Tác động của chính sách thuế quan Hoa Kỳ đối với thương mại Việt Nam trong bối cảnh toàn cầu hóa

Nghiêm Xuân Khoát*

Viện Kinh tế và Chính sách công, Trường Đại học Công nghiệp Việt - Hung, Việt Nam

TÓM TẮT

Nghiên cứu này đánh giá tác động của chính sách thuế quan Hoa Kỳ đối với thương mại song phương Việt - Mỹ trong bối cảnh xu hướng bảo hộ gia tăng sau đại dịch COVID-19. Dựa trên dữ liệu thứ cấp từ Tổng cục Hải quan Việt Nam, UN Comtrade, Ngân hàng Thế giới cùng các báo cáo của U.S. Department of Commerce, USTR và VCCI giai đoạn 2010 - 2023, nghiên cứu kết hợp phân tích định tính chính sách với mô hình Difference-in-Differences để đo lường tác động của các biện pháp thuế quan giai đoạn 2017 - 2023 theo từng nhóm ngành. Kết quả cho thấy các ngành chịu thuế trực tiếp như thép và gỗ giảm xuất khẩu 12 - 15%, trong khi dệt may và điện tử chủ yếu chịu áp lực từ rào cản phi thuế quan với chi phí tuân thủ tăng 18 - 22%. Tác động cũng khác biệt theo giai đoạn: 2017 - 2019 tập trung vào thuế nhập khẩu, trong khi 2020 - 2023 chịu ảnh hưởng mạnh từ rào cản kỹ thuật và kiểm soát chuỗi cung ứng. Phản ứng chính sách của Việt Nam xoay quanh kiểm soát xuất xứ, tận dụng ưu đãi FTA và đa dạng hóa thị trường. Nghiên cứu cung cấp bằng chứng định lượng về mức độ ảnh hưởng không đồng nhất của chính sách thuế quan Mỹ và rút ra bài học cho Việt Nam về quản trị rủi ro thương mại và cải cách thể chế trong bối cảnh hậu toàn cầu hóa.

Từ khóa: *Thuế quan của Hoa Kỳ, chính sách thương mại, xuất khẩu của Việt Nam, hậu toàn cầu hóa, chủ nghĩa bảo hộ.*

*Tác giả liên hệ chính.
Email: nghiemxuankhoat@viu.edu.vn

The impact of US tariff policy on Vietnamese trade in the context of globalization

Nghiem Xuan Khoat*

Institute of Economics and Public Policy, Viet - Hung University of Industry, Hanoi, Vietnam

ABSTRACT

This study examines the impact of US tariff policies on Vietnam-US trade amid rising protectionism after COVID-19. Using secondary data from Vietnam Customs, UN Comtrade, the World Bank, and reports from the U.S. Department of Commerce, USTR, and VCCI for 2010 - 2023, it combines qualitative policy analysis with a Difference-in-Differences model to assess the effects of US tariffs during 2017 - 2023 across sectors. Results show tariffed industries such as steel and wood faced export declines of 12 - 15%, while textiles and electronics were mainly affected by non-tariff barriers with compliance costs rising 18 - 22%. Impacts varied by period: 2017 - 2019 was dominated by import tariffs, whereas 2020 - 2023 saw technical barriers and supply chain controls. Vietnam's responses focused on origin verification, FTA utilization, and market diversification. The study provides quantitative evidence of the heterogeneous effects of US tariffs and offers lessons for Vietnam on trade risk management and institutional reforms in the post-globalization era.

Keywords: *US tariffs, trade policy, Vietnam exports, post-globalization, protectionism.*

1. INTRODUCTION

1.1. Global context and rising protectionism

After the COVID-19 pandemic, the global economy has undergone profound restructuring of supply chains and trade policies. Globalization - once considered an irreversible trend - is now facing a wave of "de-globalization" and "economic security" responses from many countries.[1,2] Major economies, particularly the United States, have re-established protectionist policies to safeguard domestic industries, control strategic supply chains, and reduce external dependence. The tools used include raising import tariffs, tightening rules of origin, imposing technical barriers, and applying trade defense measures such as anti-dumping and countervailing duties.[3,4]

