

PHAN ANH TU

☎ (+84) 988 263 778 ✉ patu@ctu.edu.vn

🌐 cse.ctu.edu.vn 🆔 0000-0003-0667-3137

Research Identity

Associate Professor of International Business with twenty-seven years of academic experience, working at the intersection of international strategy and entrepreneurship in emerging and transition economies. My research advances two complementary streams: (i) the internationalization–performance relationship, including FDI entry-mode decisions and the push–pull determinants of foreign direct investment; and (ii) entrepreneurship under weak institutions, with a sustained programme on bribery, corruption, and informal-economy dynamics. This agenda is anchored empirically in Vietnam, ASEAN, and the Mekong Delta, and is published in field-leading outlets including *Entrepreneurship Theory and Practice*, *European Management Review*, and the *Asian Academy of Management Journal*. As Vice President of the School of Economics at Can Tho University, I combine scholarly inquiry with institutional leadership, doctoral supervision, and economic-policy advisory on logistics, institutional reform, and regional development.

Research Interests

Internationalization & FDI, Entrepreneurship, Institution Quality

Education

University of Groningen, The Netherlands 2012

Ph.D., International Economics & Business

- Dissertation: *Entrepreneurship and Bribery in a Transition Economy — Theory and Firm-Level Evidence in Vietnam* (defended 20 September 2012).
- Ubbo Emmius scholarship.

University of Groningen, The Netherlands 2007

M.Sc., International Economics & Business (Cum Laude — with distinction)

- Thesis: *The Role of CEO Demography and Organizational Characteristics in Explaining Firm Performance: An Empirical Study of Private Firms in Vietnam*.
- NUFFIC full scholarship.

Can Tho University, Vietnam 1999

B.Sc., International Trade

Academic & Professional Appointments

- **Associate Professor (PGS) & Senior Principal Lecturer (GVCC)**, School of Economics, Can Tho University. 2022 – Present
- **Vice President**, School of Economics, Can Tho University. 2021 – Present
- **Chair**, Faculty of International Business, College of Economics, Can Tho University. 2013 – 2021
- **Lecturer**, Department of Economics, Can Tho University. 2002 – 2005
- **Assistant Lecturer**, Department of Economics, Can Tho University. 2000 – 2001
- **Administrative Officer**, Faculty of Economics, Can Tho University. 1999 – 2000

Visiting Positions & International Engagement

- **Erasmus+ Visiting Faculty**, School of Technology & Management, University of Aveiro, Portugal 2023
- **Erasmus+ Visiting Faculty**, University of Groningen, The Netherlands 2019
- **BIARI Fellow**, Brown International Advanced Research Institute, U.S. 2010

Publications

Selected & Flagship Works

- **Phan, A. T.** (2024). Firms, context, and bribery in a transition economy. In *Advances in Pacific Basin Business, Economics and Finance* (Vol. 12, pp. 287–312). Emerald Publishing. [Scopus] [doi:10.1108/S2514-465020240000012011](https://doi.org/10.1108/S2514-465020240000012011)
- Le, K. N., Huynh, H. T., & **Phan, A. T.** (2018). Profit, output market uncertainty and corporate investment: Evidence from Vietnam. *Asian Academy of Management Journal*, 23(1), 101–115. [Scopus; SSCI]
- De Jong, G., **Phan, A. T.**, & van Ees, H. (2015). The impact of personal relationships on bribery incidence in transition economies. *European Management Review*, 12(1), 7–21. [ABS 2; SSCI] [doi:10.1111/emre.12032](https://doi.org/10.1111/emre.12032)
- **Phan, A. T.** (2012). The impact of entrepreneurial characteristics on bribery incidence in transition economies. *Asian Academy of Management Journal*, 17(2), 155–175. [Scopus; SSCI]
- De Jong, G., **Phan, A. T.**, & van Ees, H. (2012). Which entrepreneurs bribe and what do they get from it? Exploratory evidence from Vietnam. *Entrepreneurship Theory and Practice*, 36(2), 323–345. [FT50; ABS 4; SSCI] [doi:10.1111/j.1540-6520.2010.00427.x](https://doi.org/10.1111/j.1540-6520.2010.00427.x)

