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SOME FACTORS IMPINGING ON EXPORTS OF AGRICULTURAL PRODUCTS IN VIETNAM

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Abstract:

Exporting agricultural products of Vietnam, one of the most primary sectors, has effects on economic growths. Assessment of factors having impacts on agricultural products is highly essential for giving the appropriate policy to advocate exports of agricultural products in Viet Nam. By the article, the research team would provide the intensity of factors having effects on and take the efficient measures.

1. Overview of research:

Recently, there have been loads of researches using the gravity model to determine the factors having impacts on exports of products in general and agricultural products in particular. Because the research would be finished in the different period and space, the factors of the model could be indistinguishable or distinguishable. Table 01 would be summarizedth factors impinging on the agricultural products in the previous studies.

Table 1: Summarization of factors impinging on the exports of agricultural researches in the previous studies.

The name of variable	Impacts	Author/ Year
GDP of export country	+	Wei and partners (2012); Hataband partners (2010); Sevela (2002);
GDP of import country	+	Wei and partners (2012);

		Hataband partners (2010);
GDP of export and import countries	+	Thuy An and Dao Nguyen Thang (2008);
Populations of export country	+/-	Wei and partners (2012); Martínez-Zarzoso and Nowak-Lehmann (2003);
Populations of import country	-	Wei and partners (2012); Martínez-Zarzoso andNowak-Lehmann D. (2003);
The average of GDP per person in export nation	-	Hatab and partners (2010); Sevela (2002);
The average of GDP per person in import nation	-	Hataband partners (2010); Sevela (2002);
The openness the economy	+	Hataband partners (2010);
Exchange rate	-	Gbetnkom and Khan (2002); Martínez-Zarzoso and Nowak-Lehmann D. (2003);
Geographical distance of 2 nations	-	Wei and partners (2012); Hataband partners (2010); Dao Ngoc Tien (2009)
Common border line	+	Wei and partners (2012); Hataband partners (2010);
Language	+	Wei and partners(2012); Hatab and partners (2010);
Taking part in organization for Economic Cooperation and Development and free trade zone	+	Thuy Anh and Dao Nguyen Thang (2008) (ASEAN)
Hygienic standards ATTP/Phytosanitary	Not	Wei và các cộng sự (2012);
Import and export tax	-	Wei et al (2012); Dao Ngoc Tien (2009).

Note: (+)Same direction impact; (-): Opposite direction impact
Sources: Collection of author

2. The research model:

Based on the gravity model and the previous studies as reseachs of Aitlen(1973) [2], Anderson (1979) [4] and thus many researches of Bergstrand (1985) [5], Ahmadi(1993) [3], Gbetnkomvà Khan (2002) [6], Kandogan (2005) [11], Idsardi (2010) [10] demonstrated that the evaluation of the factor impinging on turnover of international trade not only in qualitative methods and quantification in the specific method [16], [17], [20].

The gravity model is a popular tool in researching international commerce to explain for this change of the mass or direction of bilateral trade between countries[1]. Thus, this is a main model to analyze the factors having effect on the export of agricultural products of Vietnam.

The selection of variable for the analysis model based on the previous study with the same natural condition, economic, society,… as Vietnam. To be specific:

[1] In reality, usage of turnover export and import.

- The variable GDP of Vietnam, GDP of export nations and variable of geographical distance is considered as three indispensable variables in the gravity model (Three variable of the comprehensive gravity model).

- The variable of population of export and import nation is used as the research of Wei and partners (2012)[19]. The research is addressed in China, an interchangeable country about nature, customs, habits, cuisine,… as Vietnam (belonged to Asian region)

- The variable of inflation in the analysis model is based on the research of Hatab and partners (2010) [7]. This research is addressed in Egypt, is similar to Vietnam. Egypt would promote the export of agricultural products and foster the strength of this nation (the comparableeconomic strategy)

- The range of economy between two nations is used in the research of Martínez-Zarzosovà Nowak-Lehmann (2003) [15]. This research is conducted in Cameroon about farm products, including coffee. Vietnam and Cameroon is comparable about weather, nature and agricultural culture for increasing economy and society.

- The variable of Exchange rateis used in Gbetnkom and Khan (2002)[6] and Martínez-Zarzoso and Nowak-Lehmann (2003) [15].

- The openness of Vietnamese economy is analyzed as the research of Hatab and partners in Egypt.

- The dummy variables of joining international organization (WTO and APEC) is used in the research foundation of Malhotra andStoyanov (2008) [12] and some of researchs [9], [14], but is suitable for the reality in Vietnam.

