

Country report

OECD/ESCAP Workshop on Composite Leading indicators and

Business Tendency survey

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BUSINESS TENDENCY SURVEY IN VIETNAM

The process of approach to Business Tendency Survey (BTS) in Vietnam takes place as follows:

- The General Statistics Office of Vietnam (GSO) participated in the first workshop on BTS held in Manila, the Philippines in November 1999 and in the second BTS workshop held in Bangkok, Thailand in November 2000.
- GSO of Vietnam has participated also in the harmonization program of BTS in selected Developing Member Countries (DMC).
- Carried out pilot BTS conducted on a regular monthly basis from July to December 2000 basis. GSO of Vietnam has gathered basic knowledge on BTS and recognized that BTS is a type of surveys with various advantages.
- GSO of Vietnam has decided to conduct BTS regularly on the quarterly basic, starting from the second quarter of 2001 on industry, wholesale/retail sale, export trade activities; starting from the four quarter of 2002 on construction and transportation.
- So far, GSO is an only organization that has been conducting BTS in Vietnam.

1/ Coverage of quarterly business tendency survey: In term of economic activities (sector) the BTS includes only enterprises those are engaged in industry, wholesale/retail sale, export trade, construction and transportation lines.

Geographically, the coverage varies from one sector to another as described as follows:

For industry sector, the survey covered ten provinces (or cities) in year 2001 and covers fifteen provinces (or cities) from 2003 over 61 provinces and cities.

For wholesale and retail sale trade the survey covered fifteen province (or cities) in 2001 and covers sixteen provinces (or cities) from 2002;

For export, the survey firstly covers above-mentioned sixteen provinces (or cities). The survey also includes extensively top exporters within 12 main products/groups located in other provinces.

For construction and transportation, the survey covers eight provinces (or cities).

2/ Sample size and selection: The sample/statistical units are defined as independently accounting enterprises, which engaged in one of the three sectors of interest. However, different sample size and sample selection applied to different sector.

For BTS in industry, wholesale and retail sale, construction and transportation sectors, the sampling frame is derived from a so-called GSO Business Register which is stratum firstly by type of ownership, and then by two digits VSIC within each type of enterprise. The sample size for industry BTS is 1190 enterprises in 2001 and 1570 enterprises in 2002, which accounted about 11% of total industry enterprises. The sample size for wholesale and retail sale BTS is made up by 1200 sample units in 2001 and 1230 sample units in 2002, its accounting for about 5% of total number of enterprises of wholesale/retail sale trade. The sample size for construction and transportation BTS is 800 enterprises, which accounted about 8.5%.

For BTS in export trade, sampling frame is the list of all nation-wide exporters engaged in the twelve major exported products/groups. Based on this list, sample units are selected purposively so as to comprise a top ten or even top fifteen exporters within each of major exported products/groups, using export value of 2000 as the sorted variable. As a result, there are 290 exporters are assigned to the sample in 2001 and 254 sample units in 2002.

Sampling selection: Stratified random sampling method is employed: firstly by type of ownership and then by VISIC (two digits) within each type of enterprises.

3/ Questionnaires of survey: In accordance with OECD recommendation as well as the understanding gained from the last workshop held in November 2000 in Bangkok, Thailand, each version of BTS questionnaire is harmonized for each surveyed sector. The harmonization is focused mainly on questions and variables, period of reference, format and size of questionnaire. Particularly the harmonization is as follows:

For BTS in industry sector, the questionnaire consists of eleven questions, while for BTS in wholesale and retail trade, it comprises thirteen questions of which eleven are harmonized. It presented on A4-format – 2 page. For BTS in export trade, questionnaire concludes eight questions presented on A4-format-1 page (see an annex 1-list of questions). For BTS in construction the questionnaires consists of thirteen questions. For BTS transportation sector the questionnaire consists of eleven questions (see the annex below).

In term of period of reference, the questions on business situation refer to the situation practiced by enterprise from 3 to 4 months backward. The questions asking the future situation refer 3 to 4 months forward, excepting for questions asking the business expectation refers to next six months (questionnaires are attached).

4/ Timing of survey: Frequently, BTS have been conducted on quarterly basic, starting from second quarter of 2001; for construction and transportation starting from four quarter of 2002. For each surveying quarter, questionnaires are delivered to enterprises in the first week of the first month. Respondents are requested to fill up the questionnaires and then sent it back to GSO by the end of third week of the same month. Data processing is carried out in the fourth week of this first month and the results should be released in the first week of second month.

5/ Response rate of survey: Response rate of survey in 2002 on export ranges between 63 – 88 percent in term of questionnaires by mailed survey; on Wholesale, retail sale trade and manufacturing ranges between 90 – 95 percent.

