



Vinh Phuc Investment Forum Market Access Germany

Delegation of German Industry and Commerce in Vietnam



Delegierter der Deutschen
Wirtschaft in Vietnam
Delegate of German Industry
and Commerce in Vietnam

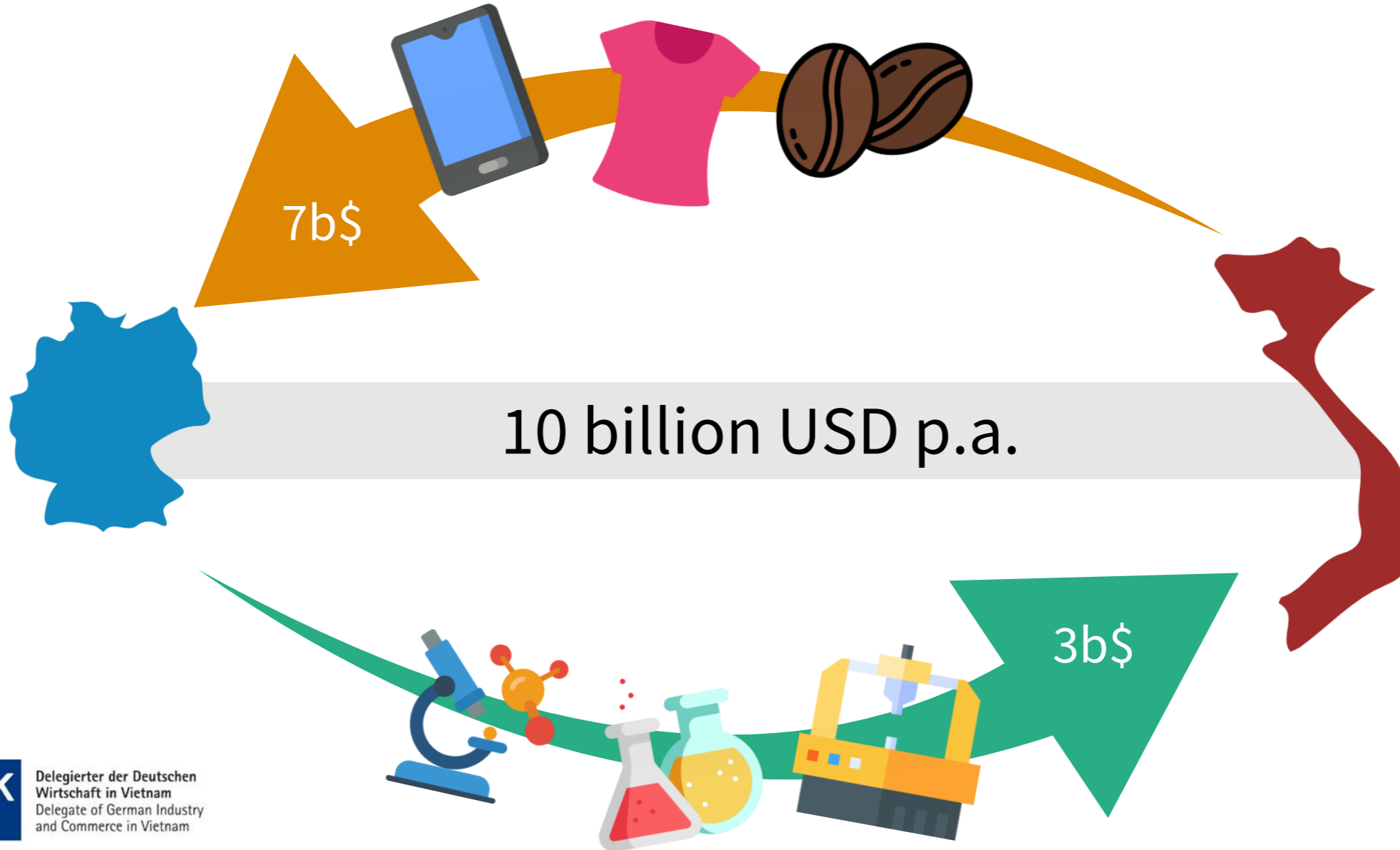


Supported by:

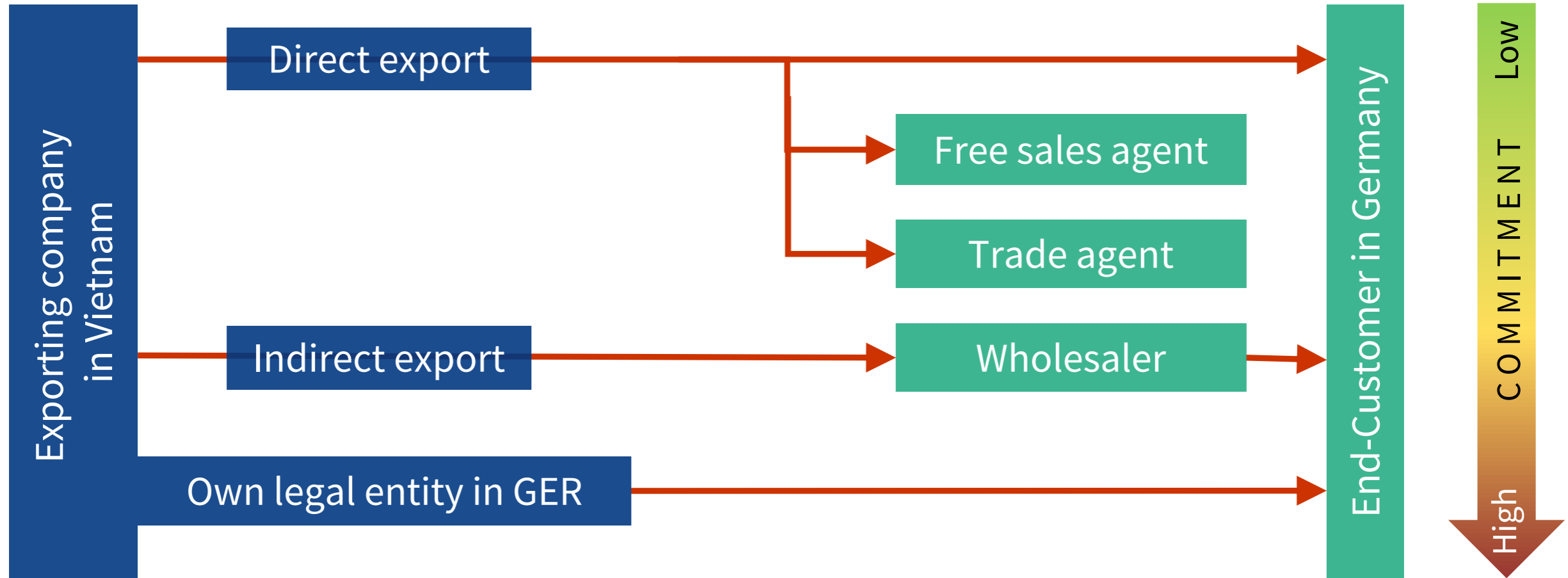


on the basis of a decision
by the German Bundestag

Trade between Germany and Vietnam



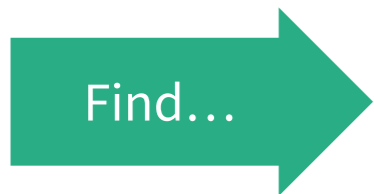
Distribution Channels



HOW TO SET UP SALES

Closing Deals

How to find a business partner...



