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CONTENTS

Page

Anh, P. T. and Ha, N. T. - Key Factors Affecting The Level Of Rural Households's Income Diversification In Vietnam	3
Dat, P. M. and My, N. T. - Studies on Export Performance in Philippines Based on Factors Influencing Export	15
Cuong, N. H. and Tung, V. H. - Risk management disclosure by financial listed companies in Vietnam	25
Hung, T. H. - Solution for Improving the Department's Leader Performance in Hoa Binh Province	36
Anh, V. T. K. - Sustainable Development of Vietnamese Industrial Zones: Case Study in Thai Binh Province	45
Thinh, T. N. - The status and solutions to improve international travel business management in Hanoi city - a multi-disciplinary links approach	62

STUDIES ON EXPORT PERFORMANCE IN PHILIPPINES BASED ON FACTORS INFLUENCING EXPORT

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The paper uses an array for the period 2000-2017 to analyze the situation and determine some factors affecting the export performance in the Philippines by Gravity Model. The findings of this study showed that factors influencing the Philippines' export including GDP's Philippines and trading partners, its population, economic openness of Philippines and trading partners, Philippines' FDI inflow, the geographical distance between Philippines and its counterparts, Philippines' inflation rate, Philippines and its partners as members within APEC or using a common language.

Key words: Export, factors influencing export, gravity model, Philippines.

1. Introduction

In the context of globalization, trading processes in general and exporting activities of other countries in particular have increasingly developed. Over the years, the Philippines' economy has significantly been successful thanks to great reforms of government and appropriated development policies. Annual Economic Growth Rate in Philippines averaged 8.26% from 2000 until 2017. In addition, exporting activities of Philippines have made a great success in territorial market and international

market. Some goods of Philippines such as electronic devices, processing products or agricultural products were relatively popular not only in ASEAN market but also other markets including Asia, Europe, etc. However, according to some economic experts of ASEAN, Philippines' exports are not appropriate to its potential. Thus, determining and analyzing some factors influencing export under the circumstances is extremely essential in Philippines.

2. Literature review and Methods

2.1. Analytical Framework

Exports and Imports are some activities associated with each other to establish the international trade flows. Therefore, factors influencing exports are investigated not only within the country but also its importing partners. Based on a study by Dao Ngoc Tien (2008) and some researchers such as Aitken (1973), Thai Tri Do (2006), Yang and Zarzoso (2014)... and combined with practical con-

ditions of Philippines in recent years, the researchers establish an analytical framework that identifies factors affecting the export performance as follows:

2.2. Analytical Model

The analytical framework (Figure 01) shows that a variety of factors affect the export performance of Philippines. Therefore, qualitative analysis or traditional quantitative methods such as descriptive or comparative statistics for evaluating factors are not

