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Overview of Research Results and Proposal of a Model for Analyzing Factors Influencing the Decision to Participate in the Electronic Support Industry by Small and Medium-Sized Enterprises

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Abstract— *In order to elaborate on the research assessing factors influencing the decision to participate in the electronic support industry by small and medium-sized enterprises (SMEs) in Vietnam, the author conducted a synthesis of previous studies by both local and international authors. Through this synthesis, the author developed a research model for the factors influencing the decision to participate in the electronic support industry by SMEs in Vietnam. This model is accompanied by eight hypotheses related to these factors. This constitutes the main content of the paper presented by the author and serves as a crucial first step for further investigation in the author's doctoral research.*

Keywords— *Literature review, research model, small and medium-sized enterprises (SMEs), supporting industry, electronic industry.*

I. OVERVIEW OF RESEARCH SITUATION

Research on the involvement of SMEs (Small and Medium-sized Enterprises) in the general industry and factors influencing their participation in the electronics industry, in particular, has been a highly attractive and noteworthy topic in recent years. Each study approaches SMEs and the electronics industry from different perspectives and contents to align with various spaces, times, and specific characteristics.

1.1. Intention-Behavior Link Impacting the Participation Decision of SMEs in General Industry and ICT Sector

The decision-making process of a business regarding its participation begins with the formation of intentions (Gieure, 2020). When a business feels prepared to initiate operations, it transforms intentions into actions, deciding to engage in various sectors or industries (Wang & Wong, 2004). Initiating a new business behavior is fundamentally driven by an individual's intention, leveraging the potential business intentions to generate entrepreneurial ideas. In other words, actions aimed at starting a new business endeavor are purposeful rather than spontaneous, influenced by an individual's attitude and determined by situational factors and personal characteristics (Ajzen, 1991; Krueger Jr et al., 2000a).

Research on the correlation between intention and business behavior explores or extends models around foundational theories. These studies identify factors influencing the intention to participate in business activities. Generally, the independent variables in these studies are quite similar, as business desire perception is often akin to attitude perception towards behavior, which is closely related to the perception of behavior control (Autio et al., 2001).

Studies on the relationship between attitude and intention towards business behavior have been extensively analyzed. Most studies affirm that an individual's attitude towards their behavior has a direct and positive influence on their business intentions (Tkachev, 1999; Krueger Jr et al., 2000b; Walter & Dohse, 2012).

In addition to validating and developing predictive behavior models, researchers seek to understand and explore other factors influencing the intention to participate in business activities. Scholars generally approach individual factors such as characteristics and personality traits of business owners. Nasip et al.'s study (2017) indicates that openness has the most significant influence on the intention of business owners. Demographic variables including age, gender, and business experience also impact an individual's intention (Prodan & Drnovsek, 2010; Karlsson & Wigren, 2012; Tartari & Breschi, 2012). Studies by Zhao et al. (2005) and Hendieh (Hendieh & Aoun, 2019) suggest that male entrepreneurs tend to have higher intentions to engage in business activities than their female counterparts. Older entrepreneurs often express lower intentions to participate in production sectors as they are less willing to invest in activities they perceive as time-consuming with a longer capital recovery period. Furthermore, studies by Hsu et al. (2019), Liguori et al. (2018), Miranda et al. (2017), and Peng et al. (2015) indicate that business experience is a crucial factor influencing the intention to engage in entrepreneurial behavior.

However, some studies indicate that intentions only explain up to 30% of the differences in participation behavior (Kim & Hunter, 1993). It is also noted that intentions and participation behavior may be significantly separated by a considerable time gap. Linan's study (2008) suggests that the decision-making process of a business is complex and the result of a perception and motivation process. Additionally, not all intentions are translated into action due to external environmental factors. Some researchers argue

that beyond individual characteristics and perceptual aspects, environmental factors and surrounding contexts directly influence intentions and business actions (Fini et al., 2012; Gnyawali & Fogel, 1994).

TABLE 1. Experimental Studies on Intention Behavior Influencing Business Participation Behavior.