International Refereed Journal Articles

- **Phan, A. T.** (2026). Firm performance heterogeneity in emerging Asia. *Vietnam Economic & Financial Review*, 2(1), 111–115.
- Huong, V. T. M., Hung, N. P., Dai, N. T. T., Thu, V. P. T., Minh, T. N., **Phan, A. T.**, & Suong, M. T. (2024). Evaluation of factors related to entrepreneurial intentions among young pharmacists in the Mekong Delta region: A cross-sectional study in Vietnam. *Pharmacia*, 71, 1–13.
- **Phan, A. T.**, Toan, D. X., Hanh, N. K., & Le Duyen, C. T. (2023). The impact of the COVID-19 pandemic on the business performance of construction-industry enterprises in Can Tho City. *Journal of Law and Sustainable Development*, 11(12), e1751.
- **Phan, A. T.**, & Lam, N. N. (2023). Impact of the COVID-19 pandemic on the performance of micro-enterprises in Ca Mau Province, Vietnam. *Journal of Economics, Finance and Management Studies*, 6(12), 5980–5988.
- **Phan, A. T.**, Mai, T. T. H., Van Song, N., Le Duyen, C. T., Phuong, T. T. M., Huyen, V. N., & Van Ha, T. (2022). The role of opportunity exploration, exploitation and corporate social responsibilities on sustainable manufacturing business performance in the Mekong River Delta. *Studies of Applied Economics*, 40(1), 1–20. [Scopus]
- **Phan, A. T.**, Hoa, N. V., Song, N. V., & Thanh, T. N. L. (2022). The effect of corporate governance on financial performance: Evidence from manufacturing firms listed on the Ho Chi Minh Stock Exchange, Vietnam. *Journal of Law and Political Science*, 33(2), 438–471.
- Le, K. N., **Phan, A. T.**, & Cao, V. H. (2021). Credit rationing and trade credit use by farmers in Vietnam. *The Journal of Asian Finance, Economics and Business*, 8, 171–180. [Scopus]
- **Phan, A. T.** (2021). Internationalization and firm performance: Case of manufacturing firms in Argentina. *Journal of Economics, Finance and Management Studies*, 4(3), 149–155.
- **Phan, A. T.**, Song, N. V., et al. (2021). The impact of national culture on bilateral trade in Vietnam. *Journal of Contemporary Issues in Business and Government*, 27(2), 1235–1254.
- **Phan, A. T.**, Van Song, N., Van Tien, D., Van Ha, T., Tiep, N. C., Thang, D. Q., & Van Luong, N. (2021). The moderating effects of the manager's characteristics and financial obstacles on internationalization and firm performance in Poland. *PalArch's Journal of Archaeology of Egypt/Egyptology*, 18(4), 4063–4081.
- **Phan, A. T.**, & Duong, L. H. (2021). The effects of corporate-governance mechanisms on firm performance: Empirical evidence from Vietnam. *The Journal of Asian Finance, Economics and Business*, 8(4), 369–379. [Scopus]
- **Phan, A. T.**, Nguyen, V. S., & Duong, T. B. H. (2021). Knowledge and entrepreneurial intention: Mediating role of entrepreneurial competency. *Journal of Law and Political Science*, 27(2).
- **Phan, A. T.**, & My, P. T. T. (2021). Expanding the entrepreneurial value-creation model of Mishra & Zachary (2014). *Archives of Business Research*, 9(8), 202–218.

- **Phan, A. T., & Huynh, T. A.** (2021). Internationalization and firm performance: Case of manufacturing enterprises in Ecuador. *Research in World Economy*, 12(1), 11–20.
- Song, N. V., Ha, T. V., Thuan, T. D., Hanh, N. V., Tien, D. V., Tiep, N. C., Phuong, N. T. M., **Phan, A. T.**, & Uan, T. B. (2021). Development of rice-husk power plants based on the Clean Development Mechanism: A case study in the Mekong River Delta, Vietnam. *Sustainability*, 13(12), 6950. [SSCI/SCIE; Scopus]
- Tran, T. M. P., & **Phan, A. T.** (2021). Status quo of entrepreneurship in the Mekong River Delta. *Journal of Economics, Finance and Management Studies*, 4, 232–243.
- Le, K. N., **Phan, A. T.**, & Hao, P. T. N. (2021). Determinants of bilateral trade flows between Vietnam and trading-partner countries: A gravity-model approach. *Global Business & Economics Anthology*, 2.
- **Phan, A. T.**, Nguyen, T. K. T., & Phan, M. T. (2020). The S-shaped relationship between internationalization and performance: Empirical evidence from Laos. *The Journal of Asian Finance, Economics and Business*, 7, 357–366. [Scopus]
- Le, K. N., **Phan, A. T.**, & Bui, T. A. (2020). Bank credit, trade credit and growth of listed agricultural firms in Vietnam. *The Journal of Asian Finance, Economics and Business*, 7, 303–315. [Scopus]
- **Phan, A. T.**, Lu, T. T., & Tran, T. B. Y. (2020). The existence of a W-shaped relationship between internationalization and firm performance: An empirical study of enterprises in Cameroon. *Decision Science Letters*, 9, 573–580. [Scopus]
- **Phan, A. T.**, & Tran, P. T. (2020). Business barriers and degree of internationalization of manufacturing companies in Peru. *Accounting*, 6, 931–936. [Scopus]
- **Phan, A. T.**, Phan, M. T., & Do, T. H. (2020). The moderating effects of managers' experience and gender on internationalization and firm performance of manufacturing enterprises in Turkey. *Accounting*, 6, 1209–1216. [Scopus]