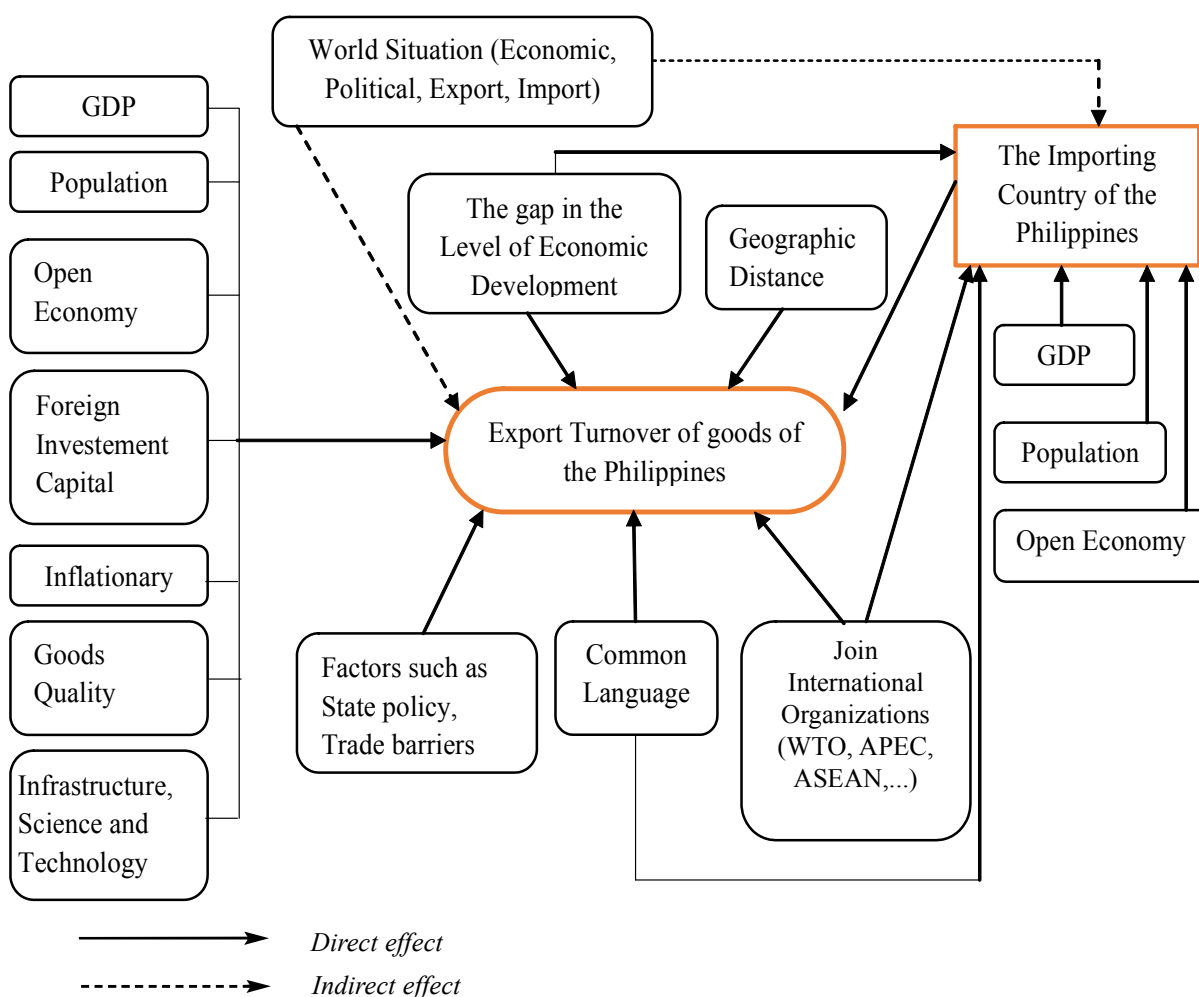


Figure 1: An analytical framework identifies factors affecting Philippines' export performance

still effective in the current situation. With the aim to determine various qualitative and quantitative factors affecting the export performances, the modeling approach can be considered as a great solution. Therefore, we use the gravity model to analyze factors that affect the Philippines exports in the period 2000-2016.

Based on gravitation law, the gravity model was developed by Tinbergen (1962) and Linnermann (1966). Until now, this model has been widely applied in international trade with empirical studies including Anderson (1979), Bergstrand (1985), Rahman (2007), Eita (2008), Onaran and Stockhammer (2008)... By inheriting some previous studies and combining with the Analytical Framework (Figure 1), the gravity is aimed to evaluate the effect of factors on exporting goods in Philippines. The model will be as follows:

$$\begin{aligned} \ln EXPORT_{ijt} = & \beta_0 + \beta_1 \ln GDP_{it} + \beta_2 \ln GDP_{jt} + \beta_3 \ln POP_{it} + \beta_4 \ln POP_{jt} + \beta_5 \ln OPEN_{it} + \\ & \beta_6 \ln OPEN_{jt} + \beta_7 \ln CAP_{it} + \beta_8 \ln DIS_{ij} + \beta_9 \ln EDIS_{ijt} + \\ & \beta_{10} \ln INF_{it} + \beta_{11} APEC_{ijt} + \beta_{12} LANG_{ij} + u_{ijt} \end{aligned}$$

Where

EXPORT_{ijt}: Philippines' export turnovers of goods to country j in year t

GDP_{it}; POP_{it}; OPEN_{it}: GDP, population and economic openness of the Philippines at year t

GDP_{jt}; POP_{jt}; OPEN_{jt}: GDP, population and economic openness of country j in year t

CAP_{it}: Foreign direct investment (FDI) into the Philippines in year t

INF_{it}: Philippines' inflation rate at year t

DIS_{ij}: geographical distance between Philippines and country j

EDIS_{ijt}: The economic gap between the Philippines and country j in year t (measured by the difference in GDP per capita between countries - absolute value).