Author	Result Variable	Explanatory variable	Method	Location
Schlaegel và Koenig (2014)	Business behavior intention	Subjective norms Attitude towards entrepreneurial behavior Self-efficacy Perceived behavior control Business intention	Structural Equation Modeling (SEM)	Germany
Le Ngoc Doan Trang and Dang Ngoc Su (2023)	Participation in entrepreneurial activities	Opportunity recognition ability Achievement motivation Independence desire Financial needs Entrepreneurial intention	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	Vietnam
Phan Anh Tu and Giang Thi Cam Tien (2015)	Business intention	Attitude and self-efficacy Education and business timing Capital Subjective norms Perceived behavior control	Exploratory Factor Analysis (EFA) Correlation and Regression Analysis	Vietnam
Nguyen Quoc Cuong and Nguyen Minh Tu Anh (2022)	Business behavior intention	Education Attitude towards business intention Perceived behavior control Subjective norms	Exploratory Factor Analysis (EFA) Partial Least Squares Structural Equation Modeling (PLS-SEM)	Vietnam
Lam Ngoc Thuy and Nguyen Thi Hong Hoa (2023)	Business intention	Perceived business opportunities Fear of failure Perceived entrepreneurial capabilities Partial Least Squares Structural Equation Modeling (PLS-SEM)		Vietnam
García-Rodríguez and colleagues (2015)	Business intention	Subjective norms Personal attitude Perceived behavior control	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	Senegal and Spain
Vo Van Hien, Le Hoang Van Trang, Nguyen Tran Dang, and Le Thi Hai Duong (2018)	Entrepreneurial intention	Personality traits Education Experience Perceived behavior control Subjective norms	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	Vietnam
Bui Huynh Tuan Duy, Le Thi Lin, Dao Thi Xuan Duyen, Nguyen Thu Hien (2011)	Entrepreneurial potential	Achievement needs Market understanding ability Adaptability Self-confidence Social orientation	Analysis of Variance (ANOVA)	Vietnam
Shapero and Sokol (1982)	Entrepreneurial behavior intention	Desirability perception Action potential Feasibility perception		United States
Nguyen Anh Tuan (2019)	Intention to re-enter business	Perceived behavior control Achievement needs Experience Government support Attitude towards money	Variable correlation testing Confirmatory Factor Analysis (CFA) Structural Equation Modeling (SEM)	Vietnam
Nguyen Quang Thu, Tran The Hoang, Ha Kien Tan (2018)	Entrepreneurial behavior	Perceived feasibility Perceived desirability Goal intention Action intention	Confirmatory Factor Analysis (CFA)	Vietnam
Tran Loi (2023)	Entrepreneurial intention	Entrepreneurial passion Business readiness Business experience Entrepreneurial mindset Institutional environment Entrepreneurial behavior Entrepreneurial education	Cronbach's Alpha testing Exploratory Factor Analysis (EFA) Regression analysis T-test, ANOVA	Vietnam

		Entrepreneurial motivation Entrepreneurial barriers		
Dohse and Walter (2012)	Entrepreneurial intention	Behavioral intention Behavioral perception Risk perception Perceived behavior control Business attitude	Variable correlation testing Confirmatory Factor Analysis (CFA) Structural Equation Modeling (SEM)	United States
Kolvereid and Tkachev (1999)	Entrepreneurial intention	Subjective norms Personal attitude Perceived behavior control	Confirmatory Factor Analysis (CFA)	United States
Prodan and Drnovsek (2010)	Entrepreneurial intention	Self-efficacy Personal network Age Gender Business experience	Exploratory Factor Analysis (EFA) Regression analysis T-test, ANOVA	United Kingdom (UK)
Zhao (2015)	Entrepreneurial initiation	Innovation Gender Education Work experience	Qualitative research	Australia

(Source: Compiled by the Author)

1.2. Risk Perception Impacting the Intention to Participate in the Electronic Component Industry of DNNVV

Although risk perception plays a crucial role in the business decision-making of enterprises, there are very few experimental studies that clearly examine the risk factors, risk perception, risk awareness, and risk acceptance trends that affect the intention to participate in the Electronic Component Industry (CNHT) of DNNVV.