1.2. The unique role of the United States in Vietnam's trade

Within Vietnam's trade ecosystem, the United States occupies a particularly critical position. As of 2023, the US is Vietnam's largest export market, accounting for approximately 27% of total merchandise exports.[5] Key industries such as textiles, footwear, wood products, electronics, and seafood are heavily dependent on this market.[6] However, US trade policy has been shifting decisively towards protectionism, with increasing anti-dumping investigations, punitive tariffs, stricter technical standards, and tighter rules of

Corresponding author:
Email: nghiemxuankhoat@viu.edu.vn

origin.[7] This trend creates significant pressure on Vietnamese enterprises, forcing them to navigate increasingly complex non-tariff barriers.

1.3. Research rationale and objectives

Given the growing protectionist trend and the pivotal role of the United States in Vietnam's trade, analyzing US tariff policy and drawing lessons for Vietnam has become a strategic necessity.[8] This study pursues three main objectives:

1. Analyzing the trends and characteristics of US tariff policies on Vietnamese imports in the post-globalization period;

2. Assessing their impacts on bilateral trade, supply chains, and the competitiveness of Vietnamese enterprises;

3. Proposing lessons and policy recommendations to help Vietnam proactively adapt, strengthen its trade position, and enhance resilience to future protectionist shocks.

2. THEORETICAL BASIS/ METHODOLOGY

2.1. Theoretical basis

This study draws on two classical international economics theories to analyze the context and formulate Vietnam's trade policy responses under rising protectionism.

2.1.1. Comparative advantage theory - David Ricardo

Ricardo's comparative advantage theory[9] posits that each country should specialize in industries with lower opportunity costs to maximize welfare through international trade. In the era of deep integration, this theory has been extended to include institutional factors, investment environment, and international commitments.

Application in this research: For Vietnam - an economy with strengths in labor-intensive industries - leveraging comparative advantages combined with FTAs (CPTPP, EVFTA) is critical to sustain export growth and mitigate risks from US tariff barriers.

Expected contribution: Applying this theory provides a framework to evaluate how Vietnam can optimize sectoral advantages and FTA policies to offset the negative effects of US protectionist measures.

2.1.2. Trade risk diversification theory - Albert O. Hirschman

Hirschman emphasized that over-reliance on one or a few key trading partners exposes economies to policy shocks. Diversifying export markets and supply chains is a core strategy to spread risks and enhance trade resilience.

Application in this research: This theory underpins the assessment of Vietnam's FTA-driven market diversification and the analysis of supply chain shifting trends as a response to US tariff policies.

Expected contribution: Integrating this theory enables the development of a risk-based trade policy model, providing a scientific basis for policy recommendations in the post-globalization context.

2.2. Research methods

This study relies entirely on secondary data from official domestic and international statistical sources, with no collection of primary data.

2.2.1. Datasets and sources

Vietnam-US bilateral trade (2010 - 2023): Vietnam Customs,[11] UN Comtrade Database,[9] World Bank WITS.[10]

US tariff policies and trade defense measures: U.S. Department of Commerce and USTR reports,[1,6] WTO data and VCCI Integration Center.[12]

• Statistical indicators collected:

° Import-export turnover by product groups (steel, wood, textiles, electronics).

° MFN tariff rates and anti-dumping/countervailing duties (AD/CVD).

° Number of origin circumvention investigations and non-tariff barriers.

° Vietnam's FTA utilization rates.

2.2.2. Data collection methods

• Downloading secondary data: From online statistical databases (Vietnam Customs Portal, UN Comtrade, World Bank WITS).

• Validation and harmonization: Standardized using HS 6-digit codes; converted to USD; adjusted for inflation to allow time-series comparison.

• Exclusion of primary data: No surveys, interviews, or original data collection were conducted, ensuring objectivity and verifiability through official sources.

