Background/context

• Before 1986, Vietnam applied subsidized regime of socialism;

• After 1986, economic reforms implemented, market economy being introduced, being brought back;

• However, market in mountainous areas now is under developing, IP have a lot of troubles in consuming, commodity economy do not develop;

• Poor rate in mountainous areas is still high (about 70%);

• Becoming a member of WTO is also a challenge to mountainous people.
Topic: Indigenous people access to market
Research problem: Difficulties in access to market of people in Chi Lang district, Lang Son province
General objective:

To enhance capacity for local people to promote production and consumption.
Specific objectives:

1. To determine the sources and the uses of money income;

2. To provide information for local authorities as well as local people to promote production and consumption
   - To find out local specialties/products;
   - To study manners of producing and consuming;
   - To study needs for specialties products;
To determine the sources and the uses of money income

1. Identify kinds of products;
2. Total amount of products that local people sell;
3. Price of products;
4. Purposes of uses of money income: input for produce; consumption goods and others.
Purposes

Variable schemes

Find out local specialties that desired by consumers

1. Identify available products in local community;
2. Determine “hot” local specialties in market;
3. Local specialties that can be produced at large amount
Purposes

Study manners of producing and consuming specialties

Variable schemes

1. Current manners and technologies of producing;
2. Current quantity and quality of the specialties;
3. Local people who are producing and local production areas;
4. The way local people sell and buy products;
5. The way traders buy and sell local products;
6. Different levels between buying and selling prices;
7. Markets and consumers of specialties;
8. Place to exchange products/specialties;
9. Transportation;
10. Participation of local authorities in process of producing and consuming.
Purposes

Study needs for specialties/products

1. Identify current and future consumers;
2. Product quality that are required by consumers, quantity and price;
Thank you for your attention!