Previous studies have mainly focused on managerial decisions, criteria, and procedures used to manage risks when investing in specific areas of the business environment. Risk shapes every decision made by an entrepreneur and influences the success outcomes of those decisions, requiring a careful evaluation of risk levels (Paulsen, 2012).

According to the authors, entrepreneurs' risk perception can be generalized as an evaluation made by decision-makers about the risks associated with their behaviors. The psychology of risk or risk perception predicts an individual's business intention (Barbosa et al., 2006) (Palich & Bagby, 1995; Simon et al., 2000), making it a crucial factor in understanding entrepreneurial behavior. Furthermore, entrepreneurial risk has been conceptualized with two factors: risk as an opportunity (focusing on the positive side of risk) and risk as a threat (concentrating on the negative side of risk) (Barbosa et al., 2006; Dickson & Giglierano, 1986) (Mullins & Forlani, 2005). Risk as an opportunity is associated with the belief that individuals do not want to miss opportunities and the potential benefits involved, whereas risk as a threat is related to the perception of risk as a potential loss and focuses on the uncertain scope of these losses (Dickson & Giglierano, 1986; Mullins & Forlani, 2005; Venkataraman, 2002).

TABLE 2. Experimental Studies on Risk Perception and its Impact on the Intention to Engage in Business Behavior.

Author	Result Variable	Explanatory variable	Method	Location
Burgoyne & Reynolds, 1997	Entrepreneurial Initiation	Family Educational attainment Achievement needs Risk tolerance	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	Spain
Paulsen (2012	Business Choice	Risk Perception	Qualitative	England
Kureger, Reilly, and Carsud (2000)	Business Behavior Intention	Risk Acceptance, Subjective Norms, Attitude	Correlation Testing, CFA, SEM	United States
Mueller and Thomas (2001)	Business Potential	Personality Traits, Innovation, Culture, Environment	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	United States
Chau and Huynh (2020)	Entrepreneurial Intention	Business Environment, Risk Perception Trends, Education, Confidence, Perceived Behavioral Control, Subjective Norms	T-test, ANOVA	Vietnam
Megan Colman and team (2019)	Business Behavioral Intention	Perception of Innovation, Risk Perception, Perception of Educational Support	Exploratory Factor Analysis (EFA) Confirmatory Factor Analysis (CFA)	Germany
Ghulam Nabi and team (2013)	Business Behavioral Intention	Risk Perception (Opportunity and Threat Risks)	Qualitative	Belgium
Pingying Zhang and Kevin W Cain (2017)	Business Intention	Subjective Norms, Behavioral Perception, Risk Perception, Attitude	SEM	United States

(Source: Compiled by the Author)

1.3. Industry Attractiveness Impacting the Participation Decision of Small and Medium Enterprises (SMEs) in the General and Electronics Industries in Particular.

Currently, there are numerous diverse studies measuring the attractiveness and prospects of the electronics industry in general and the supporting industry for the electronics sector in particular. According to the author Hosseini (Hosseini, 2018), the industry's attractiveness includes competition within the industry and the long-term development of industry revenue and profit, where industry growth is considered a decisive factor in attracting companies with intentions to invest or participate. Kucerova (Kučerová & Fidlerova, 2014) further adds market size, demand stability, industry structure, competition, legal aspects, and customer purchasing power as factors increasing the industry's attractiveness.

According to Siegfried and Evans (Siegfried, 2022), the industry's past profitability is considered a motivating factor for future business entry. Author Thomas J. Dean's research (Dean et al., 1997) indicates that industry development and profit growth stimulate businesses to enter the industry, although the impact is less significant for smaller enterprises. This means that, according to the author, industry development and growth have less influence on the decision of businesses to enter the industry.

However, Salmon's study (Salmon, 1991) suggests that past profitability promotes small businesses' entry into the industry but does not encourage large businesses. Audretsch (Acs & Audretsch, 1989), when studying manufacturing companies in the United States, did not find a correlation between past profitability and the entry of both small and large enterprises.