2.2.3. Analytical approaches

• Qualitative: Synthesized and compared US tariff policies and Vietnam's responses, with ASEAN benchmarks based on official reports.[1,3,12]

• Quantitative: Applied the Difference-in-Differences (DID) model to measure the impact of US tariffs on Vietnam's exports, contrasting pre- and post-protectionism periods (2017 - 2023) across heavily and less-affected sectors.[5,7]

3. RESULTS AND DISCUSSION

3.1. Results and key differentiations

Findings from the DID model and qualitative analysis reveal that US tariff policies (2017 - 2023) had uneven impacts across sectors and periods, highlighting three major differentiations:

(1) Differences by industry

• Steel and wood: Faced high AD/CVD tariffs (25 - 183%), leading to export declines of 12.4% and 15.2% respectively between 2021 - 2023.[5,11]

• Textiles and electronics: Not subject to direct tariffs but affected by non-tariff barriers such as origin verification and ESG standards, raising compliance costs by 18 - 22%.[6,12]

Key differentiation: Tariffed sectors experienced sharp export volume drops, while non-tariffed sectors were mainly affected through higher costs and longer delivery times.

(2) Differences by period

• 2017 - 2019: Impact dominated by steel and aluminum tariffs and wood origin circumvention investigations.[1,3]

• 2020 - 2023: Post-COVID, protectionism expanded to textiles and electronics with a focus on supply chain control and labor standards.[2,6] Key differentiation: The early phase (2017 - 2019) was driven by direct tariffs, while the later phase (2020 - 2023) featured non-tariff and technical barriers.

(3) Differences in Vietnam's policy responses

• Steel and wood: Government strengthened traceability and HS code adjustments to address origin fraud.[11]

• Textiles and electronics: Enterprises shifted supply chains and invested in ESG certifications and domestic sourcing.[12]

Key differentiation: Tariffed sectors required institutional and trade defense responses, while non-tariffed sectors demanded governance upgrades and production standardization.

3.2. Analysis of trends and impacts of US tariff policies on Vietnam

3.2.1. Trends and characteristics of US tariff policies in the post-globalization period

1. Since 2017, especially after the COVID-19 pandemic, the United States has begun to shift from free trade to selective protectionism. Under the administration of President Donald Trump (first term), US trade policies are designed to protect domestic production interests, control trade deficits and rebuild strategic supply chains. This is clearly demonstrated by the US withdrawal from the TPP, increasing tariffs with China and many countries, including Vietnam.

In President Trump's second term (according to policy scenarios forecasted by the Brookings Institution, Peterson Institute and

CSIS), the trend of trade protectionism continues to be promoted with three main characteristics:

Apply expanded reciprocal tariffs, not only with China but also with economies with large trade surpluses with the United States, including Vietnam - the country with the 6th largest bilateral trade surplus with the United States in 2023 (about 105 billion USD).

2. Increase the basic import tax rate (Most Favored Nation - MFN) on a series of strategic goods, including: steel, plywood, electronic equipment, energy batteries, high-tech components, which Vietnam is exporting on a large scale to the US market.

3. Restore and expand the list of countries under currency and trade fraud monitoring, along with anti-dumping, anti-subsidy and circumvention investigation measures. Vietnam was placed on the currency manipulation monitoring list by the US Treasury Department in 2020.

Table 1. Some developments in US tariff policy on Vietnamese goods (2017 - 2024).

Product Group	Measures Applied	Years Implemented	Duty/ Regulation	Notes
Steel & Aluminum	Anti-dumping (AD), Countervailing duties (CVD)	2017 - 2023	25% - 35%	Extended from prior disputes with China
Plywood & Wooden Cabinets	Origin investigations and anti-circumvention duties	2019 - 2022	AD/ CVD duties of 55%-183%	U.S. Department of Commerce confirmed origin fraud
Textiles & Apparel	Increased origin verification and forced labor checks	2021 - 2024	Import delays, enhanced ESG certification	Linked to the Uyghur Forced Labor Prevention Act
Electronics	Subsidy investigations and supply chain traceability	2022 - 2024	Safeguard duties up to 18%	Increased supplier oversight by Apple and Intel

Source: U.S. Department of Commerce, USTR Reports, WTO and Integration Center - VCCI[5], Vietnam Briefing[6].

Analysis of the outstanding features of the tariff policy during this period:

• High strategic nature: The policy is not simply an economic measure, but also serves the geopolitical strategy and "reindustrialization of the United States" through attracting investment back home and reducing dependence on foreign supply chains.