Thus, with the variable of GDO, population, agricultural land acreage, inflation, exchange rate, geographical gap, the gap of development, the openness of economy, the model of WTO and APEC quantify the change of factors impinging on export turnover of agricultural products in Vietnam recently. Thus, the gravity model is as below:

$$\mathrm{EXPORT_{it}} = \mathrm{A} \times \mathrm{GDP_{it}^{\beta_1}} \times \mathrm{GDP_{it}^{\beta_2}} \times \left(\mathrm{POP_{it}} * \mathrm{POP_{jt}}\right)^{\beta_3} \times \left(\mathrm{LAN_{it}} * \mathrm{LAN_{jt}}\right)^{\beta_4} \times \mathrm{INF_{it}^{\beta_5}} \times \mathrm{DIS_{ij}^{\beta_6}} \times \mathrm{EDIS_{ijt}^{\beta_7}} \times \mathrm{ER_{it}^{\beta_8}} \times \mathrm{OPEN_{it}^{\beta_9}} \times \mathrm{e}^{\mathrm{WTO_{jt}^{\beta_{10}}} * \mathrm{APEC_{it}^{\beta_{11}}} * \mu_{it}}$$

Including:

$EXPORT_{ijt:}$ Export of agricultural products of Vietnam to j nation in the period of t

A:Gravitational constant, trade barriers of Vietnam to j nation

$GDP_{it;}$ $POP_{it;}$ $LAN_{it;}$ $OPEN_{it}$: GDP, population and acreage of agricultual land of j nation in the period of t

INF_{it}: Inflation of Vietnam in the period of t

DIS_{ij}: The geographical gap between Vietnam and j nation

$EDIS_{ijt:}$ The economic gap between Vietnam and j nation in the period of t (measured by the gap of agricultural land and the average of GDP per person between two nations - absolute value)

ER_{it}: Exchange rate average (USD/VNĐ) in the period of t

WTO_{jt}: The dummy variable. If the nation importing farm product of Vietnam is not belonged to WTO, the value is 0; If the nation importing agricultural products of Vietnam is belonged to WTO in the priod of t, the value is 1.

$APEC_{ijt}$: The dummy variable. If Vietnam and imported nation are not belonged to APEC in the period of t, the value is 0; If Vietnam and imported nation also are belonged to APEC in the period of t, the value is 1.

β_i: the coefficients representing the impact level of i factor in the model

u_{ijt}: Random error

This model would estimate the dependent variable that is the total of export turnover of agricultural product of particular nation or farm product. Corresponding to each model, the

dependent variable would change to find out the factors of export turnover of the particular farm product.

The model analyzes the particular agricultural product that would be showned as the observed value of 0 (there is no statistic of dependent variable of a particular year in the research). It cannot demonstrate that the between of two nations would have no trade relationship. Thus, to handle this problem, the dependent variable, no statistics, would exchange from $EXPORT_{ijt}$ to $Ln(1+EXPORT_{ijt})$

In the analyzing procedure, the author would use the method of Pooled OLS to measure the research model. However, because of observation changing by time and space (panel data[2]), Fixed Effects Model (FEM) and Random Effects Model (REM) would propose to use for analyzing. If in the Pooled OLS method, the coefficient have no change by the different time and space, the method of FEM would reject the variable, its value has no change by time obviously. The REM method assume that there is no correlation between the dependent variable (explanatory variable) and error. After having the results, the author would carry out respectively the accreditations to choose the appropriate method for the research.

(i) 01 Accreditation: Prefer between pooled OLS and FEM. If pooled OLS has no defects, It would be considered as optimal model.If pooled OLS hasdefects, It would continue test.

(ii) 02Accreditation: Prefer between FEM and REM.The author would use Hausman model to select the appropriate model. After selecting the model of analysis (FEM or REM), continue carrying out the accreditation of defects in the model.

(iii) 03 Accreditation: Testing the defects that can be occurred in the model.

- Describing the variables and give the hypothesis of impacting trend of variables in the model

+ GDP: This is a representative variable of economy scale. Thus, GDP is correlation with the commerce of nation. The big scale of economy shows that the products will be more. Thus It could increase the export and the demands of import of some products to encourage for producing the domestic products in a nation. The hypothesis is that the GDP of Vietnam and the GDP of the exporting country have a positive impact on the export of agricultural products of Vietnam.