TABLE 3. Experimental Studies on Industry Attractiveness Impacting Business Participation Decisions.

Author	Dependent Variable	Independent Variables	Methodology	Location
Hosseini (2018)	Business participation and investment intentions	Industry competition; industry growth	Linear SEM	Iran
Kucerova (2014)	Industry attractiveness	Market size; demand stability; industry structure; competition; customer purchasing power.	Qualitative, descriptive statistics	Slovakia
Burak Gu¨nalp Seyit Mu¨min Cilasun (2006)	Business entry into the industry	Past entry rate; minimum efficient scale; capital requirements; advertising intensity; past industry profit rate; industry growth rate; export intensity; exit rate in the past	GMM	Turkey
Rakesh Basant Subhendra Nath Saha (2019)	Business entry into processing-manufacturing industry	Industry structure characteristics (Herfindahl Hirschman index, minimum efficient scale, management characteristics, market size, capital intensity, vertical integration); management characteristics; productivity characteristics (relationship between risk and yield, return on capital used)	Tobit model, EFA	India
Rothaermel et al. (2006)	International market entry	Market size; national cultural distance; country risk	Least squares, maximum likelihood estimation, Bootstrap	United States
Osiebuni Collins Obu (2022)	Industry attractiveness	Current competitors; potential new entrants; substitute products; supplier power; buyer power; industry's optimal capital structure; intermediary power for financing	Qualitative method	England
M.W.Peng (2009)		Market size; industry growth rate; institutional context; competitive environment; cultural, geographic, economic distance		Australia
Palepu and Sinha (2005)		Political and social system of a country; market openness; labor market; product market; capital market.		Germany
RJ.Best (2005)		Market factors; competitive intensity; market entry capability	Qualitative method	England
Cliver Thacker et al. (2003)	Industry attractiveness	Changes in competitive rivals; market demand forecasts; product innovation level; process innovation level; new product development; R&D investment level; R&D development		England

(Source: Compiled by the Author)

1.4. Business Strategy and Product Plans Impacting the Decision to Participate in the Electronic Component Industry by SMEs

In reality, there are few domestic and international research works addressing the relationship between business strategy, product plans, and the intention to participate in the electronic component industry by SMEs. Most studies primarily focus on three directions: (1) Research on building, implementing, and managing business strategies; (2) Research on the relationship between strategy execution and the operational efficiency of businesses; (3) Research on the relationship between business strategy and the decision of SMEs to participate in the production network.

According to Walker and Ruekert (1987), business strategy is considered the way each company decides to compete, involving the pursuit, attainment, and maintenance of a competitive advantage in an industry. In terms of position, business strategy is a focal point in the organizational decision-making process, closely linked to the operational efficiency of the business. According to the study by Muhammad Dahlan and colleagues (Dahlan & Al Shikhy, 2019), the essence of business strategy is how a business creates value for customers and differentiates itself from competitive rivals. Similarly, the research by Zhou and colleagues (Shu et al., 2019) suggests that a good strategic orientation can allow a business to achieve long-term competitive advantages and success when entering a new market.

However, according to the study by Narver (Narver & Slater, 1990), the orientation and development of business strategy are more extensively researched in the field of strategic management. It is evident that, regardless of the research field, most studies delve into analyzing the relationship between strategy implementation and the operational efficiency and business outcomes.