APEC_{ijt}: A dummy variable. Get value 0 if the Philippines and Philippines' importing partners are not members of APEC in t; Get value 1 if Philippines and Philippines' partners are both members of APEC in year t

LANG_{ij}: A dummy variable. Get value 0 if the Philippines and the Philippines' importing goods do not share the same language as English; Get value 1 if

Table 1: Data of variables used in the gravity model

Variable	Sources
EXPORT (Export turnovers)	World Bank (2018a)
GDP (Gross Domestic Product)	World Bank (2018b)
POP (Popular)	World Bank (2018b)
CAP (Foreign Direct Investment)	Asian Development Bank
INF (Inflation)	www.imf.org
DIS (Geographical Distances)	www.freemapttools.com
EDIS (Economic Gap)	World Bank (2018b)
OPEN (Economic Openness)	Data in World Bank (2018b)
APEC (Dummy variable)	www.apec.org
LANG (common language)	https://cacnuoc.vn/ngon-ngu-cua-cac-nuoc-tren-the-gioi/

Source: Synthesis of the author

Philippines and the Philippines importing goods are in the same language as English

β_i : is the coefficient representing the magnitude of the effect of factor i in the model

u_{ijt} : random error

This model analyses the effect of the 12 factors on the Philippines' export in the 2000-2016 period. Data sources will be the mixed data of 155 countries, as follows:

domestic goods. The economic growth has developed quickly due to commitments of the government related to intra-trade liberalization and its strategies to improve export. These results were shown in Table 2, as follows:

Although the change of Philippines' export turnovers has been relatively complicated, the annual growth rate averaged 3.03 % from 2000 until 2017. Based on the results in table 2, we can

Table 2: Philippines' Export Fluctuations

Year	GDP (trillion USD)	Export		Ratio Export/GDP (%)
		Value (trillion USD)	Growth (%)	
2000	81.03	38.08	-	46.99
2001	76.26	32.15	-15.57	42.16
2002	81.36	35.21	9.51	43.28
2003	83.91	36.23	2.91	43.18
2004	91.37	39.68	9.52	43.43
2005	103.07	41.25	3.97	40.03
2006	122.21	47.41	14.92	38.79
2007	149.36	50.47	6.45	33.79
2008	174.20	49.08	-2.75	28.17
2009	168.33	38.44	-21.68	22.83
2010	199.59	51.50	33.98	25.80
2011	224.14	48.04	-6.71	21.43
2012	250.09	52.00	8.23	20.79
2013	271.84	56.70	9.04	20.86
2014	284.58	61.81	9.02	21.72
2015	292.77	58.65	-5.12	20.03
2016	304.91	56.31	-3.98	18.47

Source: Data from World Bank, 2018

3. Results

3.1. Overview of Philippines' export performance

Export turnovers

Over the years, the government of the Philippines has concentrated on trade policies to boost exports of

so that Philippines' export turnovers fell sharply and its GDP also declined dramatically in 2001 because of consequences of the financial crisis in Southeast Asia in the 1998 - 2000 period. In 2002-2007, with the development and restoration of the

international economy, the export performance-made remarkable accomplishments. In 2007, Philippines' export turnovers reached 50.47 trillion USD, rising at 43.3% compared to 2002. However, the GDP from exports fell significantly, only at 33.79 %. In the 2008-2009 period, the export turnovers decreased sharply (21.68% in 2009) due to the impact of the global economic crisis (the ratio of exports in GDP was at 22.83%). In 2010 - 2017, although GDP grew quickly, the transition of export turnovers were quite complicate because of some factors such as the lower demand of the world and the domestic supply. There is no doubt that the ratio of Philippines' exports in GDP tended to decrease in the 2000-2016 period and began to increase in 2017.