+ Population (POP): The variable is shown by the population in the nation that is representive for manufacturing and consumption. When researching with the export of agricultural products, the variable of population would include in the whole population in the nation. The hypothesis is that the general population of two nations have same direction impact with export turnover of agricultural products of Vietnam.

+ Acreage of agricultural land (LAN): This is acreage for producing agriculture of a nation with the aim of representive about ability of manufacturing in the nation. The variable in the model is acreage of agricultural lands of two nations. The hypothesis is acreage of agricultural land having same direction impact (by the acrage of agricultural land of export nation) to turnover of export of agricultural product in Vietnam.

+ Inflation (INF): Inflation is increase of general price of product or service vy the change of time. The variable could be positive or negative sign by the different perspectives. However, through the research about impacts of inflation to export of agricultural products of Vietnam, the hypothesis is that the inflation would have the same directed impact with turnover of export of agricultural product in Vietnam.

+ Geographical distance (DIS): The distance of the capital of two nations having the relationship about products or farm products exchanges. In reality, the higher distance is, the higher price of transportation is, the ensuring of quality of agricultural products would have many difficulties. Thus, the hypothesis shows that the geographical distance have opposite directed impacts with the export of agricultural products in Vietnam.

[2]Observations for a particular indicator will include cross-observations and observations over time

+ The gap of economic development (EDIS): is the gap of gross domestic product between two nations having the commercial relationship. The variable could be positive or negative that depends on the relationship belonged to inter-industry trade or intra-industry trade. The hypothesis is the gap of economic development having the same directed impact to export of farm products in Vietnam.

+ Exchange rate(VND/USD). Exchange rate would measure the relative price of products to the agricultural products of Vietnam with the trade partners. The hypothesis of the variable is exchange rate that would be positive correlation with export of farm products in Vietnam.

+ The openesses of economy (OPEN)

It is the rate of comparison between export turnover and GDP in the nation. The openesses of economy is bigger so the commerce of nation will increase more dramatically. Thus, the hypothesis shows that the openesses of Vietnam have the positive correlation with export of farm products in Vietnam.

+ WTO (the dummy variable)

The dummy variable (WTO) is defined for the import nation of Vietnam belonged to or not belonged to WTO. In reality, the member of WTO would have many opportunities of cutting down the taxes and quality in competition with the export nations. Thus, the hypothesis shows that the import nation of Vietnam belonged to WTO have the positive correlation with export of agricultural products in Vietnam.

+ APEC (The dummy variable)

The dummy variable of APEC in the model shows that Vietnam and trade partners also are whether members of the organization. Thus, the hypothesis of APEC is that two nations belonged to APEC that has the positive impact on the export of agricultural products of Vietnam.

Based on the variable, table 02 would provide the expectation of impacted trends of variable in the research model for exports of farm products in Vietnam by the below hypothesis.

Table 02 : Collection of hypothesis of impacted trends of variable in the gravity model

The name of variable	**The impacted trends of independent variable**
GDP_{it}	+
GDP_{jt}	+
$(POP_{it} * POP_{jt})$	+
$(LAN_{it} * LAN_{jt})$	+
INF_{it}	+
DIS_{ij}	-
$EDIS_{ijt}$	+
ER_{it}	+
$OPEN_{it}$	+
WTO_{jt}(dummy variable) WTO = 1: is member WTO = 0: is not member	- The import nation, the member of WTO, would increase the export of farm products of Vietnam - The import nation, the member of WTO, would decrease the export of agricultural commodities of Vietnam
$APEC_{ij}$ (The dummy variable)	- Belonged to APEC will promote the export of

APEC = 1: Vietnam and j nation belonged to APEC APEC = 0: Vietnam and j nation not belonged to APEC	agricultural goods in Vietnam. - Not belonged to APEC will curb the export of agricultural commodities of Vietnam

Note: (+): The same direction impact; (-): The opposite direction effect
Sources: The collection of author

Some problems of econometric could happen in the model.

Based on the results of accreditation, the author would choose the appropriate model for the research data. However, the model could have some defects, so the author need to continue some next accreditations:

If the model is FEM, the defects can happen as variance of error, series correlation and multicollinearity. In case, the model is REM (this model rejected the multicollinearity and autocorrelation), but the problems of error variance can happen. To confirm whether the selected model is optimal or not, it is necessary to carry out the corresponding tests.