TABLE 4. Experimental Studies on the Impact of Business Strategy on the Decision of Business Participation

Author	Dependent Variable	Explanatory Variables	Methodology	Location
Walker and Ruekert (1987)	Business Advantage; Behavioral Decision	Business Strategy	Qualitative	Germany
Cravens et al. (1997); Morgan et al. (2003); Kitching et al. (2009); Nandakumar et al. (2011); Kumer et al. (2011)	Business Performance	Business Strategy; Environment; Structure; Entrepreneurial Management Capability; Capital; Human Resources	CFA; EFA; SEM; PLS-SEM	United States
Setyani Dwi (2020)	Business Productivity	Business Strategy; Market Orientation; Business Innovation	CFA; EFA	Indonesia
Endi Sarwoko (2016)	Business Development	Environmental Factors; Individual Factors; Organizational Factors	SEM	United States
Davidsson (2010)	Business Development	Entrepreneurial Traits; Business Operational Structure; Business Strategic Factors	CFA; EFA	Portugal
Nguyen Hoang Viet and Nguyen Thi My Nguyet (2019)	Business Performance	Low-Cost Strategy; Differentiation Strategy; Focus Strategy	Exploratory Factor Analysis (EFA); Regression Analysis; T-test, ANOVA	Vietnam

(Source: Compiled by the Author)

1.5. Impact of Small and Medium-sized Enterprises' Ability to Overcome Barriers on Participation Intentions in the Electronics Industry

The behavior of entering or participating in industries and the factors determining participation have been analyzed in several studies both domestically and internationally. The entry into industries by businesses is influenced by various factors. Entry barriers into an industry are one of the factors affecting the participation behavior of businesses in specific industrial sectors. Most studies have predominantly focused on aspects such as: (1) barriers faced by small and medium-sized enterprises (SMEs) when entering new markets; (2) measures employed by businesses to overcome these barriers; (3) the relationship between the ability to overcome barriers and the operational outcomes of businesses. Only a limited number of studies, both domestic and international, have explored the relationship between a business's ability to overcome barriers and its intentions to engage in new markets.

Market entry barriers are crucial factors that businesses need to consider when entering new markets, as these barriers can reduce the potential, scope, and speed at which potential competitors enter the market (Sahay, 2013) (Karakaya & Stahl, 1989) (Kerin et al., 1992). The study by Bain (1956) identified three main types of entry barriers that companies face when entering a market: (1) absolute cost advantages for traditional companies; (2) differentiation advantages in product branding and distribution channels; (3) economies of scale advantages for large companies. Among these types of barriers, the author argued that differentiation advantages in product branding and distribution channels are the most influential barriers to the participation of businesses in new markets, especially for those dealing in electronic products.

In the research by Kahri Karakaya and colleagues (1989), six market entry barriers in manufacturing were identified that impact the participation of new businesses. These include cost advantages of traditional companies, product differentiation from traditional companies, capital requirements, conversion costs, access to distribution channels, and government policies. The results of the study indicated that all six barriers influence the decision-making process of businesses entering the market. The cost advantages of

traditional enterprises were considered the most crucial barrier to market entry, strongly influencing the participation decisions of businesses.

However, according to Khanna and Palepu's study (2010), besides barriers related to capital, products, and labor, the authors also emphasized the business challenges that newly entering companies face, including institutional barriers. Uncertain legal environments and ineffective legal systems can lead to failures for new companies compared to competing rivals. In a study by Masuku and colleagues (2011), 22 barriers were identified that businesses face when deciding to participate in the manufacturing sector in China. The research showed that, in China, businesses encounter fewer difficulties with conversion cost barriers, while most barriers revolve around capital, sunk costs, and the competitive environment. These factors directly influence the decision-making process of businesses entering new business sectors.

TABLE 5. Experimental Studies on the Ability to Overcome Barriers Affecting Business Participation Decisions

Author	Dependent Variable	Explanatory Variables	Methodology	Location
Kahri Karakaya et al. (1989)	Market Entry Decision	Cost advantages of traditional companies; Product differentiation from traditional companies; Capital requirements; Conversion costs; Access to distribution channels; Government policies	Regression Analysis	United States
Yongee et al. (2011)	Industry Entry Decision	Capital; Product; Labor	EFA; SEM	United States
Vu Thi Thu Huong & Le Thi Viet Nga (2019)	Export Capability	Technical barriers in trade	CFA; EFA	Vietnam
Leonidou (2004)	Export Intention	Internal and external barriers	EFA	Spain
Sandra L. Fielden (2000)	Business Success	Ability to overcome barriers	CFA; EFA	Germany
Edward Peter Stringham et al. (2015)	Market Domination	Business barriers	Qualitative	United States