3). Thus, the goods can be divided into 10 groups, as follows:

SITC 0: Food and animals.

SITC 1: Beverages and tobacco.

SITC 2: Raw materials, no food, except for fuels.

SITC 3: Fuels, grease and related materials.

SITC 4: Oil, grease, wax of plants or animals.

SITC 5: Chemicals and Related Products.

SITC 6: Processed goods are mainly classified by materials.

SITC 7: Machine, transportation, spare parts.

SITC 8: Other processed goods.

SITC 9: other categories.

Table 03 shows the transition of export market shares for each goods' group in the Philippines in the 2000-2017 period.

Table 3: *Export market shares of the Philippines in 2000-2017*

Year	SITC									
	0	1	2	3	4	5	6	7	8	9
2000	0.40	0.09	0.27	0.08	2.50	0.06	0.17	1.16	0.62	0.06
2001	0.38	0.10	0.23	0.05	2.33	0.06	0.16	1.02	0.60	0.03
2002	0.39	0.10	0.22	0.07	1.56	0.06	0.14	1.10	0.57	0.03
2003	0.37	0.17	0.21	0.08	1.75	0.05	0.13	0.97	0.49	0.04
2004	0.33	0.22	0.21	0.05	1.66	0.05	0.13	0.92	0.41	0.02
2005	0.31	0.24	0.21	0.06	1.85	0.05	0.13	0.87	0.39	0.01
2006	0.31	0.21	0.24	0.07	1.41	0.06	0.23	0.80	0.40	0.10
2007	0.30	0.18	0.30	0.08	1.28	0.07	0.20	0.74	0.32	0.04
2008	0.29	0.21	0.22	0.06	1.23	0.07	0.19	0.65	0.27	0.06
2009	0.28	0.24	0.21	0.04	0.96	0.07	0.18	0.68	0.26	0.03
2010	0.26	0.28	0.22	0.05	1.63	0.10	0.18	0.48	0.15	2.03
2011	0.30	0.31	0.23	0.05	1.35	0.10	0.21	0.37	0.16	1.23
2012	0.31	0.22	0.25	0.04	1.10	0.10	0.23	0.57	0.32	0.05
2013	0.39	0.25	0.43	0.07	1.40	0.12	0.28	0.57	0.27	0.04

Source: Data from World Bank, 2018

Export market shares

To analyze Philippine export market shares in the world, the study uses the SITC classification (version

Table 3 shows that the market share of Philippines' exports in the global market is extremely small. Apart from the SITC 4, the international market share of

other groups is less than 1%. In fact, SITC 4 (oil, grease, wax, plants) is a commodity that the Philippines has many advantages in exporting, its market share is the highest share below 2%. Some commodities have created a great position in the global market, such as coconut oils, animal fats, etc. These commodities are produced from living creatures (plants and animals) so it depends on natural conditions such as weather, climate, etc. The fluctuation of market share's SITC 4 in the international market is quite complicated because of not only the influences of some countries having the same commodity (including competitiveness, supply chain capability) but also the change of natural conditions over years. Compared to other commodities, SITC 0 and SITC 7 have greater-

strength in manufacturing and export (their market share is smaller for SITC 4). In the future, based on the change of the infrastructure investment policies, the Philippines need to develop its available natural priority and labor advantages with the aim to increase export market shares for some commodities such as SITC 0 and SITC 7.

3.2. Analysis of factors affecting Philippines export turnover

The regression result using the estimation method is REM with error of 2635 observations in Table 4.