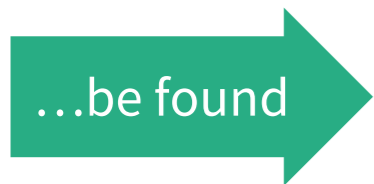
ixpos.de



wlw.de



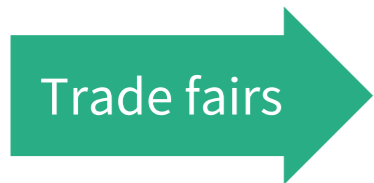
handelsvertreter.de



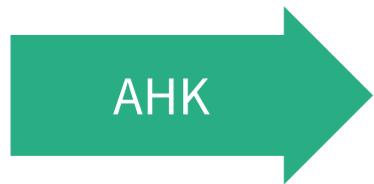
YellowPages.vn



bmeopen sourcing.com



auma.de/en



Vietnam.ahk.de

...and how to present yourself

Professional e-mail domain

Instead of this...

nhung@google.com.vn

...this!

nhung@nhung-llc.com.vn

Relevant website

In English

Modern design

Info on company, management, products

Updated landline phone numbers

(Tel): +84-4.629

Fax: +84-4.629



Vietnamese/German (Dis)Likes

Vietnam



Germany



Mode of communication

Whatsapp/cell phone

E-Mails/Phone

Get-together

Heavy drinking/KTV

Casual dinners/lunches

Requests

Outside working hrs: OK

Within working hrs: OK

Overnight stays

Invitation to private home

Hotel

Presents

Lavish dinners/valuables

Small presents


BEFORE YOU GO...

Vetting Business Partners

Why it is important... 

Most transactions are „small“ volume

Do not warrant legal dispute if default happens

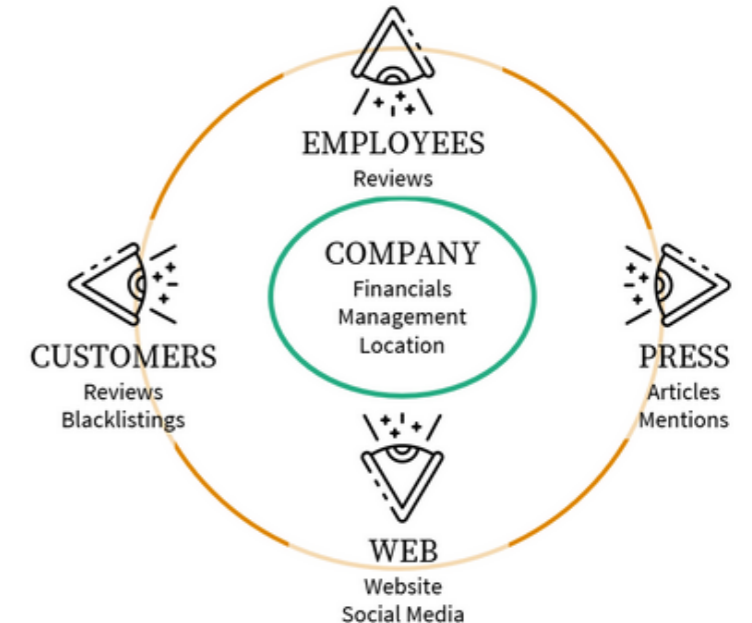
Worst Practice :

“(Our customer has) failed to pay invoices (...), appears to have gone into some form of administration – although we have yet to receive any formal communication from them on this despite repeated requests. (...) The actual amount outstanding is €16,086, which is a significant sum to a small consultancy like ourselves.””

This cases are rare BUT they happen often enough!

 ...and how you can vet German firms

Ideally, 360° View:



DIY Guide available soon @ ahk-knowledgehub-vn.com

or ask us under info@vietnam.ahk.de



At a minimum: Check your partner @ northdata.com



Knowledge Hub Vietnam



AHK Knowledge Hub Vietnam. It aims to provide companies trading with or investing in Vietnam with the necessary information for their activities. This service is brought to you by AHK Vietnam. If you'd like to know more, please visit our main homepage vietnam.ahk.de.

Current Topics

- > [Immigration X COVID-19](#)
- > [State of German investments in Vietnam 2020/21 \(blog\)](#)
- > [EU-Vietnam Free Trade Agreement](#)
 - >> [Guide to tariff elimination \(blog\)](#)
 - >> [Guide to rules of origin \(blog\)](#)

If you'd like to know more, check out these pages:
vietnam.ahk.de
ahk-knowledgehub-vn.com

We are wishing...
...lots of Success in Germany!