(Source: Compiled by the Author)

1.6. Impact of Small and Medium Enterprises' (SMEs) Resource Capability and Supply Chain Participation on Their Participation Behavior in the Electronic Industry Support Sector

The resource capability of businesses is considered a crucial factor influencing the direction and operational methods of enterprises, particularly small and medium-sized enterprises (SMEs). Recent studies, both nationally and internationally, have primarily focused on analyzing the following relationships: (1) the correlation between resource capability and the development of SMEs; (2) the impact of business resource capability on the operational outcomes of SMEs; (3) the influence of the resource capability of SMEs on their participation in the supply chain. Currently, there are very few studies, both domestic and international, that specifically examine and elucidate the relationship between the resource factors of businesses and the intention of SMEs to participate in the electronic industry support sector.

TABLE 6. Empirical Studies on the Resource Capability and Supply Chain Participation Impact on Business Participation Decision

Author	Dependent Variable	Explanatory Variables	Methodology	Location
Vo Thanh Danh; Ong Quoc Cuong and Tran Ba Quang (2013)	Business Development	Input Supply; Total Output; Total Labor; Labor Skill; Industry Activity; Competition and Risk Level	Regression Analysis	Vietnam
Nguy Hoang Son (2021)	ICT Sector Development	Financial Resources; Value Chain Development; Policy Mechanism Enhancement	Qualitative	Vietnam
Glen Dowell et al (2022)	Market Entry Decision	Resource Diversity and Business Experience	EFA; CFA	United States
Vutha Hing et al (2001)	Global Value Chain Participation	Labor Resources	EFA, CFA; SEM	Indonesia
Ganeshan Wignaraja (2015)	Supply Chain Participation Decision	Business Scale, Financial Resources; Labor Resources; Business Environment; Competitive Landscape	EFA	Southeast Asia

(Source: Compiled by the Author)

Note: EFA - Exploratory Factor Analysis, CFA - Confirmatory Factor Analysis

1.7. Government Policies Affecting the Participation Decision of Small and Medium Enterprises in the Electronic Industry Support Sector

In the context of increasing domestic economic integration, the state support system is considered a significant factor influencing the development and participation decisions of small and medium enterprises (SMEs) in the electronic industry support sector. Both domestic and international authors have shown great interest in analyzing the impacts of government policies on the operational capacity of businesses, with numerous studies exploring this relationship. Research conducted by Le Thi Thanh Ngan (Le Thi, 2021) systematically categorizes policies aimed at accelerating the pace of development, enhancing competitiveness, and creating new investment environments for SMEs in the support industry. According to the study, Vietnam's SME support policy system can be broadly categorized into groups such as: policies promoting direct exportation (financial access, credit policies, infrastructure support, tax incentives, market advisory); policies supporting business conversion, entrepreneurship, and participation in industry clusters and value chains.

The author points out limitations and shortcomings in implementing policies that facilitate SME participation in value chains, especially in Vietnam, as a potent factor affecting SME involvement in value chains. The weak interconnection among SMEs, with few linkages between small and large-scale enterprises, suggests a lack of interest among SMEs in engaging in the support industry due to insufficient networking.

TABLE 7. Government Policies Supporting SMEs and Their Impact on the Decision to Participate in the Electronic Industry Support Sector by Small and Medium Enterprises

