



**ANALYSIS OF TRADE CORPORATION BETWEEN
THAILAND AND MYANMAR**

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ABSTRACT

TITLE: The Analysis of Trade Corporation between Thailand and Myanmar

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Thailand and Myanmar are both in rich cultural promote trade cooperation is to generate economic progress of each country and natural economic which are important for Thailand and Myanmar. The objective of this research study is to explore and analysis Trade Corporation between the two countries. The study was conducted with a survey research using the questionnaire method. The data collected were analyzed by computer through package software (SPSS: Statistic Package for Social Sciences).

Trade between Thailand and Myanmar has been making good progress. So two countries need more corporations in various activities as partnership for security and development of the both countries, In the border trade areas, Trade is a need to resolve labor, human trafficking, illegal and narcotic problem, which will help to facilitate trade flows.

Cooperation in other various activities include financial and capital market corporation, energy cooperation, labor cooperation, cooperation of anti-narcotic efforts, Basically they use the same promotional strategies that are export surplus and diversify foreign markets by using natural and human resources, quality of products, outward FDI promotion, special economic zone at suitable place, trade related information through the websites and Journals and bulletins, logistic hub and regional products network and co-productions bases.

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CHAPTER: 1

INTRODUCTION

Introduction

Trade refers to buying and selling of goods and services for money or money's worth. It involves transfer or exchange of goods and services for money or money's worth. The manufacturer or producer produces the goods, then moves on to the wholesaler, then to retailer and finally to the ultimate consumer. Trade is an important social activity because the society needs uninterrupted supply of goods forever increasing and ever changing but never ending human wants.

Trade between Thailand and Myanmar is about 4 million tons per year, excluding the gas shipments. Of this traffic, about 3 million is westbound and is dominated by cement and fuel. The major eastbound moment is fish, which shipped or carried direct. About 1 million tons is carried by road and 3 million by sea. Difficult terrain, poor roads traffic imbalance, and absence of through transport arrangement combine to make road transport more expensive. Myanmar imports animal and vegetable oils, footwear, organic chemicals, vehicles, knitted and crocheted apparel, electrical machinery and equipment, and plastics from Thailand. Thailand imports live animals, fish and crustaceans, edible vegetables, raw hides and leather, ore, slag and ash, oil seed, and machinery from Myanmar.

The focus will be on trading across border checkpoints, which accounts for a large portion of trade between the two countries. The two sides will organize trade fairs in provinces along the border, and promote exchanges of officials, traders and investors to support investment growth in both countries. Meetings will be held to discuss elimination of trade barriers and facilitate investment growth, especially in industrial estates and special economic zones, as well as to support Thai investors in Myanmar's energy sector.

Thailand and Myanmar will strengthen cooperation in the banking sector, focusing on their central banks to ensure a stable baht-kyat exchange rate. Myanmar is only Thailand's sixth-largest trading partner in Asian. Bilateral trade was up by 25 per cent year on year to \$6.1 billion last year. About 85 per cent of this was in the form of cross-border trading. The investment picture is different, however, with Thailand the second-biggest foreign investor in Myanmar after

China. Since 1988, combined Thai investment in Myanmar was worth \$9.5 billion. Most of it went to the energy, electricity, manufacturing, fishery and livestock sectors. Myanmar and Thailand regularly hold bilateral meetings between Ministers of Foreign Affairs and Ministers of Trade. The sixth Joint Trade Commission was held in Bangkok in November 2012 where the two sides had agreed to strengthen trade and investment by eliminating tariff and non-tariff barriers, with the focus on trading across border checkpoints. The seventh Joint Commission for Bilateral Cooperation (JCBC) meeting where we discussed cooperation in other areas outside trade was held in Nay Pyi Taw at the end of last year. Thailand and Myanmar are also members of the Bay of Bengal Initiative for Multi-Sectoral Technical and Economic Cooperation or BIMSTEC.

1.1 Background of Study

Thailand is the only Southeast Asian country never to have been colonized by a European power. A bloodless revolution in 1932 led to the establishment of a constitutional monarchy. Thailand has total land area of 513,120 km and according the statistics of 2013 and 2014 the population of the country is 67,222,972. The present population 67million the average annual rate of the population growth is about 7.02 percent. The economy is agriculture based with the agricultural sector.

