

## Comments and Discussions

TAKEUCHI, Johzen\*

In 1996, the government of the Netherlands committed an empirical survey on the small and medium enterprises (SMEs) in Thua Thien Hue province of central Vietnam. It was the first empirical and statistical survey on the subject in Vietnam. Mr. Tran Van Hoa was selected as one of the research leaders in the province and successfully organized local team to get sufficient data. He was later nominated to be one of the delegations to have his special presentation on the theme in the Netherlands. Some staffs of the School of Economics of Nagoya University managed to organize a joint research project on this matter and succeeded in getting a grant from JSPS. We tried to have a follow-up survey of the same enterprises they visited in 1996. It should be noted that some of his fact findings are so impressive as to identify actual conditions for Vietnamese rural industrialization after the 1990s. Some of the important findings of this paper are as follows:

First, the turn over ratio of SMEs was almost as high as 50% within six or seven years, and it shows the high vulnerability of these firms in the region.

Second, it is noteworthy that regional business world has high mobility among industrial sectors, and it means the initial conditions for their business set-up are not so tight as those in industrialized societies.

Third, despite of these insecure conditions, the paper succeeded in finding numerous "fast growing enterprises" in the region, and also their managerial conditions for the development.

This comment does not go into details about these distinguished points of the paper. Furthermore, it needs to have any critical comments. The paper is too modest to have some background comments on the statistical data. It does not introduce about economic and managerial conditions of the region. If it could have some instructions on them, the paper will be more appreciated by economists who are unfamiliar to modern societies of ASEAN countries. However, the paper is a short report of the author who was requested to complete in a very short tome, and the commenter sincerely appreciate his academic attitude to have gotten statistical and empirical data with a very limited conditions.

\*Professor, Nagoya University