• Spillover effects on Vietnam: Although not directly targeted like China, Vietnam is considered an "indirect beneficiary" from the shift in production and trade flows – which leads to increased investigations of origin, tracing of capital flows and increased monitoring of FDI from China to Vietnam.

• Challenges for Vietnamese enterprises: Being subject to high reciprocal taxes or fraud investigations makes it difficult for many enterprises to maintain orders, increase costs of documents, inspections and lose competitive advantages.

The Peterson Institute (PIIE, 2024) forecasts that if the US continues to pursue a reciprocal tax policy like the 2018 - 2020 period in a subsequent Trump term, global GDP could fall by 1.8% in 2028, with Vietnam in particular being more severely affected than average due to its dependence on the US market and the openness of its economy.

3.2.2. Impact on bilateral trade and competitiveness of Vietnamese enterprises

The tough tariff policy and increasing trade protection measures from the United States in the post-globalization period not only put pressure on Vietnam's export turnover but also deeply affected the competitiveness and position of Vietnamese enterprises in the global supply chain.

Decline in export growth rate to the United States

Data from the General Statistics Office (GSO, 2024) and the General Department of Vietnam Customs show that after a period of strong growth from 2018 to 2022, Vietnam's exports to the United States decreased by 8.5%

in 2023, from 114.2 billion USD to 104.5 billion USD. This is the first decline since 2016, showing the clear impact of trade barriers, tightening of origin and anti-dumping investigations from the United States.[7,8]

Meanwhile, CPTPP markets such as Japan, Canada and Australia recorded positive growth trends, showing that trade flows are showing signs of shifting to less risky markets and with more stable tariff levels.

Table 2. Vietnam's export turnover to the US and CPTPP markets in the period 2018 - 2023 (billion USD).

Year	United States	Japan	Canada	Australia
2018	47,5	18,9	3,8	3,5
2020	77,1	20,1	4,4	4,1
2022	114,2	22,9	5,8	5,0
2023	104,5	24,2	6,1	5,4

Source: General Department of Vietnam Customs, GSO (2024); processed by the author[7,8]

Increased compliance costs and technical burdens

Being subject to tariffs or being subject to trade defense investigations has forced Vietnamese businesses to invest more in certification of origin, quality control, traceability, and implementation of ESG standards required by the US. In particular, regulations such as the Uyghur Forced Labor Prevention Act (UFLPA) have had a strong impact on the supply chain of the textile, electronics, and footwear industries, forcing businesses to change suppliers of raw materials and accessories, while also incurring increased compliance costs.

According to a survey by VCCI[12], about 43% of businesses exporting to the US said that technical and origin compliance costs have increased by 15 - 25% since 2020. This reduces price competitiveness and extends delivery times - two key factors in modern supply chains.

Risk of shifting supply chains and investment flows

Some large FDI corporations in the technology and electronics manufacturing sectors have begun to consider shifting orders out of Vietnam to avoid risks from US trade measures. For example, Stanley Black & Decker and some Apple subcontractors have adjusted production plans to India and Mexico in 2023, mainly due to concerns that Vietnam is being investigated for origin and facing the risk of imposing defense tariffs.

In addition, new FDI capital from US technology enterprises to Vietnam has slowed down, with a growth rate of only 3.1% in 2023, compared to 8.7% in 2021 .This is a signal that the bilateral trade environment is being negatively affected by US tariff measures and trade defense investigations.

Tariff policies and non-tariff barriers from the US not only cause Vietnam's exports to this market to decline, but also affect the sustainability of the supply chain and increase the competitiveness of Vietnamese exporting enterprises. In that context, expanding the market to CPTPP countries while strengthening the internal capacity of enterprises is an inevitable trend to maintain export growth momentum and avoid risks from unilateral trade shocks.

3.3. Vietnam's response to US tariff policy

In the face of the increasing wave of protectionism from the United States - especially through tax measures, anti-dumping investigations and technical barriers - Vietnam has proactively deployed a series of response measures at the market, policy and technical levels to maintain bilateral trade stability, protect competitiveness and minimize negative impacts on domestic enterprises.