Now rice growing and all other agricultural industries, including forestry and fisheries, constitutes less than one sixth of total economic production. Manufacturing and domestic trade both amount to more than that, roughly one fifth of GDP each.

The union of Myanmar is situated in south-east Asia sharing border with the people's republic of china, Loa people's democratic republic, kingdom of Thailand People's Republic of Bangladesh and republic of India. It is the largest country on the mainland of Southeast Asia with a total land area of 676, 553 square kilometers. The present population is estimate of 58.38 million the average rete population growth is about 4.02 percent. So the present population is 60 million. The economy is agriculture based with the agricultural sector according for about one third of the total GDP.

The Union of Myanmar is made up of over hundred national races of which the main ethnic groups are Kachin, Kayah, Kayin, Chin, Bamar, Mon, Rakhine and Shin.

Trade is one of the powerful pathways towards economic development for all countries in the world. For both developed and development nation foreign trade is regarded as an engine of growth and many developing countries must depend on primary exportable products for the majority of their foreign exchange earnings. Growing bilateral trade raise the income levels of both countries and then the countries become richer. The study intends to analysis of Trade Corporation between Thailand and Myanmar.

Myanmar is essentially the link for Thailand to connect to what are potentially nearly two thirds of the world's population India and China. The access to vast natural resources (the biggest investment in Myanmar is due to Thailand demand for natural gas) ensures that Myanmar is always regarded as the potential country in developing Thailand economy in the future.

This potential has prompt a special review in Thailand policy in developing its neighbors; they do its utmost in developing and maintaining the best relations with the Myanmar government and slowly but surely this will yield a positive result for themselves to benefit from any economic development that will come.

Whether it is the economics of neighborhood or the importance of cooperation in the competitive global environment the economic logic suggests that both the countries must strengthen their economic ties in the realms of trade, investment, and human resources. The complementarities on different dimensions need to be exploited so as to jointly take advantage of the globalization process in a more effective and WTO-consistent manner.

Thailand and Myanmar With many Trading and commercial concessions being made and bilateral agreements being signed. This was strengthened even further in the early 2015s, with Thailand's new policy of forward engagement, priority being given to improving economic relations with all its neighbors.

1.2 The Research Statement Problems

1.2.1 What is exploring Trade flows between Thailand and Myanmar?

1.2.2 How does use Trade promotion and Strategic between two countries?

1.2.3 What are the expected of future trade between Thailand and Myanmar?

1.2.4 How many improving trade corporation between Thailand and Myanmar?

1.3 Objective of Study

The overall objective of study is to explore the analysis of Trade Corporation between two countries.

The study has five main objectives

1.3.1 To explore trade flows between the two countries.

1.3.2 To use trade promotion polices and strategies of Thailand and Myanmar.

1.3.3 To study of future trade Thailand and Myanmar

1.3.4 To improve trade corporation between Thailand and Myanmar

1.4 Scope and Limitation of the Study

The focus of present study is to find out the analysis of Trade Corporation between Thailand and Myanmar in present situation. In both countries, democratic institutions to promote checks and balances, participation, transparency and accountability are imperative. Myanmar and Thailand may be at different stages on different roads but their destinations are in the same vicinity.

While Myanmar currently captivates international attention, it is the Thai–Myanmar relationship and the strategic corridor it forms that could mould the shape of things to come on the mainland, with broader repercussions for the entire Asian landmass. Both countries will likely face tension and competition, but ultimately Myanmar and Thailand must find ways to grow together as they aim for democratic transition, social stability and sustained economic development.

There are many period of trade corporation system between two countries therefore with limitation, this study will involve border trade, expected of future trade and economic integration, structure of economic, trade policy, in the current situation.

1.5 Definition of Term

For the best of understanding, it was necessary to define the meaning of the key work.

1.5.1 Analysis: Examination of data and facts to uncover and understand cause-effect relationships, thus providing basis for problem solving and decision making.

1.5.2 Trade Corporation: A trading corporation is a commercial corporation engaged in buying and selling. The word “trading” is much narrower in scope than “business” as applied to corporations, and though a trading corporation is a business corporation, there are many business corporations which are not trading companies

1.6 Results of Benefits

By the enhancing trade between the two countries to get the reasonable revenue for the states and further strengthen the existing friendship between two countries.