Author	Dependent Variable	Explanatory Variables	Methodology	Location
Author	Outcome Variable	Explained Variable	Research Method	Location
Nguyen Quoc Nghi và Van Nam (2011)	Business Operation Efficiency	Government Support Policies	Qualitative	Vietnam
Dinh Tuan Minh et al (2010)	SMEs Activities	Interest Rate Support Policies	Qualitative	Vietnam
Le Xuan Sang và Nguyen Thi Thu Huyen	Development of Electronic Industry Support Sector	Industrial and Development Policies	Random Sampling Method	Vietnam
Ha Van Duong (2016)	Development of Electronic Industry Support Sector	Credit Policies	Qualitative	Vietnam
Truong Minh Tue (2015)	SMEs Activities	Industrial Policies	Dialectical Materialism and Historical Dialectics	Vietnam
Truong Thi Chi Binh (2011)	Development of Consumer Electronics Industry Support	Financial Policies	Dialectical Materialism and Historical Dialectics	Vietnam
Kimura (2006)	Participation in Electronic Industry Support Supply Chains	Financial Policies, Firm Size, Market Capacity, Localization Rate, Labor Force	EFA, CFA	United States
Brimble et al (2002)	Networking and Collaboration of SMEs	Government Support Policies	EFA	England

(Source: Compiled by the Author)

Note: EFA - Exploratory Factor Analysis, CFA - Confirmatory Factor Analysis

II. Conclusions, Research Gaps, and Approaches of Previous Studies

In general, previous studies have achieved several notable accomplishments, as follows:

The first, Theoretical Clarifications: Articulation of fundamental theoretical issues related to enterprises and the Electronics Industry Support Sector (EISS) in both general and specific contexts, such as the elucidation of concepts, characteristics, and scope of the sector. Establishment of general theories regarding supply chain dynamics, factors influencing the participation of Small and Medium-sized Enterprises (SMEs) in supply chains, and models of supply chains in the Electronics Industry Support Sector.

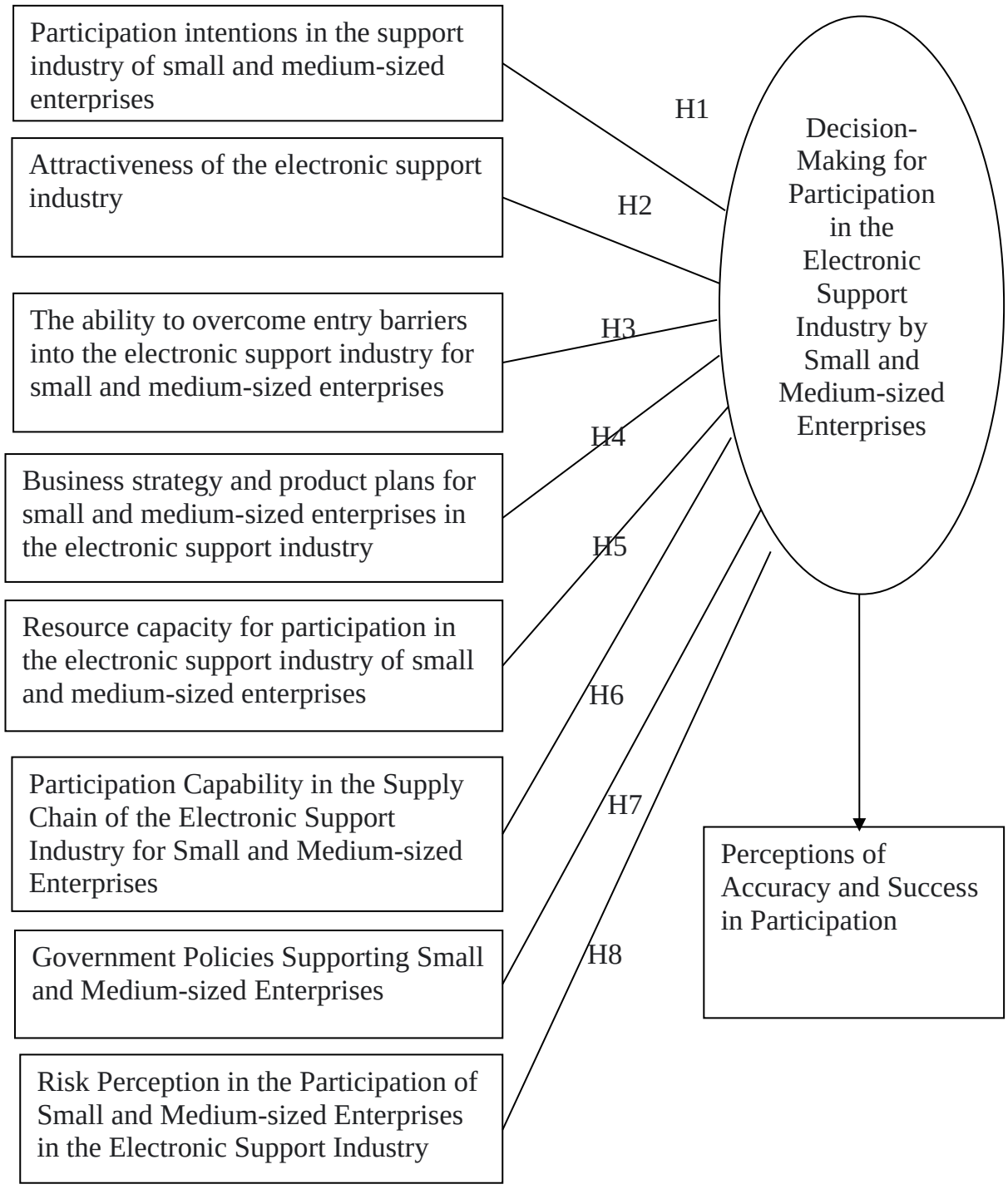
The second, Synthesis of Global Experiences: Synthesis, analysis, and presentation of development experiences in the Computer, Electronic, and Optical Products Industry (CEOP) and the Electronics Industry Support Sector in various countries worldwide. Extraction of valuable lessons and experiences applicable to Vietnamese enterprises, particularly SMEs, entering the CEOP sector.