Books, Monographs & Reference Works

- **Phan, A. T.** *Internationalization, Trade, and FDI: Theory and Practice* (monograph, in progress since 2017).
- Vo, V. D., **Phan, A. T.**, & Nguyen, H. D. (2023). *Country Distance in International Business Studies: Theory and Empirical Evidence in Vietnam*. Can Tho University Publishing House. ISBN 978-604-965-446-6.
- Chau, T. L. D., **Phan, A. T.**, Le, T. N., & Nguyen, T. L. (2022). *Corporate Social Responsibility and Culture of the Firm: Empirical Evidence in Vietnam*. Vietnam Education Publishing House. ISBN 978-604-0-37847-7.
- **Phan, A. T.** (2020). *Entrepreneurial Model: Theory and Practice* (sole author). Can Tho University Publishing House.
- **Phan, A. T.** (2016). *International Business Textbook* (co-author, in Vietnamese). Can Tho University Publishing House.
- **Phan, A. T.**, Jonker, J., & Pennink, B. (2015). *The Essence of Research Methodology: A Concise Guide for Master and Ph.D. Students in Management Science* (in Vietnamese). Can Tho University Publishing House.
- **Phan, A. T.** (2015). *International Economics Textbook* (first author, in Vietnamese; 2nd ed.). Can Tho University Publishing House.

Book Chapters

- **Phan, A. T.** (2025). Internationalization and firm performance of firms in India: The role of top management. In *International Business Research — Traditional and Creative Approaches* (pp. 3–17). IntechOpen.
- **Phan, A. T.** (2024). Firms, context, and bribery in a transition economy. In *Advances in Pacific Basin Business, Economics and Finance* (Vol. 12, pp. 287–312). Emerald. [Scopus] [doi:10.1108/S2514-465020240000012011](https://doi.org/10.1108/S2514-465020240000012011)
- **Phan, A. T.**, Le, K. N., & Do, T. H. (2021). Internationalization and Turkish manufacturing-firm performance: Does managerial personality matter? In N. M. Alsharari (Ed.), *Accounting and Finance Innovations*. IntechOpen. [doi:10.5772/intechopen.97432](https://doi.org/10.5772/intechopen.97432)
- **Phan, A. T.** (2018). Bribery and its implications on entrepreneurship in the informal economy: Evidence from Vietnam (pp. 72–96). IGI Global. [doi:10.4018/978-1-5225-3117-3](https://doi.org/10.4018/978-1-5225-3117-3)

- **Phan, A. T.** (2016). Successful strategy and context. Centre for Sustainable Entrepreneurship, University of Groningen / Campus Fryslân. ISBN 978-90-367-9384-1.
- **Phan, A. T., & Nguyen, K. H.** (2016). Export in the Mekong River Delta. In *Economic Development in the Mekong River Delta: Achievements and Challenges*. Can Tho University Publisher.

Vietnamese Peer-Reviewed Journal Articles (Selected)