Economic development will be marked by as sustained broad- based growth whose benefits are widely dispersed and enjoyed by all segments of the people. All the people will have access to basic amenities such as clean drinking water, Sanitation, healthcare and education, and to vital services such as electricity and telecommunication.

1.7 Organization of the Study

This organization of study in this research paper is divided into the fives Chapters. There are as following:

- 1.7.1 Chapter one is an introduction to background of study and research statement problem, the objective of study, scope and limitation of study the methods of study, result of benefit and organization of study.
- 1.7.2 Chapter two is the theory and literature views that are related researches.
- 1.7.3 Chapter three explain the research methodology used in conducting this experiment. It includes population and samples, materials, procedures and data analysis.

- 1.7.4 Chapter four analysis of trade corporation between two couturiers and involve with questionnaire.
- 1.7.5 Chapter five contains the summery of the study, the conclusion and recommendations for further research.



CHAPTER 2

THEORY AND LITERATURE REVIEW

2.1 International trade theories

The theories of international trade are founded on the principle of comparative advantage. As Ricardo first explained it's just as individuals find that they can enjoy higher standard of living by specializing and exchanging the products of the specialization, so nations can provide better living standard for their people by concentrating on the type of production for which their resources best suit them. International specialization obviously cannot be carried so far as the division of the labor among individuals. A degree of self-sufficiency is necessary for national security. Also the diversity of resources that many nations possess, many skills of their people and the variety of industries that have developed over the years all preclude absolute specialization.

Much of the modern history of the international relations concerns efforts to promote freer trade among nations. Accordingly, the governments support the creation and expansion of regional and international free-trade organization. Citing Ricardo's theory of comparative advantage and earlier ideas of Adam Smith, they also argue that national specialization is essential to world prosperity because it entails that countries will produce only those goods and services they are best equipped to make, which thus maximizes overall efficiency and minimizes overall costs.

The major purpose of theory of comparative advantage is to illustrate the gains from international trade. Each country benefits by specializing in those occupations in which it is relatively efficient. Each should export part of that production and take, in exchange, those goods in whose production it is, for whatever reason, at a comparative disadvantage. The theory of comparative advantage thus provides a strong argument for free trade and indeed for more of a laissez-faire attitude respect to trade.

More generally, liberals maintain that the basic units of the global economy are now so closely integrated that efforts on the part of states to restrict trade with other countries are bound to fail. Debate between economic nationalists and liberals economic centers on the extent to which the state, even if it can do so, should halt or reverse the forces leading to globalization.

The World Trade Organization (WTO) is the only international organization dealing with the global rules of trade between nations. Its main function is to ensure that trade flows as smoothly, predictably and freely as possible. By lowering trade barriers, the WTO's system also breaks down other barriers between peoples and nations.

At the heart of the system- known as the multilateral trading system are the WTO's agreements, negotiated and signed by a large majority of the world's trading nation, and ratified in their parliaments. These agreements are the legal ground –rules for international commerce. Essentially, they are contracts, guaranteeing member countries important trade rights. They also bind governments to keep their trade policies within agreed limits to everybody's benefit.

The agreement were negotiated and signed by governments. But their purpose is to help producers of goods and services, exporters, and importers conduct their business.

The goal is to improve the welfare of the peoples of the member countries:

The WTO agreements are lengthy and complex because they are legal texts covering a wide range of activities. They deal with agriculture, textiles and clothing, banking, telecommunications, government purchases, industrial standards and product safety, food sanitation regulations, intellectual property, and much more. But a number of simple, fundamental principles run throughout all of these documents.

These principles are the foundation of the multilateral trading system.

These principles are:

1. Trade without discrimination
2. Freer trade, gradually, through negotiation
3. Predictability: through binding and transparency
4. Promoting fair competition
5. Encouraging development and economic reform

The advantages of international trade: Trade between nations benefits all concerned in various ways:

1. It enables nations to enjoy products which they could not produce within their own borders.
2. It makes it possible for nations to obtain goods more cheaply than they could produce them themselves.
3. It provides a greater variety of commodities and gives a wider choice of designs and styles.
4. It permits countries to specialize in the production of good and services for which their particular pattern of resources makes them best suited.

A vigorous and active international economy promotes better living standards all over the world.

International trade refers specifically to an exchange of goods and services between members of different nations, and accounts and explanations of such trade; transactions, functioning with other economic policies, tend to improve a nation's standard of living. When review contemporary economic liberalisms by sharing with classical liberalisms, the contention that the only way a state can maximize economic growth is by allowing markets to operate free from government intervention.

