

**SOCIALIST REPUBLIC OF VIETNAM**  
**Independence - Freedom - Happiness**

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Research topic: **Improving the competitive competency of Vietnamese pharmaceutical enterprises in the context of international integration**

Major: Economic Management Code: 9.31.01.10

Supervisors: 1: Dr. Tran Kim Hao

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Name of training institution: Central Institute for Economic Management

**SUMMARY OF NEW CONTRIBUTIONS OF THE THESIS**

1. Systematize the basic theories on competitive competency, content and methods of improving the competitiveness of pharmaceutical enterprises (PE) in the context of international integration. Clarify the concept and characteristics of PE, the concept of competitive competency, expression of the competitive competency and methods of enhancing the competitive competency of the enterprises.
2. Systematize, contribute to the development of theoretical issues about the influence of internal factors and external factors on improving the competitive competency of Vietnamese PE in the context of international integration. The thesis affirms that the internal strength of enterprises is the most important factor affecting the competitive competency of PE, and at the same time concludes that the competitive competency of the enterprises is highly dependent on the support of the Government. The Government can support through creating a legal corridor, regulating and orienting development, creating a premise for development and encouraging development.
3. Clearly analyze the current situation of competitive competency of Vietnamese PE. The thesis shows that Vietnamese PE have gradually improved their competitiveness, maintained and expanded the domestic market. Besides, it is still very weak in foreign markets, poorly linked with each other.
4. Clearly analyze the current situation of internal and external factors affecting the competitive competency of Vietnamese PE. Internal factors such as management level, human resource management level, and equipment level are increasingly improved, making the competitiveness of enterprises increasingly improved. The support of the Government is also generally effective, however, the increasing competitive pressure from foreign PE requires more timely and appropriate supporting policies.
5. Propose a number of orientations and solutions to improve competitiveness for Vietnamese PE to adapt to the context of international integration until 2030. In which, special attention is paid to solutions that Vietnamese PE themselves must implement such as focus on products with competitive advantages, improve management skills, strengthen linkages. At the same time, it is recommended that the Government continues to support enterprises in training high-quality human resources and improving their professional skills. technological level, encouraging innovation and creating an equal and favorable competitive environment for businesses. The thesis has systematized the basic theories on competitive competency, content and methods of improving the competitive competency of pharmaceutical enterprises in the context of international integration.

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