

INFORMATION SUMMARY ABOUT THE NEW CONCLUSIONS OF THESIS

1. Thesis topic: Revenue accounting in real estate business

2. Major: Accounting **Code:** 09.34.03.01

3. PhD student: Nguyen Ngoc Hien

4. Full name of the Scientific Supervisors:

1. Assoc. Prof. & Dr. Nguyen Manh Thieu

2. Dr. Nguyen Quang Hung

5. New conclusions of the Thesis:

In theory:

- The thesis has contributed to building and systematizing the theoretical basis of revenue accounting according to the approach to revenue from contracts with customers according to the 5-step model: (i) Determining contracts with customers; (ii) Determination of contract performance obligations; (iii) Determination of transaction price; (iv) Allocate transaction prices for each performance obligation; (v) Revenue recognition. Based on the analysis of revenue accounting according to the 5-step model, the thesis has studied the presentation of revenue on financial statements.

- The thesis has analyzed and clarified the recognition of revenue by time (associated with goods sale activities) and by period (associated with public service activities).

- On the basis of studying the underlying theories, the thesis proposes and analyzes the factors affecting revenue accounting in enterprises, including: Legal system, Size and characteristics of business management activities. professional qualifications, professional qualifications of accountants, internal control systems in enterprises, application of information technology in management.

In practice:

- The thesis has studied the revenue accounting of some countries in the world such as China, Japan, the US to draw lessons for Vietnam.

- Through the actual survey at 54 listed real estate enterprises, NCS has made an overview of the process of formation and development, characteristics of organization, management, production and business, characteristics of the accounting apparatus. Accounting policies, accounting policies, the actual situation of revenue accounting in real estate enterprises, including the reality of determining contracts with customers in real estate enterprises, the reality of determining contract performance obligations in real estate enterprises. real estate enterprises, the reality of determining transaction prices in real estate enterprises, the reality of allocating transaction prices to obligations performed in real estate enterprises, the status of recording revenue recognition in the real estate enterprise and the actual presentation of revenue in the financial statements of the real estate enterprise.

- With 203 survey samples on assessing the influence of factors on revenue accounting in real estate enterprises, the thesis evaluated the influence of factors on revenue accounting in business enterprises. real estate business in Vietnam. The degree of influence of each factor on revenue accounting in real estate enterprises is arranged in order from high to low as follows: Legal system, professional qualifications of accountants, quality of system internal control, management characteristics and size of the enterprise and finally the application of information technology in accounting. On that basis, the advantages, limitations and causes of limitations of real estate businesses are presented, this is the basis for giving solutions to improve the revenue accounting of enterprises.

- The thesis has proposed 07 groups of solutions to improve revenue accounting in real estate businesses in Vietnam, including:

(i) Complete solution to determine contracts with customers in real estate businesses;

(ii) A complete solution to determine contract performance obligations in a real estate business;

(iii) Complete solution to determine transaction prices in real estate enterprises;

(iv) a solution to complete the allocation of transaction prices for performance obligations in the real estate business;

(v) Complete solution for revenue recognition in real estate businesses;

(vi) Complete solution to present revenue on financial statements of real estate businesses.

(vii) Some other solutions to improve revenue recognition in real estate businesses

The thesis also proposes a number of recommendations to the State, the Ministry of Finance, the State Securities Commission and training institutions to support real estate businesses to implement these complete solutions.

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THE SCIENTIFIC SUPERVISORS

PhD student

The 1st

The 2nd

Scientific Supervisor

Scientific Supervisor

Assoc. Prof. & Dr.

Nguyen Manh Thieu

Dr. Nguyen Quang Hung

Nguyen Ngoc Hien