The state maintain that tariffs and nontariff barriers known as protectionism. The policy protect domestic industries against foreign competition by means of tariffs, subsidies, import quotas, or other restrictions or handicaps placed on the imports of foreign competitors. Protectionist policies have been implemented by many countries despite the fact that virtually all mainstream economists agree that world economy generally benefits from free trade. Protectionism has the effects of distorting the allocation of resources, production, and trade and restricts economic growth and should be abolished.

The reciprocal trade agreements typically limit protectionist measures instead of eliminating them entirely, however, and calls for protectionism are still heard when industries in various countries suffer economic hardship or job losses believed to be aggravated by foreign competition.

2.2 Thailand Economy and Myanmar Economy

Thailand Economy

Thai economy could be described as a developing country with relatively high degree of openness. Starting in early 1960s, industrialization in Thailand has transformed the agriculture-dependent economy into an economy with diversified manufacturing production bases and high degrees of linkages with the international market. The industrialization policy started with the strategy of import substitution or inward looking policy and later turned to emphasize more on export market. During the last ten years, it is observed that the share of agriculture in total GNP has been a little lower than 10 percent.

In 1993, agricultural production was US Dollar 10,824 Million whereas the total GNP for Thailand was US Dollar 123,195 Million. In 2001, the figure for agricultural production and total GNP were US Dollar 9,806 Million and US Dollar 113,272 Million, respectively. Because of Thailand's long experience in industrialization, the main economic activities are in the manufacturing sector. At present the share of manufacturing production is more than 30 percent of the total GNP. Combination of both agriculture and manufacturing production accounts for less than 50 percent of the GNP.

The services sector is now playing an important role in the Thai economy with the total share higher than 50 percent of GNP. Some of the important sub-sectors in terms of GNP contribution are wholesale and retail trade, transport and communication, construction, financial sector, public administration and education. It could be observed that after the crisis the share of construction and finance has become significantly smaller. Before the financial crisis, the Thai economy grew at a high rate, for example, in 1994, 1995 and 1996, the GDP rate of growth was 9.0 percent, 9.2 percent and 5.9 percent, respectively..

During its currency and financial crisis in 1997, Thailand was regarded as the origin of the contagious effect of the crisis to several other Asian economies. "Tom Yam Kung disease" became well known to economists around the world. It took sometime before Thai Government decided to change the macroeconomic policy to pull the economy out of the recession. The government turned to expansionary fiscal and monetary policy while maintaining the exchange rates at about 38 Baht a US Dollar which later drifted to about 44 Baht a dollar. As a result of exchange rate depreciation, international reserve soon came back to about the same level as

before the crisis. However, it cannot be concluded that the Thai economy has fully recovered from the crisis. Due to the crisis, the Thai Baht had significantly depreciated against the US Dollar and the currencies of other developed trading partners. This created some disruption in international trade. Total imports that used to be higher than total exports dropped. Since 1998, Thailand's balance of trade account has been in surplus.

Thailand has gone through substantial reforms in many areas such as banking and finance, debt restructuring, social safety net support, tax incentives and tax reform, legal amendment, public enterprise privatization and foreign ownership requirement. Thailand's economic strategy has been to engage more intensely with the global market. In order to perform in the world market the Thai economy has to succeed in the process of adjustments. Another economic strategy could be to diversify in terms of markets and suppliers across the globe as well as within the Asian region in order to compete in the global market.

Myanmar Economy

After the 1988 coup, the military regime officially abandoned the socialist-era, state controlled economic system and announced it would introduce market-based practices in order to improve the economic situation. In reality, the economy remains highly controlled by the state, which restrains market-based competition. Since 1989, the junta has initiated a series of privatizations, including a large-scale privatization in 2009 – 2010, when over 300 enterprises, including a major airline, ports, mines, factories, hotels, cinemas, gas stations, land and buildings were privatized. However, most of the formerly state-owned properties have been transferred directly into the hands of the regime's cronies or the military conglomerates that continue to monopolize the economy. According to the Heritage Foundation's 2012 Economic Freedom index, Myanmar has one of the world's 10 most repressive economies.