The Third, Overview of Vietnam's Context: Comprehensive studies on the development status of CEOP in Vietnam and globally. Analysis of the interrelationships between industrial zone development, industrial zone chains, product chains, and CEOP development. Identification of constraints and challenges in the development of CEOP in Vietnam, accompanied by proposed solutions to overcome these challenges.

The fourth, Diverse Aspects of Enterprises: Exploration of various facets of CEOP enterprises and SMEs in Vietnam. Highlighting crucial characteristics influencing the decision-making process of joining production networks. Emphasis on the significant role of state policies in fostering the development of enterprises.

III. Proposed Research Model for Factors Influencing SMEs' Participation in the Electronic Industry Support Sector

To assess the impact of factors influencing SMEs' participation in the Electronics Industry Support Sector, the author proposes the following research model: [Details of the research model can be provided if necessary.



(Source: The author suggests)

Figure 1: *Model of factors influencing the decision to participate in the electronic support industry by small and medium-sized enterprises*

Together with the development of the theoretical research model, 8 research hypotheses associated with the proposed model are as follows:

Hypothesis H1: The intention to participate in the Electronic Supporting Industry of SMEs has a positive impact on the decision to participate in the Electronic Supporting Industry.
Hypothesis H2: The attractiveness of the Electronic Supporting Industry has a positive impact on the decision to participate in the Electronic Supporting Industry of SMEs.
Hypothesis H3: The ability to overcome barriers to entry into the Electronic Supporting Industry has a positive impact on the decision to participate in the Electronic Supporting Industry of SMEs.
Hypothesis H4: Business strategy and product plans of SMEs in the Electronic Supporting Industry have a positive impact on the decision to participate in the Electronic Supporting Industry.
Hypothesis H5: The resource capability to participate in the Electronic Supporting Industry has a positive impact on the decision to participate in the Electronic Supporting Industry of SMEs.
Hypothesis H6: The ability to participate in the supply chain of the Electronic Supporting Industry has a positive impact on the decision to participate in the Electronic Supporting Industry of SMEs.
Hypothesis H7: Government policies supporting SMEs have a positive impact on the decision to participate in the Electronic Supporting Industry.
Hypothesis H8: Perceptions of the risks of participating in the Electronic Supporting Industry have a negative impact on the decision to participate in the Electronic Supporting Industry.

IV. CONCLUSION

With this proposed research model, the author hopes to obtain appropriate analytical results in assessing the influence of factors on SMEs' participation in the electronic supporting industry.

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