For the data set, the OLS model occurs autocorrelation which causes the regression coefficients of the explanatory variables to be inaccurate and the Wald test for P-value = 0.000 < 0.05. The OLS model can be

Table 4: Some factors affecting Philippines' export turnover

Regression Independent variable	Regression function	Accreditation z
Intercept	4,654	0,48
LnGDP _{it}	0,812	1,80*
Ln GDP _{jt}	1,242	17,37***
LnPOP _{it}	-1,423	-0,85
Ln POP _{jt}	-0,392	-4,47***
LnOPEN _{it}	1,315	2,37**
LnOPEN _{jt}	0,245	2,41**
LnCAP _{it}	-0,162	-2,62***
LnDIS _{ij}	-1,341	-5,81***
LnEDIS _{ijt}	0,053	1,01
LnINF _{it}	-0,130	-1,89*
APEC _{ij}	0,608	2,95***
LANG _{ij}	0,212	1,70*
Observation	2635	
correction coefficient of deflection ($\overline{R^2}$)	0,679	
Wald testing value	983,51	

Note: *, **, ***: indicates significance at 10%, 5%, 1%

Source: Summarization on Stata software

replaced by the FEM or REM model. By Hausman's test, $P\text{-value} = 0.9913 > 0.05$ should be chosen for REM. This means that the random error and independent variables in the model are not correlated. However, in the REM model, there was a variance of the change error ($P\text{-value} < 0.05$). If the researchers use this model, it is given reliable estimation coefficients but the standard error of the regression coefficient is not the smallest one. It will make the statistics z reduce in the statistical significance. To deal with this problem, we use regression method with robust standard error (Robust Standard Error). The regression results of REM and strong standard deviations for Philippines' goods are shown in Table 04.

As a result of the regression result in Table 4, factors of decision model results in 67.9% of the changes in Philippines' export. The regression model has a great effect on a Wald value of 983.51.

The variable for Philippines' economic scale (GDPit) and the variable for its partner of economic scale (GDPjt) have the same positive coefficient. It means that GDPit and GDPjt have a positive effect on Philippines' export turnover with the value respectively being less than 10% and 1%. When the GDPit rises 1%, Philippines' export turnover averages 0.812%. The GDPjt hikes 1%, the export turnover averages 1.242%. Basically, this result expresses the relevance to theory as well as the results of previous studies. When the economic scale is expanded, an exporting country as the Philippines can have many advantages to invest in production, apply modern technology to increase productivities and quality of goods to development of export turnover. For Philippines' partners, the expansion of economic scale results in the improvement of consuming demands so the importing demands can be increased. In the future, if this factor can be hit, the Philippines export turnover will continue to increase.

The variable of Population of Philippines' import-

ing partners (POPjt) having a negative coefficient shows that the negative effect on export turnover is less than 1%. It means that when POPjt increases 1%, the export turnover of the Philippines decreases 1.423%. Compared to the previous studies, this result expresses the opposite of effect. Most of the studies also explain that the increase of population results in the development of consumptions, which rises the demands of import. However, this argument can be different from the reality of Philippines' export turnover in recent years. The increase of the population in the importer means that the size of its labor increases. It results in the development of manufacture that meets the domestic consumption. Therefore, the import may fall. In fact, Philippines' exports are mostly in the Asian market (the share of export turnovers is nearly 50% in 2000-2017) because of being similar features including natural conditions as well as consumption behaviors. Therefore, when the Philippines' partner produces goods for domestic consumption, the demand for import from the Philippines will decline. It means that seeking and expanding export markets to other continents is essential for the Philippines in the future.

The variable of Philippines' economic Openness (OPENit) and the variable of economy of Philippines' importer (OPENjt) have also had a positive effect on export turnover being less than 5%. It means that when OPENit and OPENjt increase by 1%, the Philippines' export turnover increases by 1.315% and 0.245%, respectively. The result shows the theoretical and practical relevance in the previous studies. That's because the economic openness of a country increases so the trade relations can be developed. It leads to the improvement of the exports and imports between nations.

The variable of Foreign Direct Investment into Philippines (CAPit) with the negative coefficient shows the opposite effect on Philippines' export

turnovers being below 1 %. It means that when CAPit increases by 1%, the average of Philippines's export turnovers decreases by 0.162%. Theoretically, the attraction of FDI is very important for theeconomic development in acountry in general and it contributes to enhance the export turnover in particular. In Philippines, although FDI has increased in recent years, this source of capital has not had a positive impact on the domestic export performances due to some problems of apportion and usage. In the future, except from releasing policies to attract FDI, the Government of the Philippines needs to investigate these policies appropriately with aim to the promotion of great effect on this capital.