3. The results of research:

The level of impacts of variables in the model will show about overview of the maximum, minimum level, average level and standard deviation of the variables,to be specific:

Table 03 : Describing the variable of the gravity model (agricultural products)

The variable	The average of value	Standard deviation	The Min value	The Max value
$EXPORT_{ij}$	3,927	1,129	-3	6,68
GDP_{it}	4,761	-0,253	4,43	5,19
GDP_{jt}	4,839	-0,904	2,39	7,21
POP_{it}* POP_{jt}	15,067	0,700	9,72	14,08
LAN_{it} * LAN_{jt}	7,826	0,866	5,32	9,73
INF_{it}	0,586	0,720	-1,22	1,30
DIS_{ij}	3,840	0,307	2,66	4,28
$EDIS_{ijt}$	4,945	0,721	2,01	7,21
ER_{it}	4,204	0,069	4,05	4,32
$OPEN_{it}$	0,096	0,080	-0,03	0,21
WTO_{jt}	0,805	0,396	0	1
$APEC_{ijt}$	0,186	0,389	0	1

Sources: The author collects the results by the Stata Software (The number of observation is 3552)

Table 04 : The impacts of elements to export turnover of agricultural commodities in Vietnam

Independent variable in regression	OLS	FEM	REM
Intercept factor	-8,656*** (-3,48)	-53,276*** (-3,41)	-8,91*** (-4,07)
$LnGDP_{it}$	0,368 (1,20)	0,394* (1,51)	0,537** (2,28)
$LnGDP_{jt}$	0,230***	0,207*	0,270***

	(3,38)	(1,36)	(3,37)
$Ln(POP_{it}* POP_{jt})$	0,489*** (9,85)	2,709*** (5,27)	0,586*** (4,43)
$Ln(LAN_{it} * LAN_{jt})$	-2,202** (-6,04)	2,193 (1,24)	-0,204** (-2,21)
$LnINF_{it}$	-0,051 (-0,50)	-0,023 (-0,91)	-0,019 (-0,74)
$LnDIS_{ij}$	-0,756*** (-11,41)	-	-0,756*** (-4,06)
$LnEDIS_{ijt}$	0,380*** (10,44)	0,059 (0,83)	0,170** (2,80)
$LnER_{it}$	1,477** (1,97)	0,869* (1,36)	1,209** (2,00)
$LnOPEN_{it}$	2,715*** (3,55)	2,617*** (4,58)	2,569*** (4,82)
WTO_{jt}	-0,064 (-1,32)	0,409*** (4,59)	0,226** (2,96)
$APEC_{ijt}$	0,279*** (5,38)	-	0,276* (1,89)
Corrected multiple determination(R^2)	0,63	0,56	0,55
Verification value	F = 237,32	F = 200,72	Wald = 941,7

Note: *, **, ***: Corresponding to a smaller significance level10%, 5%, 1%
Values in parentheses () are t or z tested
Sources: The author collects the results by the Stata Software (The number of observation is 3552)

The estimated result of agricultural foods is analyzed by the 0LS, FEM, REM method. However, It is difficult to choose the appropriate method as depending on this results. Thus, the author needs to carry out the necessaryaccreditations. The following are some of the tests related to selecting and using a research model.

* Assessment on choosing the model

The model of OLS makes the value of assessing coefficientinaccurately and it could happen autocorrelation of Wald for the value P-Value = 0,000 < 0.05 so the conclusion of coefficient of different variables is different. Thus, the OLS model will be replaced by the FEM or REM model. By the Hausman assessment method, the author can have the P-Value = 0,9913 > 0,05 so choose REM. This means that component error and independent variables are not correlated with each other.

The accreditation of defects could happen in REM (the varianceerror)

Hypothesis: H_0 = Var (u) = 0: The variance of error is constant

H_1 = Var (u) ≠ 0: The variance of error is changed

With P-value < 0,05: rejected H_0, It means that the change of variance of error

With the export of agricultural foods

. xttest0

Breusch and Pagan Lagrangian multiplier test for random effects

exportij[group,t] = Xb + u[group] + e[group,t]

Estimated results:

	Var	sd = sqrt(Var)
exportij	1.274775	1.129059
e	.2564031	.5063626
u	.2286626	.4781868

Test: Var(u) = 0

chibar2(01) = 2245.99

Prob > chibar2 = 0.0000

Although the model exists the change of variance error, the change for coefficient of reliable estimation could be happened, but the standard errors of coefficients are no longer the smallest. This would cause the z-statistics to decrease statistically significant. To deal with the problems, the author could the regression method with strong standard error (Robust Standard Error). The results of regression of REM with strong standard deviation is expressed as below:

Table 05 : The model express the effects of factors to export turnover of agricultural commodities in Vietnam

The regression of independent variable	Agricultural commodities
Intercept factor	-8,91*** (-4,15)
$LnGDP_{it}$	0,537** (2,39)
$LnGDP_{jt}$	0,270** (2,46)
$Ln(POP_{it} * POP_{jt})$	0,586*** (3,4)
$Ln(LAN_{it} * LAN_{jt})$	-0,204** (-2,02)
$LnINF_{it}$	-0,019 (-0,57)
$LnDIS_{ij}$	-0,756*** (-3,9)
$LnEDIS_{ijt}$	0,170* (1,65)
$LnER_{it}$	1,209* (1,81)
$LnOPEN_{it}$	2,560*** (5,13)
WTO_{jt}	0,226* (1,82)
$APEC_{ijt}$	0,276* (1,70)
Number of observations	3552
Corrected multiple determination coefficient (R^2) Verification value	0,55 601,49

Note: *, **, ***: Corresponding to a smaller level of meanings 10%, 5%, 1%
Values in parentheses () are t or z tested
Sources: The author collects the results by the Stata Software (The number of observation is 3552)

The results of regression of table 05 show that, 55% of change from export turnover of agricultural products of Vietnam is the factor in the model.

The variable of GDP of Vietnam ($GDP_{it)}$ and GDP of import nation ($GDP_{it)}$have the same direction impact to export turnover of agricultural products in Vietnam. To be specific, If 1% of Vietnamese GDP increase and GDP of import nation impacting export turnover of agricultural products in Vietnam will promote 0,537% and 0,270% respectively. It means that the economic scale will increase, Vietnam have opportunity of investing new varieties, techniques, new technologies, that could contribute to creating the agricultural products having high quality and quanlity to increase export turnover. For a import nation of agricultural product of Vietnam, the scale of economy (GDP) will increase the demands of importing agricultural products and assumptions.

Thus, the import turnover will increase (the export turnover of agricultural products of Vietnam will be promote). The results could be same to the previous hyposis of some previous researches.

The variable of aggregate population (POP_{it}*POP_{jt}) has coefficients with positive signs. It means that numerical analysis between Vietnamese population and the population of import nation about agricultural communities have positive impacts on the turnover of agricultural products in Vietnam. The trends of impacting of factors is similar to the research of Vietnam's rice and coffee products. It means that the population of Vietnam and the import nation have an experience in promoting of 1%, that turnover of export of agricultural products would increase 0,586%. This result, in addition to confirming the proposed hypothesis is correct, also shows the consistency with the results of studies that have been done in the past.

The coefficient of the variable of agricultural land area(LAN_{it}*LAN_{jt}) have negative signs, that express the opposite direction impacts to turnover of export of agricultural products in Vietnam. The numerical analysis between the area of agricultural land of the exporting country and Vietnam (mainly the area of the exporting country) increases, meaning that the importing country has more conditions to develop agricultural production. In that case, the export nations will decrease the export of agricultural products from Vietnam, thus the turnover of export about agricultural commodities would decrease. This is considered a new variable compared to previous studies related to agricultural exports. Although the results are not as hypothesized but still acceptable. Because of the reality in Vietnam nowadays, the process of urbanization taking place strongly make the area of agricultural land decrease. Therefore, if the agricultural land area of the two countries increases, it is also the agricultural land area of the importing country that increases, decreasing making Vietnam's agricultural export turnover

The inflation (INF_{it}) have no meaning of researching the agricultural products.

The geographical distance (DIS_{ij}) between Vietnam and the import nation of agricultural commodities have the opposite directed effects on export turnover of this products in Vietnam. It is appropriate with the reality and methodology for the products or the particular agricultural commodities. Because the longer distance will make the transportation of agricultural products difficult, directly affecting the import and export activities of the countries. Thus, the distance of export nations to import nations is bigger, the export turnover will decrease. This result is hypothesized and completely consistent with previous studies.

The variable of the level of economic development between Vietnam and the importing country (EDISijt) has a similar impact with Vietnam's agricultural exports. The calculation results show that the smaller the gap in economic development between the two countries (the greater similarity), the more convenient exchange of goods in general and exports in particular will increase the turnover for the exporting country in accordance with the given hypothesis. In previous studies, the trend of this variable's main impact is in the same direction, but there is also the opposite case with the export of agricultural products. Thus, when researching in Vietnam, the trend of the positive effects of this variable is basically consistent with studies that have been done.