The export tax was increased arbitrarily to 10% in 2008, although it was reduced to 7% in March 2013, making the export market noncompetitive compared to other countries. However, the government and military enterprises do not need to pay these taxes, and some of these have even received subsidies. Two military conglomerates, the Union of Myanmar Economic Holdings Limited (UMEHL) and the Myanmar Economic Cooperation (MEC), the largest economic enterprises in the country, have dominated the economy.

In the last two years, the government of Thein Sein has introduced a number of economic changes in order to make the country more competitive and attract serious, long-term investment from Western countries. Export taxes were lowered and restrictions on the financial sectors were eased. On April 2012, the country ended its grossly overvalued fixed exchange rate system, which had been in place for 35 years, and introduced a market-based exchange rate. Steps are now being taken to move to full current account convertibility, possibly before the end of 2013.

The central bank did not have a consistent or effective inflation control policy. The government, which totally controlled the central bank, imposed arbitrary top-down policies, such as printing money to solve budget deficits, which led to fluctuating inflation rates. The government also made arbitrary decisions, such as increasing salaries sharply and removing subsidies suddenly, as it did with fuel prices in 2007, which led to large demonstrations. Due to such arbitrary practices, the volatility of consumer price index (CPI) inflation had been very high, rising from 20% in 2006 to 35% in 2007, and then dropping to 26.8% in 2008 and 1.5% in 2009. According to a research officer at Myanmar's central bank, the inflation rate fluctuated even more seriously, from 58.1% in 2002 and 2003 down to 24.9% in 2003 – 2004 and further down to 3.8% in 2004 and 2005. Overall, the inflation rate fluctuated between 57.1% and 1.5% over the years between 2001 and 2009. From 2010 until 2012, the inflation rate averaged 5.0%, reaching an all-time high of 8.3% in April 2011 and a low of 0.3% in August 2012. Inflation was reportedly at 4.2% for 2011 and 6.2% in 2012. (cbm.gov.mm/)

The junta also had a fixed-exchange-rate policy for 35 years. The official currency exchange rate had been fixed at around six kyat per U.S. dollar, but the real market currency exchange rate has demonstrated high volatility, fluctuating between 650 kyat and 1450 kyat per dollar over the past 10 years. In April 2012, the government introduced a managed floating exchange rate, which used market mechanisms to define the floating rate. The exchange rate has floated between 800 and 850 Kyat per U.S. dollar since then. Steps are now being taken to move to full current account convertibility, possibly before the end of 2013. Anti-inflation forex policy the country lacks consistent and sound fiscal and debt policies to support macroeconomic stability. The level of total public debt – estimated at 47.6% of GDP in 2010 is high.

A primary reason for the high fiscal deficit over the years is poor revenue performance. According to data from the ADB, Myanmar's tax revenues as a percentage of GDP fell steadily

during the 1990s – from 5% of GDP in 1990 to 2.5% of GDP in 2000. The average tax-to-GDP ratio between 2004 and 2010 was 3.6%, among the lowest in Asian countries, even as the revenues from natural gas exports rose. To finance its deficit, the government borrowed from the central bank and commercial banks. About 46% of the fiscal deficit in fiscal year was financed through bonds; the rest was monetized by the central bank.

2.3 Economic regionalism

International arrangements designed to facilitate the free flow of goods and services and to coordinate foreign economic policies between countries in the same geographic region. Economic regionalism can be viewed as a conscious attempt to manage the opportunities and constraints created by the dramatic increase in international economic ties since the end of World War II. Examples of economic regionalism include free- trade areas, customs, common markets and economic unions.

Several schemes for regional economic integration were established in Europe in the decades following World War II. After the cold war the number of these arrangements increased dramatically throughout the world. The success of the organizations and agreements such as the EU, the North American free trade agreement (NAFTA), and the ASEAN (Association of Southeast Asian Nations) Free trade area (AFTA) depended not only on geographic proximity but also on increasing economic interdependence, relatively homogenous political structures and shared cultural and political traditions.

Forms of economic regionalism can be distinguished by the level of integration they involve. The most basic form is a free –trade area, such as AFTA, which eliminates or greatly reduces customs duties between its members.

A customs union creates a greater degree of integration through a common tariff on nonmembers, and a common market adds to these arrangements by allowing the free movements of capital and labor. An economic and currency union, which requires a high degree of political consensus between member states, aims at full economic integration through a common economic policy, a common currency and the elimination of all tariff and nontariff barriers.