6/ Calculation and analysis of results of BTS: All information collected from enterprises were calculated and analyzed by software SPSS, NISP

The quarterly result of BTS on industry, wholesale/retail sale and export trade from second quarter of 2001 to four quarter of 2002 had been completed calculation for each quarter (please see annex part).

Conclusion: In brief, General Statistical Office of Vietnam has gathered basic knowledge on BTS and recognized that BTS is a type of survey with various advantages. BTS collects information which is easier for enterprises to supply, return can be submitted and processed more quickly. But its are very important for managerial business of Government.

The General Statistical office would like to express our gratitude and congratulations on your enterprise success. On occasion, please spend your invaluable time answering our questions given below. Your cooperation with your assessment would be great contribution to the Government's macro-economic management.
Please sent to the..... Provincial Statistics Office, Address..... before.....

Questionnaire of business tendency survey on transportation
Quarter.....year.....

Name of enterprise: Code :

Address

Type of ownership:- Center Government enterprise: - Local Government enterprise:
- Private enterprise: - Foreign Investment enterprise:

Kind of economic activity
.....

Name of person who answer.....title.....

Phone number

Please give your assessment on your enterprise s business tendency by placing tick-marks in the below boxes.

01	Do you consider that the present business situation of your enterprise is:	Good Normal Bad	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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02	Do you consider that the business situation of your enterprise during the next quarter will be:	Better Normal Worse	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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03	What percentage of the capacity utilization of your enterprise is:%
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04	Do you consider that the demand transport of your enterprise during the next quarter will be:	Up Unchanged Down	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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05	Do you consider that, what has been your enterprise s experience over the past quarter with regard to competition in your sector activity:	Up Unchanged Down	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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06	Do you consider that, the transportation price of your enterprise during the next quarter will be:	Increase Unchanged decrease	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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07	Do you consider that, present number employees of your enterprise is:	More than sufficient Sufficient Not sufficient	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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08	Do you consider that, the number employees of your enterprise during next quarter will be:	Increase Unchanged Decrease	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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09	Do you consider that, present financial situation your enterprise is:	Good Normal Bad	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
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10	What factors are limiting your ability to increase business activity. Please tick the most important factor or factors:		
	- Non <input type="checkbox"/>	- Price transport low <input type="checkbox"/>	
	- emand low <input type="checkbox"/>	- Financial difficulties <input type="checkbox"/>	
	- Competition in transportation activity <input type="checkbox"/>	- Policies <input type="checkbox"/>	
	- Lack transport Equipment <input type="checkbox"/>	- Other <input type="checkbox"/>	

Thank you very much for your cooperation

Date.....month200...

Signature

The General Statistics Office would like to express our grateful gratitude and congratulations on your enterprise's success. On this occasion, please spend your invaluable time answering our questions given below. Your cooperation with your assessment would be great contributions to the government's macro-economic management.

Questionnaire of business tendency survey on construction

Quarter..... Year.....

Name of Enterprise:.....Code

Address:.....

Type of ownership:

Central - State economy

Local - State economy

Private economy

Foreign investment sector

Kind of Economic activity:.....

Name of respondent:.....

Duty:.....Telephone No:.....

Please give your assessments on your enterprise's the business tendency by placing tick-marks in the below boxes.

01	How do you assess the business of your enterprise at the moment?	Good Normal Bad	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
02	How do you assess the prospect of your enterprise's business in the next quarter?	Above normal Normal Below normal	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
03	What percentage of the capacity utilization of enterprise is?%	
04	How do you assess the employ of your business?	more than sufficient more than sufficient not sufficient	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3
05	How do you expect the number of employees for the next quarter?	Increase Same Decrease	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3

06	How do you assess the competition of the construction in this quarter to compare the last quarter of your enterprise?	Increase Same Decrease	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
07	How do you assess the number of signed the contract of your enterprise?	Above normal Normal Below normal	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
08	How do you assess the finance of your enterprise?	Good Normal Bad	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
09	How do you assess the production force of your enterprise in the next quarter?	Above normal Normal Below normal	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
10	How do you assess the credit ability of your enterprise?	Easy Normal Tight	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
11	Are there any reasons which affect to the business in your enterprise? --None <input type="checkbox"/> go to the next question (12) <input type="checkbox"/> --Construction demand <input type="checkbox"/> --Costs of transport too low <input type="checkbox"/> --Competitive construction <input type="checkbox"/> --Financial difficulties <input type="checkbox"/> --Conditional Weather <input type="checkbox"/> --Improper policies by the government <input type="checkbox"/> --Quality of means, lack means <input type="checkbox"/> -- Other <input type="checkbox"/>		
12	Does your enterprise plan investments for the next quarter?		
13	Petition (If you have)		

Thank you very much for your cooperation

Date..... month.....year 20.....

Signature