Exchange rate variable (ER) has a positive impact on Vietnam's agricultural exports - consistent with the hypothesis. Specifically, an increase of 1% for the exchange rate will make Vietnam's agricultural exports increase by 1.209%. This means that the price of Vietnam's

agricultural exports is currently influenced by the price of the common currency (USD). However, this result is in contrast to previous studies because of the fierce competition between countries to export this commodity together in the process of globalization.

The variable of Vietnam's economic openness (OPENit) also has a positive impact on Vietnam's agricultural exports. In fact, the higher the openness of a country, the greater the opportunity to exchange goods with other countries. The results show that when the openness of Vietnam's economy increases to 1%, Vietnam's agricultural exports will increase by 2,560%. This result proves that the hypothesis is correct, consistent with previous studies and true to the reality of the early years of Vietnam's integration.

The dummy variable on the exporting country's WTO accession (WTOjt) has shown a positive impact on Vietnam's exports of agricultural products in general and coffee in particular. This means that the fact that the exporting country is a member of the WTO has increased the export of agricultural products of Vietnam - completely consistent with the theory as well as the hypothesis. Although in the same group of agricultural products, the results show that the WTO dummy variable of the importing country does not affect Vietnam's rice exports.

Finally, the variable APEC (APECijt) shows the impact on agricultural exports of Vietnam. The results show that if the two countries (Vietnam and the exporting country) are members of APEC, the export of agricultural products will be more favorable than the case.

4. Some conclusions:

The quality of agricultural products of Vietnam could be promoted to meet the demands of market in integration. This is one of the reasons that could increase competition in exporting Vietnamese farm goods. The export has a positive change to ensure the location in the international market recently.

The export of agricultural goods of Vietnam has been raising the strengths in manufacture (the factors of natures and poor labours) and the positive elements of the analysis in the gravity model. Besides, some chances in integrations would provide (dependence on Vietnam’s FTA and some countries), that some businesses take advantages and exploit effectively.

The export of farm goods is inadequate with the potentials of the nation. The quantity of farm goods in export still has the low value. The growth of quantity and export turnover of agricultural goods is also unstable by the impacts of the international economy. The strategy of exports is not associated with the advantages of agriculture. Vietnam could be lose the potential advantages of tropical agriculture of the tropical agriculture in the global competition.

Although the quality of agricultural commodities is improved, it could be a lower quality compared to the competitors. The distance of quality will impinge directly to the export of prices in the international market. It is the reason that the export prices of agricultural commodities of Vietnam will be lower compared to the competitors. Besides, the differences of quality and pesticide residues of agricultural products for export is a notable concern of Vietnam recently.

Although the market of agricultural goods has experience in increasing, the stability of market will not be high. The coordinator duties of the organizations is ineffective, thus the competition is unfair. The businesses have many difficulties in manufacturing in the domestic market. Except for the big businesses having the stable export market, the small and medium business having the unstable market, the poor competition capacity, the export throughout the intermediaries, so the ability of approaching and openness is limited.

The trade barriers (technical barriers, non-technical barriers) is used by many nations. It would have negative impacts on the export of agricultural goods of Vietnam (The export outlook is not stable). It decreases in the efforts of researching, and openning the market as well as improving the competitive ability of agricutural foods in Vietnam recently. In reality, the barriers have an increase in the market that Vietnam is exporting the farm goods in a high quantity as Asia (China, Japan), Europe (EU), America (United States), ...

The ability of seizing the opportunities, information in the market is relatively show. Thus the competition of Vietnamese agricultural goods in the international market is lower than the competitors. Besides, the integration of international economy, there are many difficulties for Vietnamese agricultural goods. Because the higher integration, the competition will develop in products, businesses and nations. Thus, the increase of competition of agricultural goods is the notable matter in the present.

The policy of exchange rate has huge impacts on the export policies, but the aim of export growth of macroeconomic stability, exchange rate stability, and VND value retentions are still ambiguous.

Although the policy of economy aims to the export, the investment of the Government to infrastructure, trade promotion has many adversities. The activity is not considered as "the national program" to invest necessary resources. Thus, it is not effective.

Recognizing the successes and limitations through analysis of factors affecting agricultural export turnover will help us to have effective solutions to boost agricultural exports in the coming period.

In the content of this article, a fake analysis has been conducted to see the impacts of key factors on Vietnam's agricultural exports. However, in order to have a more general view, It needs to be many other factors affecting Vietnam's agricultural exports that we have not yet implemented in this study.

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