

The faculty of FORE School of Management visited Vietnam (Ho Chi Minh City) in September 26-29, 2015 as part of its annual Faculty Development Programme (FDP). During the FDP, the FORE faculty members interacted with the faculty of the University of Economics and University of Economics and Law, Ho Chi Minh City and discussed various issues ranging from the Vietnamese economy to trade, travel and education. Prof. Nguyen Hoang Bao and Prof. Ho Ngoc Phuong from University of Economics, took sessions on Economic Environment of Vietnam and Business Opportunities in Vietnam respectively. They shared information and an objective view of state of affairs of economy and business in Vietnam. Prof. Nguyen Ngoc Dien and Prof. Nguyen ThiCanh from University of Economics and Law, deliberated through interactive sessions on State Organization in Vietnam and Vietnam economy under reform. The sessions were high on content and perspective. Deliberations in FDP generated lot of interest in Vietnamese business environment among the participants. CEOs of Indian origin from top MNCs in Vietnam, viz., Standard Chartered Bank, Prudential Finance, Kimberly Clarke and Mondelez International held a highly informative and inspiring session with the participants on potential and prospects of business in Vietnam.

The learning from fruitful interactive sessions in Vietnam of the FORE faculty has been expressed in the form of various articles on aspects ranging from Vietnamese finance, business, trade, marketing, innovation, online retail, culture, and corporate social responsibility in Vietnam. The book 'Vietnam: The Emerging Asian Star from a War-Stricken Nation' contains eleven articles by the FORE faculty. These articles are a fine integration of different perspectives on Vietnam.



## Contents

Foreword		vii
Introduction		ix
1.	Salient Features of the Law of Securities in Vietnam: With Specific Reference to Securities Offerings in the Vietnamese Capital Market Ambrish Gupta	1
2.	Financial System Reforms in Vietnam: A Perspective Kanhaiya Singh	16
3.	Evaluation of Equity Investment in Frontier Markets: A Case of Vietnam Himanshu Joshi	28
4.	Impact of Foreign Direct Investment on Total Factor Productivity in Vietnam Subhasis Bera	46
5.	Status of Women in Post-Revolution Viet Nam: The Battle for Parity Continues Sanghamitra Buddhapriya	60
6.	Creativity and Innovation in Vietnam: A Perspective Freda Swaminathan	75
7.	Xin ChaoAre You Ready for Business Negotiations!?  Anita Tripathy Lal	87
8.	A Study of Organized Retail Plus Opportunities and Challenges for Online Retail in Vietnam Asif Zameer	101

## vi Contents

9.	Corporate Social Disclosures and Reporting Practices	
	in Vietnamese Companies	113
	Shallini Taneja	
10.	Asian 'Brain Drain' to the United States: A Comparison of	
	Skill Quality of Indians, Chinese, Filipinos and Vietnamese	
	Versus Native Americans	123
	Basant Potnuru	
11.	Consumer Buying Trends in Emerging Economies: A Caselet	
	of Vietnam	147
	Anupam Narula	
Aut	hors' Profile	159