

BRIEF INFORMATION OF THE DOCTORAL DISSERTATION

TITLE: MAJOR SOLUTIONS TO STRENGTHEN THE BUSINESS CAPITAL MANAGEMENT AT NORTHERN OIL AND GAS TRADING ENTERPRISES

Major: Accounting

Code: 9.34.02.01

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Managing business capital in enterprises in general and in the oil and gas trading enterprises in the North in particular has been becoming a problem at the current urgent time. The thesis "The major solutions to strengthen business capital management in Northern oil and gas trading enterprises" has conducted an overview of scientific works related to this topic; theoretical research on business capital and business management through methodologies of dialectical materialism and other technical methods such as qualitative methods, quantitative methods through survey and investigation of 30 oil and gas trading enterprises in the North which have wholesale activities mainly with different capital scales. The thesis has completed the objectives and tasks and drawn the following conclusions:

Firstly, systematize and clarify the theory of business capital and business capital management in enterprises. By analyzing a number of different perspectives on conceptual, classification, business capital and business capital management aspects, the author gave her own opinion on this issue.

Secondly, the dissertation studies business management experience of enterprises in some countries in the world such as England, China, Thailand and Singapore. Thereby, a number of lessons learned were drawn for oil and gas trading enterprises in the North in business capital management.

Thirdly, through surveys of enterprises in the research sample, by using qualitative research methods and verifying through quantitative methods, the dissertation analyzes the situation of business capital and business capital management of these businesses in the period of 2013 to 2017. On that basis, the dissertation assess the achievements, limitations and causes of limitations. The author's analysis is evidenced by realistic and reliable data and documents.

Fourthly, the thesis has proposed major solutions to enhance business capital management in Northern oil and gas trading enterprises; especially, solutions for reforming the organizational structure of the business apparatus, establishing centers for managing, implementing decentralization in enterprises in order to maximize the creative self-control spirit in the production and business of the departments in the enterprise; building a reasonable capital structure, flexible use of financial leverage to increase profits; strengthening management of business capital such as money management, receivables management, inventory management, fixed capital management,...; regularly analyzing financial situations to detect in time and take remedial measures; reforming sales processes and methods and other solutions such as continuing to promote the core values that

businesses have built over the years, while focusing on developing logistics and dispensing operations, quality, application of information technology and automation. On the other hand, it is necessary to regularly monitor the policy of operating exchange rates and interest rate policies of the State Bank; control variable costs and fixed costs to ensure a healthy financial situation and optimal use of business capital; strengthening brand construction and protection; build a strict process of controlling the situation of collection, payment, cash inventory and the process of controlling transport of oil and gas to drivers and people related to the preservation of oil and gas at the warehouses and tanks to prevent capital loss.

Fifthly, the dissertation clearly analyzed the conditions for the state, the oil and gas trading section and the Northern oil and gas trading enterprises so that the proposed solutions could be implemented in practice./.

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