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National Pingtung University of Science and Technology

碩士學位論文  
Master's Thesis

越南昆嵩省小農商業化之決定因素與影響  
Determinants and Impact of Commercialization of Smallholder  
Farmers in Kon Tum Province, Vietnam

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中華民國 103 年 5 月 31 日

May 31, 2014

## 摘 要

學號：M10122021

論文名稱：越南昆嵩省小農商業化之決定因素與影響

總頁數：100頁

學校名稱：國立屏東科技大學 系(所)別：熱帶農業暨國際合作系

畢業時間及論文別：102學年度第2學期碩士學位論文摘要

研究生：阮氏柔 指導教授：鍾惠雯 博士

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論文摘要內容：

包括越南在內的許多開發中國家，近年來政策焦點均在於將自給導向的生產系統轉變為市場導向的生產系統，以提高小農的收入並減少農村貧窮。如今農民們多已走向商業化農業，但其因素、進展以及此現象的影響仍有待釐清。因此，本研究選取以農業為基礎的昆嵩省作為研究個案。

本研究主要目的為分析小農的社會人口特性因素、市場參與的現況程度與收益或風險。透過描述性統計與計量經濟方法，本研究分析了從 Dak Ha 和 Sa Thay 中的三個社區經結構化問卷調查 334 個農戶樣本所收集到的資料。

描述性結果顯示，研究地區所有農民的商業化程度都很高，即使是低收入的農民亦如此，其原因可能與他們需要現金購買食物及其他消費有關。迴歸分析結果也顯示，性別、年齡、家庭勞動力、市場距離、農場投入要素、生產水準(產值)與持有的總土地面積等因素，對於產出市場參與之決策具有重大影響。此外，從普通最小平方法(OLS)的估計結果發現，性別、生產水準(產值)及農場投入要素為商業化程度的關鍵因素。最後，單因子變異數分析結果則顯示，高度商業化的農戶享有較好的福利(可由教育、醫療、食品、衣服和鞋子等各方面花費來呈現)。這意味著商業化程度較高時將增加居民消費水準。因此，若能加強提供更好的支援服務，並努力提高農民可獲取之技術和資產，將可促進農民與市場做更好的整合。

**關鍵字：**越南，昆嵩省，商業化農業，小農，福利

## ABSTRACT

Student ID: M10122021

Title of Thesis: Determinants and Impact of Commercialization of Smallholder Farmers in Kon Tum Province, Vietnam

Total Page: 100

Name of Institute: Department of Tropical Agriculture and International Cooperation, National Pingtung University of Science of Technology

Graduate Date: May 31, 2014

Degree Conferred: Master

Name of Student: Nguyen, Thi Ngoc Loi

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The Content of Abstract in This Thesis

Transforming the subsistence-oriented production system into a market-oriented production system as a way to increasing the smallholder farmer's income and thus its welfare outcomes, and reducing rural poverty, has been in the policy spotlight of many developing countries, including Vietnam, for some time now. Nowadays, many farmers have moved towards commercial agriculture, but the factors, progress, and impact of this phenomenon remain unclear. This study, therefore, targets an agricultural based area, Kon Tum Province, as a case study.

The main objective is to analyze the socio-demographic determinants, current levels, and the benefits or risks of market participation of smallholder farmers.

Descriptive, statistical and econometric methods were employed to analyze the data collected from a sample of 334 households using structured household questionnaires from three communes in Dak Ha and Sa Thay districts.

Descriptive findings indicated that the level of commercialization in the study area is very high for all farmers. The reason it is high even for the lower income farmers is linked to their need for cash more to purchase food as the other consumptions. The findings from the Logit regression analysis showed that gender, age, family labor, distance to nearest market, farm inputs, production level (in terms of value) and total landholding size played a significant role in output market participation decision. Moreover, the findings from Ordinal Least Square (OLS) estimations found that gender, agricultural production (in term of value), and farm inputs were the key determinants of the degree of commercialization. Finally, findings from one way ANOVA analysis indicated that farm households with high degree of commercialization enjoyed better welfare outcomes (represented by expenditure on education, health, food, clothes and shoes). Therefore, the results showed farmers can be better integrated with the market if better support services are provided and efforts to enhance farmers' access to technology and assets are strengthened.

**Key words:** Vietnam, Kon Tum province, commercial agriculture, smallholder farmers, welfare outcome

## ACKNOWLEDGEMENTS

This study is the result of a long journey with challenges of capacity, endurance and family life. The study might not have been completed without the assistance, support and encouragement I received from others who I am grateful to and indeed remain indebted to.

I greatly thank National Pingtung University of Science and Technology (NPUST) for providing me financial assistance to pursue Master's Degree in this renowned institute. I also thank Campus of Danang University in Kon Tum and Danang University, Vietnam, for giving me opportunities to study in Taiwan. I also would like to express my sincere thanks to all farmers and staff in Dak Ha and Sa Thay Districts, who contributed valuable information to my study.

I would like especially to express my appreciation and deep gratitude for the guidance, support and motivation of Dr. Wen-I Chang, my advisor. Her kind-full guidance and suggestions have contributed immensely to making piece what it is.

I also express my sincere thanks to Dr. Rebecca H. Chung, my co-adviser, who read and gave valuable comments on my writing.

A great thank also goes to all of my professors, lectures and instructors in NPUST who have shared knowledge, practice and kindness during these two years in Taiwan. I am thankful to all my friends who provide warm, friendly and intellectually stimulating environment during the time in Taiwan.

And finally, it is hearty indebted to my father, mother, older sister and brother for their tremendous support and multi encourage in a long period of time, There are many more people who have supported in diverse ways, but for space have not been mentioned. I am grateful to you al

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## ACRONYMS AND ABBREVIATIONS

ANOVA	Analysis of Variance
AP	Agricultural Production
AS	Agricultural Sold
AusAID	Australian Agency for International Development
CA	Commercialization of Agriculture
DARD	Department of Agriculture and Rural Development
GDP	Gross Domestic Product
GSO	General Statistic Office
Ha	Hectares
HCI	Household Commercialization Index
LoC	Level of Commercialization
OLS	Ordinal Least Square
SI	Specialization Index
USAID	United States Agency International Development
USD	United States Dollar
VND	Vietnamese Dong