One way of classifying forms of economic regionalism is by the level of institutional integration they display. Regionalism is characterized by a high level of institutional integration through shared norms, principles, rules, and decision-making procedures that limit the autonomy of individual members. The EU is an example of tight regionalism, having evolved from a limited free-trade area to a customs union, a common market, and finally an economic and currency union. Integration within the EU has produced spillover effects in the political and social arenas, spurring, for example the creation of the European parliament and the European science council. In contrast “loose” regionalism is characterized by the lack of formal and binding institutional arrangements and reliance on informal consultative mechanisms and consensus-building measures. The Asia-pacific creation of a free-trade area is good example of loose regionalism and NAFTA, as a full-fledged free trade area that falls short of being an economic union, exemplifies a category intermediate between tight and loose regionalism.

Supporters of economic regionalism have tried to promote the development of open and tight regionalism and to minimize closed and loose regionalism. Whereas open regionalism promotes global trade liberalization, closed regionalism often has led to economic warfare and sometimes to military conflict, open regionalism however, faces the problem of harmonizing the different economic policies of the many countries.

2.4 Border trade history of between two countries

.Thailand also occupies an important position in Myanmar’s external trade. In 2003, Thailand accounted for 33.0% of Myanmar’s total exports and ranked as the single most important destination for exports form Myanmar. on the other hand, Thailand supplied 16.1% of Myanmar’s total important in the same year and ranked second as a source of Myanmar’s imports . As was pointed out in the previous section, natural gas exports by way of a pipeline greatly augmented Myanmar’s exports to Thailand in the early twenty first century. The gas exports to Thailand increased from US\$ 114.2 million in 2000 to 1497.4 million in 2005 and accounted for more than 80%of Myanmar’s exports to Thailand in 2005.

Given that the Thai-Burmese border runs for 2,400 kilometres, people living on both sides of the border have been trading and crossing the frontiers for centuries. Ten provinces that share the

border with Burma are Mae Hong Son, Chiang Rai, Chiang Mai, Tak, Kanchanburi, Ratchaburi, Petchaburi, Prachuap Khiri Khan, Chumpon and Ranong. The long stretch of mountains and hills dividing Thailand and Burma has served as a natural demarcation line and has been a rendezvous for peoples of both countries to exchange products and other necessities. Even villagers come across with their homegrown produce or hand-sewn items. Most of the trade is conducted without any government sanction, except at key trading posts accessible by roads and to tourists such as those in Mae Hong Song, Tak and Chiang Rai provinces. Thai-Burma border trade has a long history, but real regulated border trade occurred right after Burma's independence in 1948. Border trade continued unabated between 1948 and 1962 while Burma was moving steadily towards socialism. The amount of trade was marginal due to the similar structure and level of economic development. Major items that were heavily traded included rice, timber and other agricultural products. Burma turned socialist and remained so for the next 26 years.

All business enterprises were nationalized. Thai-Burmese ties between 1962 and 1987 reached their lowest ebb partly as mistrust grew. An anti-communist government under the premiership of Field Marshal Sarit Thanarat led Thailand, at the time. However, the black market along the border proliferated and, ironically, increased people-to-people contact for commercial purposes. The border checkpoint at Mae Sot, Tak Province, has always been a key trading post. During the socialist period, the huge demand for consumer goods encouraged smuggling across the border. Thailand was the major exporter of goods to Burma. Both China and India were docile trading partners. Thai-Burma border trade in the past 12 years has greatly increased and at the same time become more complicated. Burma had adopted limited economic reform as in other socialist countries and was in need of foreign capital.

It was during this period that Thai-Burma relations grew, especially trade and concessions related to natural resources such as timber and precious stones. In return, Thailand imported marine products, buffalo, and raw materials to feed the small and medium-sized factories located along the Thai-Burma border. Since Burma's independence, Thai-Burmese border trade has been influenced by the presence of various ethnic minorities along the frontier. The Karen minority, which has been fighting for the past five decades for an autonomous region, has been associated with the border smuggling. The New Mon State Party, the Shan, and the Kachin ethnic groups also have their fair share of border trade.

These minorities used to have freedom to levy tax and collect other service charges without any interference from Rangoon. However, the situation changed in the late 1990s when Burmese troops attacked the minorities and tried to exert control over their strongholds. In the beginning, it looked as if Burma allowed the minorities to trade with Thailand without much interference. It is now apparent that the Burmese government was searching for ways to disarm the minorities and wrest direct control of the border trade.

