for dealing with trade remedies from other countries: To deal with the risk of being applied these measures, exporters need to: (i) Develop a diversification strategy Product diversification and export market diversification to spread risks, avoid concentrating exports in large volumes in one market as this may create grounds for countries to initiate anti-dumping lawsuits. Accordingly, businesses need to focus on big markets (China, Japan), emerging markets (Korea, Australia), new markets (Middle East, South Africa...). Besides. It is necessary to strengthen the exploitation of the domestic market. Raise awareness of the risk of lawsuits in export markets and the operating mechanism of each type of dispute, market group and commonly sued product category. Take into account the possibility of being sued when developing an export strategy so that you have a plan to proactively prevent and deal with it when it is not preventable. Coordinate and associate with enterprises with the same export products to have a common program and plan to deal with lawsuits; use consultants and lawyers in necessary situations; keep in touch with the state management agencies in charge of commerce so that they

can better protect the interests of enterprises, including proposing to negotiate agreements with commitments not to apply, or to limit the apply safeguard measures to goods, express views on countries applying safeguard measures to Vietnamese goods, claim compensation for commercial interests when other countries apply safeguard measures.

*Second*, regarding the response to technical measures of the importing country: Most of the technical measures in the markets are applied in a stable, regular and continuous manner. Goods from all sources must meet these conditions. Therefore, in principle, there are no preventive or countermeasures, but only compliance. Compliance with these measures requires important changes not only to finished goods for export, but also to the process of growing, exploiting raw materials, processing, packaging and transporting products. In fact, technical barriers are not simply related to technical standards, but also include many other issues such as ecological environment, social responsibility, origin of goods, etc. Therefore, for export goods, it is necessary to pay attention from the stage of raw materials to the creation of perfect finished products, qualified to sell abroad.

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