- **Phan, A. T.** (2026). The informal economy in Vietnam: Status quo and policy implications. *Journal of Economics & Finance*, 3(12), 124–127. ISSN 3093-3390.
- **Phan, A. T., Truong, G. B., & Duong, L. V.** (2024). Impact of COVID-19 on the production and business efficiency of micro-enterprises in Dong Thap. *Asia-Pacific Economic Review*, (6), 97–99.
- **Phan, A. T., Bui, T. N. M., & Duong, L. V.** (2023). The impact of COVID-19 on micro-business performance in Ben Tre Province. *Journal of Finance and Accounting Research*, (249), 73–77.
- **Phan, A. T., & Vu, T. T. T.** (2023). The impact of COVID-19 on micro-business performance in Bac Lieu Province. *Economy and Forecast Review*, (24), 126–129.
- **Phan, A. T., & Phuong, T. T. M.** (2023). A model of entrepreneurial intention of graduates in the Mekong River Delta. *V MOST Journal of Social Sciences and Humanities*, 65(3), 66–75.
- **Truong, K. V. X., & Phan, A. T.** (2022). The competitive advantage of rice-export firms in the Mekong River Delta. *Asia-Pacific Economic Review*, (9), 113–115.
- **Phan, A. T., & Ho, N. T.** (2021). The impact of internationalization, the COVID-19 pandemic and government support on sales growth of manufacturing enterprises in Bulgaria, 2019–2020. *Asia-Pacific Economic Review*, (158), 112–114.
- **Phan, A. T., & Lieu, Q. K.** (2021). The impact of organizational trust on organizational commitment of officials in Can Tho City. *Economy and Forecast Review*, (769), 148–152.
- **Phan, A. T., & Hua, T. N.** (2021). Factors affecting foreign direct investment in Can Tho City, 2009–2018. *Journal of Trade Science*, (152), 24–32.
- **Phan, A. T., & Chau, T. L. D.** (2019). Entrepreneurial personal characteristics and entrepreneurial intentions of residents in the Mekong River Delta. *Economic Studies*, (491), 70–81.
- **Phan, A. T., & Do, T. H.** (2019). Effects of distance, market size and FDI inflow into Vietnam, 2006–2015: Application of the gravity model. *External Economics Review*, (114), 14–26.
- **Phan, A. T.** (2017). Determinants of bilateral trade between Vietnam and trading partners. *Journal of Economics and Development*, (236), 2–20.
- **Phan, A. T.** (2017). The influence of technological innovation on the internationalization of Indonesian manufacturing firms. *External Economics Review*, (98), 33–46.
- **Phan, A. T.** (2017). Why does improvement of institutional quality create an impact on FDI attraction into Vietnam? *Economy and Forecast Review*, (652), 11–14.
- **Phan, A. T., & Nguyen, H. D.** (2016). Entrepreneurial characteristics and private-firm performance in the Mekong River Delta. *Can Tho University Journal of Science*, 3, 38–48.
- **Phan, A. T.** (2016). The effects of national cultural distance on attracting FDI in Vietnam. *Vietnam Trade and Industry Review*, (9), 119–123.
- **Phan, A. T., & Giang, T. C. T.** (2015). Determinants of entrepreneurial intentions: A case of economics students at Can Tho University. *Can Tho University Journal of Science*, (38), 59–66.
- **Phan, A. T., Phan, T. N. K., Truong, K. V. X., & Tran, T. B. Y.** (2013). Why must entrepreneurs in the Mekong River Delta pay unofficial payments? *Can Tho University Journal of Science*, (27), 104–110.
- **Phan, A. T.** (2013). Corruption: Definition and classification. *Can Tho University Journal of Science*, 25, 1–7.

- Le, K. N., Pham, L. T., Le, T. N., **Phan, A. T.**, & Huynh, V. K. (2007). Determinants of investment decisions of private firms in the Mekong River Delta. *Economic Studies*, (4), 47–55.
- Le, K. N., & **Phan, A. T.** (2003). The status of rice grinding and polishing factories in Vietnam. *Economic Studies*, (9), 50–58.

Conference Proceedings & Invited Papers

- Truong, K. V. X., & **Phan, A. T.** (2022). A systematic review of enterprise competitive advantages. *Proceedings of the International Conference on Investment and Development for Agricultural Markets and Rural Tourism* (pp. 391–413). Friedrich Naumann Foundation–HLHHN–CTU. ISBN 978-604-965-968-3.
- **Phan, A. T.**, Chau, T. L. D., & Tran, T. M. P. (2021). The role of opportunity exploration, exploitation, and entrepreneurial intentions of people in the Mekong River Delta. *Proceedings of the 2nd International Conference in Business, Economics & Finance* (pp. 87–110). CTU. ISBN 978-604-965-469-5.
- Truong, K. V. X., & **Phan, A. T.** (2020). Competitive advantages of rice-export firms in the Mekong Delta. *Proceedings of the 2nd International Conference in Business, Economics & Finance* (pp. 383–393). CTU. ISBN 978-604-965-310-0.
- **Phan, A. T.** (2011). Firms, contexts, bribery in a transition economy. RENT XXV — Research in Entrepreneurship and Small Business, 25th Anniversary Conference, Bodø, Norway.
- **Phan, A. T.** (2011). The impact of organizational characteristics and contextual conditions on bribery. 3rd Workshop on Asian Management and Entrepreneurship, ESIAM, Brussels.
- **Phan, A. T.** (2010). The impact of bribery on entrepreneurial performance and the antecedents of bribery: The case of Vietnam. BIARI — Technology, Entrepreneurship, Management, Brown University, Boston, USA.
- **Phan, A. T.** (2009). The impact of bribery on entrepreneurship performance in Vietnam. International Conference on Industrial Globalization and Technology Innovation (No. 09R034), Xi'an, China.