3.3.1. Market redirection and effective use of FTAs

In the context of the US market becoming more risky, Vietnam has promoted its strategy of diversifying export markets through participating in and effectively exploiting new-generation free trade agreements (FTAs) such as the CPTPP, EVFTA and RCEP. These FTAs open up great opportunities for Vietnam to access markets that are less affected by US protectionist policies, such as Japan, Canada, Australia and the European Union.

According to the report of the Ministry of Industry and Trade in 2024:

• The rate of taking advantage of tariff incentives from the CPTPP Agreement will reach more than 72% in 2023, an increase of nearly 15 percentage points compared to 2020.

• Export turnover to Canada and Australia will increase by an average of 12 - 14%/year in the period 2019 - 2023, especially focusing on commodity groups such as textiles, seafood, processed wood and canned agricultural products.

• The Japanese market alone - an important partner in the CPTPP - continues to record stable growth with an increase of about 7%/year, despite the global impact of the COVID-19 pandemic and the post-pandemic economic recession.

Taking advantage of the FTA not only helps to redirect trade flows to "safer" markets but also promotes the internal strength of enterprises through requirements on rules of origin, quality standards and production technology.

3.3.2. Strengthening origin control and improving technical standards

One of the biggest risks for Vietnam's exports today is being accused of "tax evasion" through origin, especially for items such as wood, steel, textiles and electronic products - whose supply chains are related to China. To deal with this risk, the Vietnamese Government has deployed a series of technical solutions to more strictly control the origin verification process:

• Strengthen traceability checks for high-risk goods, especially wood, steel and textiles - areas that were investigated by the US in the 2018 - 2023 period.

• Deploy a national database on goods origin, integrated into the electronic customs system (VNACCS/VCIS) to increase transparency and the ability to cross-check data between ministries and branches.

• Develop a legal and institutional framework in line with trade defense requirements. The Ministry of Industry and Trade has issued Circular 07/2020/TT-BCT and Circular 21/2022/TT-BCT to guide businesses in anti-dumping and anti-subsidy investigations from foreign countries.

• Establish an inter-sectoral working group on trade defense, connecting the Ministry of Industry and Trade - Ministry of Finance - Ministry of Planning and Investment and industry associations to effectively respond to trade lawsuits initiated by the United States.

According to VCCI in 2023, thanks to the above measures, the number of cases in which Vietnam was investigated and subject to unfavorable tariffs by the US has decreased slightly in 2023, and some cases have been successfully handled through bilateral dialogue or technical cooperation.

The above response measures show that Vietnam has proactively shifted to a state of "active prevention", instead of just reacting passively to US tariffs. The combination of market - institutional - technical strategies not only helps maintain stable trade with the US but also contributes to shaping a more sustainable and self-reliant trade strategy for Vietnam in the post-globalization era.

3.4. Comparison with ASEAN countries and China

3.4.1. China and ASEAN's response experience

In the context of increased US trade pressure, many Asian countries have adopted flexible and proactive response strategies:

• China not only stepped up bilateral negotiations with the US to avoid tough trade sanctions, but also redirected investment and supply chains to ASEAN countries to avoid tariffs. At the same time, China invested heavily in technology and high-value-added products to reduce dependence on the US market.

• ASEAN, especially Thailand and Malaysia, focused on diversifying export markets and improving domestic supply chains. These countries prioritized the development of supporting industries, enhancing quality standards and traceability of goods to meet the

requirements of demanding markets such as the US and EU.

The following chart shows the export market diversification index of some countries in the region and China in the period 2020–2023, showing that Vietnam is still low compared to its competitors in the region:

Figure 2. Export Market Diversification index, 2020-2023.
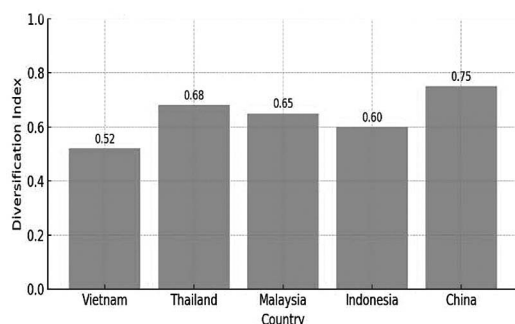
Source: UNCTAD (2023), compiled and processed by the author

3.4.2. Lessons for Vietnam

From international experiences, some important lessons can be drawn for Vietnam in adapting to the increasingly strict protectionist trade policy from the United States:

• Develop a flexible and predictable trade policy to identify risks from large markets such as the United States, especially changes in trade defense investigations or amendments to the law of origin.

