

## A Joint Seminar with the Department of Geography

**Topic: Less than expected: The minor role of MNEs in upgrading domestic suppliers – the case of Vietnam**

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### ABSTRACT

This study draws on the backward spillover effects from the supplier perspective based on the Vietnam Enterprise Survey and our in-depth interviews with domestic suppliers. The overall analysis for Vietnam shows the positive impact of being a supplier to Multinational Enterprises (MNEs) on the TFP growth and technical progress. However, the finding at the regional level presents a different picture. In contrast to the overall result for Vietnam and the most dynamic region, the Southeast, our econometric finding for the Red River Delta (RRD) indicates that the TFP growth between suppliers and non-suppliers are not statistically different. Our in-depth interviews with domestic suppliers in the RRD detect that being a supplier is one mode to enhance business performance, but this mode does not always work. Indeed, effects of MNEs on domestic suppliers in the RRD are much more indirect and limited due to their weak technological and absorptive capabilities.

### SPEAKER:

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[Javier Revilla Diez](#)

Professor of  
Human Geography  
Institute of Geography  
University of Cologne

### CHAIR:

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[Dr Godfrey Yeung](#)

Department of Geography  
National University of Singapore

### DATE:

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Friday, 23 Feb 2018

### TIME:

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3:30pm – 5:00pm

### VENUE:

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Earth Lab #02-03  
Department of Geography  
Block AS2, Level 2  
5 Arts Link  
Singapore 117570



# Javier Revilla Diez

Revilla Diez is a Visiting Research Fellow at ISEAS Yusof Ishak Institute and Chair in Human Geography at the Institute of Geography at the University of Cologne. He was appointed within the framework of the key profile area “Socio-economic, Cultural, and Political Transformations in the Global South” at the University of Cologne, supported by the German Excellence Initiative.

After his PhD on the economic and regional transformation processes in Vietnam he focused on knowledge based regional development (especially regional innovation systems), and vulnerability research in Europe and Asia.

Recently he worked on regional growth in the Greater Pearl River Delta (China), on economic restructuring and responses to crisis in rural Vietnam/Thailand, natural risks and firm adaptation in Thailand and Indonesia, and the role of gateway cities as functional nodes in global production networks

(Singapore’s role in the oil and gas sector for regional development across South East Asia). His research publications have appeared in, among others, *World Development*, *Regional Studies*, *Environment and Planning A*, *Technovation*, *European Planning Studies*, *International Regional Science Review*, *Papers in Regional Science*, *Natural Hazards*, and *Applied Geography*