2.5 Trade policy of Thailand and Myanmar

Thailand's trade policy

As one of the fastest growing economies in the world, Thailand has long recognized the importance of trade policy in its development. Trade measures have been instrumental in strengthening the competitiveness of domestic industries to compete in the world market. Being an open economy, Thailand has participated actively in various international forums such as the Uruguay round of multilateral trade negotiations, the Asia-pacific economic cooperation forum (APEC), and the ASEAN free trade area, since its accession to the world trade organization on January 1995, the Thai government has implemented various measure in compliance with its commitments in the WTO. The tariff system has been restructured while a law was enacted in accordance with the TRIPs agreement, to be followed by numerous other laws which are being drafted.

Most of the services sector is on the verge of liberalization. In addition, quantitative restrictions on many agricultural products have already been dismantled and replaced by tariff measures in line with the procedure prescribed in the agriculture agreement. In short, Thailand has tried its utmost to quickly and sincerely implement its commitments in the WTO. Thailand is also enthusiastically participating in various regional cooperation schemers. As a country in the Asia-pacific region, Thailand closely follows developments in APEC and will endeavor to ensure that this forum will remain consistent with multilateralism, the concept enshrined in the creation of the WTO.

As one of the leading economies in ASEAN, Thailand proposed the establishment of AFTA and contributes considerably in its actualization process. In addition, the country is engaged in various sub- regional cooperation with its neighbors, hoping that this would be bring about affluence to the region in the future. In summary, Thailand has realized the importance of free and open trade to the country's development. Thus it shall continue to uphold its belief in liberal trade as well as conduct its trade policy in a transparent and fair manner. With this, Thailand hopes to achieve the double benefits of attaining economic prosperity and remaining a significant player in the world trade arena.

Myanmar trade policy

In order to promote the activities of foreign trade, rule, regulations and procedures are essential measure in doing business export and import with bordering nations. To meet this end, the former rules and regulations that banned the participations of private enterprises in foreign trade were withdrawn by notification NO.1/88 released on 29th October, 1988. Subsequently, the state allowed private enterprises and firms to participate in manufacturing goods as well as in service sectors.

In addition, the state has being offered foreign enterprises and businessmen to invest in Myanmar in very potential sectors. Foreign direct investments are also being invited to participate in enhancement of production and marketing.

Myanmar trade promotion policies are also encouraging to promote trade with neighboring countries as well as. Ministry of commerce has set down three basic economic policies to achieve the economic objectives of Myanmar.

1. Trading activities must be done aiming at the welfare and benefit of Myanmar people.
2. Trading activities must not be burden for people.
3. Trading activities must be done to explore long-term sustainable development not for short-term benefit.

2.6 Trade Corporation, Agreement between two countries

Thai-Burma border trade in the past 12 years has greatly increased and at the same time become more complicated. Burma had adopted limited economic reform as in other socialist countries and was in need of foreign capital. It was during this period that Thai-Burma relations grew, especially trade and concessions related to natural resources such as timber and precious stones. In return, Thailand imported marine products, buffalo, and raw materials to feed the small and medium-sized factories located along the Thai-Burma border.

Trade Corporation

During the past four years, from 2005 to 2008, Thailand's imports from Myanmar increased from 71,913.4 million baht to 112,369.0 million baths. In the recent year 2007 and 2008 imports value from to Thailand rose from 80,030.6 million baths to 112,369.5 million baths. The main imports item from Myanmar to Thailand is natural gas. In 2005, its imports value was 60,085.6 million baths in 2008, 92.45% of the total imports of Thailand from Myanmar.

Thailand and Myanmar have already opened four major custom posts for the two countries border-trade operations at the Maesia, Chiengrai province, Maesot, tak province and Reanong province. Border-trade between Thailand and Myanmar has been expanding impressively year by year.

Thailand and Myanmar economic cooperation agreement

To facilitate the economic and business activities of Thailand and Myanmar, commercial banks from Thailand opened their representative offices in Myanmar. Currently there are several Thai commercial banks in Myanmar.