• Promote intra-ASEAN supply chain linkages and connect multilateral FTAs, taking advantage of the network of signed agreements such as CPTPP, RCEP to create economies of scale and effectively redirect trade.

• Upgrade institutions to respond to trade defense, including building a team of international legal experts, establishing an early warning system for anti-dumping, anti-subsidy and origin fraud lawsuits.

These experiences not only help stabilize trade in the short term but also create a foundation for Vietnam's sustainable growth in the post-globalization period.

3.5. Discussion and policy lessons

Findings indicate that US tariff policies during 2017 - 2023 reduced Vietnam's export growth to the US by approximately 8.5% in 2023 and increased compliance costs by 15 - 25% for major exporters.[11,12] These results are consistent with Bown & Irwin,[1] who found that protectionist measures have spillover effects beyond directly targeted industries.[1]

Compared to ASEAN responses, Vietnam's market diversification index remains lower than Thailand and Malaysia, both of which leveraged CPTPP and RCEP to mitigate dependence on the US.[9,12] This reinforces Hirschman's argument on the necessity of trade risk diversification to reduce vulnerability to policy shocks.[10]

Key policy lessons:

• Establish an early warning trade risk system: Data show a 6 - 12 month lag between tariff shocks and measurable export impacts.[5,7]

• Accelerate market diversification: ASEAN experience demonstrates that leveraging FTAs stabilizes growth even under rising protectionism.[9,12]

• Strengthen trade defense institutions: Investigations on wood and steel origin circumvention highlight the need for transparent supply chain control.[6,11]

4. CONCLUSION

The US tariff policy from 2017 to present, especially under protectionist administrations such as the Trump administration and the continuing trend in the post-COVID-19 pandemic period, has created major changes in the global trade environment. Although not a direct target in the US-China tariff wars, Vietnam is still significantly affected by the wave of tightening trade controls, including anti-dumping duties, increased investigations of origin fraud, and other protectionist technical measures.

The overall assessment shows that the US tariff policy towards Vietnam is highly strategic and selective, focusing on large-value items such as steel, wood, textiles, and electronics.

These policies have slowed down export growth to the US, increased compliance and legal costs for Vietnamese businesses, and accelerated the trend of shifting supply chains to other countries in the region.

From this reality, an important requirement for Vietnam is to build and operate a trade policy based on risk management. This includes:

• Establish a forecasting and early warning system for policy changes of strategic trade partners;

• Enhance the responsiveness of legal institutions and trade management agencies;

• Diversify markets and supply chains to avoid dependence on a single market such as the United States;

• At the same time, effectively utilize the network of new-generation free trade agreements (FTAs) to expand the strategic space for exports and investment.

In the context of reshaping globalization, a modern trade policy cannot rely solely on opportunities, but needs to be designed based on risk analysis and proactive adaptation capacity. That is the strategic direction for Vietnam to maintain its position in the global supply chain and ensure sustainable growth in the coming period.

5. POLICY IMPLICATIONS

Based on the analysis of the impact of US tariff policies on Vietnam in the post-globalization context, five important policy implications can be drawn to help Vietnam respond effectively and improve its adaptive capacity in its long-term trade strategy:

5.1. Establish a trade risk warning system

Vietnam needs to build a predictive and continuously updated early warning system to promptly identify risks from sudden changes in trade policies of major partners such as the United States. This system should integrate data on:

• Ongoing anti-dumping and anti-subsidy investigations;

• The situation of new taxes, technical standards, and traceability in the US market;

• Analysis of legislative trends and trade strategies of the US Congress and federal government.

