

# **SUMMARY OF THE NEW CONCLUSIONS OF THE DOCTORAL THESIS**

## **Title of the thesis:**

### **IMPROVING ACCOUNTING PRACTICES FOR REVENUES, EXPENSES AND INCOME IN COMMERCIAL ENTERPRISES IN HANOI**

**Major: Accounting; code 9.34.03.01**

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## **NEW CONCLUSIONS**

Innovating and completing accounting in enterprises, specially in commercial enterprises in Hanoi, has been interested by many scientists and managers. Particularly, the thesis "Improving accounting practices for revenues, expenses and income in commercial enterprises in Hanoi" has studied and drawn the following conclusions:

Firstly, the thesis systematizes and clarifies about accounting for revenue, expenses and income in commercial enterprises; analyzes different perspectives on revenues, expenses and income, thereby giving the views; analyzing the contents of financial accounting and management accounting in the acquisition, processing, systematization and provision of information for establishing financial statements and information for economic decision-making; helping managers in commercial enterprises aware of the importance of accounting for corporate governance. The issues are scientifically studied, facilitating the improvement of theoretical awareness of revenue accounting, costs accounting and income estimate from the perspective of financial accounting and management accounting.

Secondly, the thesis presents and analyzes theory and experiments on factors affecting the level of application of management accounting for revenues, expenses and income in enterprises. Also, the thesis studies the accounting for revenues,

expenses and income in some countries in the world and draw lessons learned for commercial enterprises in Hanoi.

Thirdly, through the actual survey of accounting practices for revenues, expenses and income of a sample of commercial enterprises in Hanoi, the thesis analyzes the results, limitations and causes of revenue accounting, costs accounting and income estimate in these enterprises. The comments and assessments are objective, helping commercial enterprises in Hanoi clearly see the nature of corporate governance through accounting tools. Thus, focusing on solutions to innovate accounting practices and corporate governance. Also, the thesis applies the econometric model to study the factors affecting the level of application of revenue accounting, cost accounting and income estimate in commercial enterprises in Hanoi.

Fourthly, based on the research about the development orientation of the commercial sector in Hanoi and the theory and practice of revenue accounting, costs accounting and income estimate in commercial enterprises, the thesis studies the requirements for improving and proposing the contents of improving revenue accounting, costs accounting and income estimate in commercial enterprises in Hanoi both in terms of financial accounting and management accounting, in order to provide timely, completely and reliable information to the information users and business managers for making optimal business decisions.

Finally, the thesis proposed the basic conditions of the State, the professional associations and the commercial enterprises in Hanoi. These are also recommendations for implementing proposed solutions.

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