

Vietnam Readiness Checklist: A Self-Assessment

Is Your Business Truly Ready for Vietnam's Boom?

Vietnam offers immense opportunities—but only for those prepared to navigate its complexities. Test your readiness with our quick self-assessment:

Have you mapped all conditional investment sectors?

- Vietnam restricts foreign ownership in sectors like banking, healthcare, and media.
- Have you identified which sectors require joint ventures or special licenses?
- Are you aware of recent changes in the **2024 Investment Law** affecting your industry?

Do your contracts account for Vietnamese contract law nuances?

- Vietnamese law prioritizes formal written contracts, but enforcement can vary.
- Have you addressed **force majeure clauses**, dispute resolution (local courts vs. international arbitration), and compliance with **Decree 35/2021** on e-contracts?
- Are your agreements aligned with **Vietnamese labor and tax obligations**?

Is your leadership team trained in local stakeholder management?

- Success in Vietnam hinges on relationships (*guanxi* meets *phong thủy kinh doanh*).
- Does your team understand **hierarchical decision-making** and the role of government liaisons?
- Have you prepared for **longer negotiation cycles** and indirect communication styles?



VIET Transformation Advisors Co. Ltd.

Công Ty TNHH Có Vốn Chuyển Đổi VIỆT

📍 100 Đ. Nguyễn Thị Minh Khai

Phường 6 | Quận 3

Hồ Chí Minh | Vietnam

✉ contact@viet-ta.com

🌐 www.viet-ta.com

🔗 LinkedIn Profil