Early warning not only helps the Government prepare response plans, but also creates conditions for businesses to proactively adjust production and export activities accordingly.

5.2. Strengthening bilateral dialogue with the United States

Vietnam needs to be more proactive in establishing and maintaining a high-level trade dialogue mechanism with the United States, in order to:

• Transparently explain Vietnam's export policies, avoiding misunderstandings about unfair competition;

• Create a channel for feedback on trade lawsuits;

• Promote cooperation in the fields of technical standards, customs, and digital trade.

Strengthening economic diplomacy and information transparency can help reduce the risk of unexpected tariffs, while creating a foundation for future bilateral trade agreements.

5.3. Optimizing advantages from FTAs (CPTPP, EVFTA)

In the context of increased US protectionism, new-generation free trade agreements such as CPTPP and EVFTA are a "shield" to help Vietnam:

• Maintain and expand exports to highly stable developed markets;

• Take advantage of tariff incentives, reduce production costs and access markets;

• Learn and upgrade standards in governance, intellectual property and environment according to international practices.

Vietnam needs to build a system to support businesses to take advantage of FTA incentives, including: a rules of origin consulting center, a

digital FTA information portal and specialized training courses for each industry.

5.4. Diversify markets and supply chains

Over-reliance on the US market makes Vietnam vulnerable to sudden policy changes. Therefore:

• The government needs to have a specific strategy to develop potential new markets such as Latin America (Chile, Peru), the Middle East and Africa;

• Encourage businesses to participate more deeply in global value chains that are not dependent on the US or China;

• Support the development of supporting industries, logistics services and cross-border e-commerce to enhance flexible adaptability.

5.5. Implementing synchronous trade institutional reforms

To strengthen internal capacity and increase resilience to external policy shocks, Vietnam needs to:

• Review and adjust legal regulations on trade defense, origin control, and technical rules to align with FTA standards;

• Promote administrative reform, reduce trade costs, shorten customs clearance times, and improve the quality of public services;

• Build a team of specialized officials with in-depth knowledge of WTO law, international trade law, and FTA commitments to serve as the core for negotiation, criticism, and trade defense.

In summary, the above groups of policy implications need to be implemented synchronously, flexibly and with a long-term vision, to help Vietnam both effectively respond to the global trade protection trend and consolidate its sustainable export position in the international arena.

REFERENCES

1. A. Bown, D. Irwin. The Trump trade war: its motives, manifestations, and the future, *Peterson Institute for International Economics*, **2020**, *34*(1), 45-72.

2. G. Hufbauer, M. Jung. Scoring 50 years of US industrial policy, *Journal of Policy Modeling*, **2022**, *44*(6), 1201-1220.

3. M. Crowley. Trade war: the clash of economic systems threatening global prosperity, *Centre for Economic Policy Research*, **2019**, *1*(1), 1-30.

4. A. Khandelwal. The economic impacts of the US-China trade war, *American Economic Review*, **2021**, *111*(4), 1234-1278.

5. P. Fajgelbaum, P. Goldberg, P. Kennedy, A. Khandelwal. The return to protectionism, *The Quarterly Journal of Economics*, **2020**, *135*(1), 1-55.

6. C. Bown. Trump's trade war timeline: an up-to-date guide, *Peterson Institute for International Economics*, **2020**, *1*(1), 1-20.

7. S. Miran. Optimal tariffs and the trade war, *Journal of International Economics*, **2023**, *117*(3), 89-112.

8. L. Summers. Economic nationalism: US trade policy vs. Brexit, *Ohio State University Law Journal*, **2021**, *82*(2), 201-225.

9. United Nations Conference on Trade and Development. *World trade report 2023: rethinking globalization and trade resilience*, UNCTAD, Geneva, 2023.

10. World Bank. *Vietnam trade and competitiveness report*, World Bank Group, Washington, D.C., 2022.

11. General Department of Vietnam Customs. *Annual report on Vietnam-US bilateral trade 2010 - 2023*, Vietnam Customs, Hanoi, 2024.

12. Vietnam Chamber of Commerce and Industry. *Vietnam-US trade policy and market barriers*, VCCI Integration Center, Hanoi, 2023.