The variable for Geographic Distance (DISij) has a negative coefficient that expresses a negative impact on the Philippines'export turnover being less than 1%. This result is perfectly similar to both theory and practice in the studies relating to trade between nations. The fartherthe geographical distances have been, the more difficult transportation will be. Thus, it will increase some costs of exports and the export turnovers can fall significantly. It is the reason why countries often give priority to exporting goods to other countries that have closer geographical distances.

The variable ofInflation (INFit) has a negative coefficient that shows a negative impact on the Philippines' export turnovers being significance below 10%. It means that when the inflation increases, the price of goods starts to decrease. Thus it leads to reduce the competitiveness of Philippine businesses with foreign companies and its export turnovers can decrease. Although the result is different from the theories and some previous studies, it is suitable for the general trend of globalization in over the past years. In conclusion, one of the conditions leading tothe sustainable growth of Philippine exports means that the

government needs to take appropriate measures to adjust the inflation in the country.

The variable of APEC Counterfeit (APECijt) has a positive coefficient, which shows positive effect on the Philippine export turnovers being less than 1%. If two countries (Philippines and the Philippines' partner) are members of APEC, the export performances will be more favorable, comparing to the second case (both countries are not members of APEC). It is associated with the theory as well as the results of many previous studies about international trade. In fact, both countries being in the same organization will have some policies and particular benefits which other countries cannot achieve. It is the reason for the participation into some organizations, FTAs become a popular trend of countries in general and the Philippines in particular in the context of integration.

The variable for common language between Philippines and the Philippine partner (LANGij) has a positive coefficient, which shows the degree of impact on Philippines exports withsignificance below 10%. This result is perfectly suitable for both theoretical and practical aspects on previous studies of international trade. It means that when countries establish trade relations with each other and have the same language, the exchange of goods will be easier than thecountries withoutna common language. For Philippines, it is considered as a huge priority because the main language in Philippines is English - a global language. In the future, in order to promote the exports to the international market, the Philippines' government and organizations should make advantage of this strength.

Other variables including Philippines' population (POPit) and Exchange of Philippine Economic Development and its importer (EDISijt) have limited on the export turnover because of no significance of coefficients at 1%, 5% and 10% (Table 04).

Thus, there are many different factors influencing Philippine export turnovers. Basically, the results in this study are relatively relevant both theories and practices.

4. Conclusion

The result shows that the Philippines' export performances made many remarkable achievements in the 2000-2017 period. Export turnovers have increased over the years, some major goods gained a great position in the international market. However, for stronger integration, the Philippines' goods are facing some difficulties such as the quality of products, competitiveness, the ability to overcome non-tariff barriers like EU, US, etc. In the future, with the aim to develop the Philippines' exports, apart from promoting the positive factors which were analyzed in the gravity model (such as GDPIT, OPENIT, APECijt and LANGij), the Philippines' government should promulgate some appropriate policies such as investment, development of infrastructure, commercial development... to promote Philippine available advantages. Therefore, it needs to build a good foundation for economic growth, competitiveness, the increase of export value for the country.

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Summary

Bài viết sử dụng bộ số liệu mảng trong giai đoạn 2000 - 2017 nhằm phân tích thực trạng và làm rõ một số yếu tố ảnh hưởng đến xuất khẩu hàng hóa của Philippines bằng mô hình trọng lực hấp dẫn. Kết quả cho thấy các yếu tố bao gồm GDP của Philippines và quốc gia đối tác, dân số của quốc gia đối tác, độ mở nền kinh tế của Philippines và quốc gia đối tác, FDI vào Philippines, khoảng cách địa lý giữa Philippines và quốc gia đối tác, tỷ lệ lạm phát của Philippines, việc Philippines và quốc gia đối tác cùng là thành viên của APEC hay cùng sử dụng ngôn ngữ chung đều có ảnh hưởng đến xuất khẩu hàng hóa của Philippines.

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