Working Papers

- **Phan, A. T.** (in progress). The impact of the COVID-19 pandemic on firm performance in the Mekong River Delta, Vietnam (extended).

Research Grants & Funded Projects

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| • Principal Investigator — Assessing the impact of COVID-19 on the production and business of micro-enterprises in the Mekong Delta. Funded by Ministry of Education and Training. | 2023 – Present |
| • Principal Investigator — Building a theoretical model of entrepreneurship and solutions to stimulate entrepreneurial activity among people in the Mekong River Delta. Funded by Ministry of Education and Training. | 2018 – 2020 |
| • Principal Investigator — Determinants of entrepreneurial intention of Can Tho University students. Can Tho University. | 2014 |
| • Co-Investigator — Determinants of investment decisions of private firms (Kien Giang; Mekong River Delta). Funded by Ministry of Education and Training | 2006 – 2007 |
| • Co-Investigator — Agricultural-cooperative development support in the Mekong River Delta. Funded by the Government of Spain. | 2004 – 2005 |
| • Co-Investigator — Rural-market effects on poverty reduction in the Mekong River Delta. Funded by Australian Government Overseas Aid Program. | 2003 |
| • Co-Investigator — Environmental-damage assessment: the cement industry in Kien Luong, Kien Giang. Funded by Economy and Environment Program for Southeast Asia. | 2001 – 2002 |

Teaching Experience

- **Taught in English:** International Economics; International Business; (Advanced) International Business; Foreign Direct Investment; Entrepreneurship; Strategic Management; Research Methodology.

- **Taught in Vietnamese:** International Economics/Business; International Management (MBA, Ph.D.); Trade Policy & Global Economic Integration; Management Theory; Macroeconomics; Microeconomics; Entrepreneurship; International Economics.

Doctoral & Master's Supervision

Ph.D. Dissertation Supervision (completed)

- Truong Khanh Vinh Xuyen (2016–2024).
- Tran Thi My Phuong (2018–2024).

Ph.D. Examiner (internal / external)

- Nguyen Le Hoa Tuyet (2023)
- Nguyen Thi Ngoc Phuong (2023)
- Nguyen Thi Huong (2023)
- Nguyen Thi Nghia (2023).

Master's Supervision & Examination

- Supervised/examined 30+ master's theses (2013–2024) across MBA, Finance, Managerial Economics, Economics, and Agricultural Economics, at Can Tho University. Served as external co-supervisor (with Dr. B. J. W. Pennink) for two MSc International Business & Management theses at the University of Groningen (2015).

Policy Advisory & Industry Collaboration

- Economic-policy consultant on logistics, institutional economics, regional-linkage strategy, and welfare analysis, with emphasis on the Mekong Delta.
- Commissioned provincial and city research on FDI attraction, SME development, poverty reduction, and agricultural restructuring (Can Tho, Kien Giang, Soc Trang, Tra Vinh, Ca Mau).

Keynotes & Invited Talks

- **Coordinator / Convener**, Annual Can Tho City Economic Forum 2025.
- **Coordinator / Convener**, Annual Can Tho City Economic Forum 2024.
- RENT XXV, Bodø, Norway (2011) — entrepreneurship and bribery in transition economies.
- ESIAM Workshop on Asian Management & Entrepreneurship, Brussels (2011).
- BIARI, Brown University, Boston (2010); International Conference, Xi'an, China (2009).

Technical Skills & Research Methods

STATA, SPSS

Languages

Vietnamese (native), English (C2), Dutch(A2).

References

Prof. Dr. Gjalt de Jong
University of Groningen, The Netherlands.

Dr. Bartjan J. W. Pennink
University of Groningen, The Netherlands.

Prof. Le Khuong Ninh
Rector, School of Economics, Can Tho University, Vietnam.

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