Under the central banks of Myanmar law and the financial institutions of Myanmar law, foreign Banks can only open representative or liaison office in Myanmar. Thai commercial Banks with their representative office in Myanmar are the Bangkok Bank Ltd., Kasikorn Bank Ltd. Krungthai Bank, Thai Military Bank, Thai Metropolitan Bank Ltd, and Krungsri – Ayadhaya Bank, all which cater to Thai business operating in Myanmar

Under an FTA, certain service sectors, trade could also be focused upon especially that need not necessarily be linked to trade in goods. For instance, software services, medical service, accountancy service, engineering service, legal and other professional services. Thus it is clear

that the impact of FTA in goods would be felt on a wide range of services both that relate to trade in goods and those that are unrelated to trade in goods overall, they also build a case for setting in place an FTA. In fact it need to be highlighted that such service are crucial for making the FTA itself feasible and mutually beneficial for the partner countries.

To facilitate economic cooperation between Thailand and Myanmar the countries have forged several agreements, namely as follows:

- Agreement on Trade Cooperation between Thailand and Myanmar, signed on April 12, 1989 in Yangon
- Agreement on setting up the Trade Commission between Thailand and Myanmar, signed on January 21, 1991 in Bangkok
- Agreement on Border Trade between Thailand and Myanmar signed on March 17, 1996, in Yangon
- The Meeting of Common Committee Members of Thailand and Myanmar December 8-9-1997 in Yangon
- Written records of the consultation between the Minister of Commerce of Thailand and Myanmar and the Minister for Commerce of Myanmar, Bangkok, August 21, 2001
- Agreement of cooperation between the Chamber of Commerce of Thailand and the Chamber of Commerce of industrial Federation of Myanmar , Yangon, February 22,1995

Under the ACMECS (Ayeyawady, Chao Phraya- Mekong Economic Cooperation Strategy), several MOUs were signed by Thailand and Myanmar as follows:

- Cooperation on Tourism Promotion between southern Thailand and Tavoy of Myanmar
- Cooperation on Industrial Development in Myawaddy and Pa-an.
- Cooperation on Energy Development, including the Alternative Energy Development Project and Dam Construction.
- Cooperation on Agricultural Development, i.e. the promotion of contract farming in Myanmar by the Thai investors.

CHAPTER 3

RESEARCH METHODOLOGY

In this chapter describes: (1) population and sample, (2) the materials, (3) Procedures used in research and data collation and (4) the data analysis.

1.1 Subject and Participants

The participants of this survey study were selected general worker, included both male and female who are interested to the trade corporation between Thailand and Myanmar. The total number of population was 115 people. 115 questionnaires were distributed by hand outside area and e- mail to the participants group and the worker returned only (97) (84.34%), so the total number of subjects was (97) general worker for this survey.

1.2 Materials

The research instruments on the study were the questionnaires. The questionnaire was to Trade Corporation between two countries. The questionnaire was use in English version. The questionnaire is separated into five parts as follows.

Part I: it requires people to fill the demographic data and general background information of the respondents. This part was used to explore the general information of the respondents and involved about their gender, age, education background, and current position.

Part II: exploring trade flows between Thailand and Myanmar, in the part analyzed the level of trade flows, based on a Likert scale five points as follows.

- 5= strongly trade flows
- 4= Normal trade flows
- 3= I cannot tell for sure
- 2= Small trade flow
- 1= Smallest trade flows

Part III: use trade promotion and strategic between Thailand and Myanmar. This third part analyzed the trade promotion and strategic based on a Likert scale five points as follows.

5= Excellent promotion and strategic

4= Good promotion and strategic

3= I cannot tell for sure

2= Satisfied

1= Unsatisfied

Part IV: expected of future trade between two countries. This part analyzed of the level of problems found in the future trade based on a Likert scale five points as follows.

5= strongly agree

4= Agree

3= Undecided

2= Disagree

1= strongly disagree

Part V: Improve trade of corporation between Thailand and Myanmar. This part analyzed of the level of the improve trade of corporation between two countries based on a Likert scale of five points as follows.

5= Excellent trade corporation

4= Good trade corporation

3= I cannot tell for sure

2= Small trade corporation

1= Smallest trade corporation

3.3 Procedures

This section describes the problems of the collecting data in this research study which consisted of two main parts: (1) research design (2) data collection.

3.3.1 Research Design

A survey research design was used to study an explanatory and descriptive research. The purpose of the explanatory is to explore analysis of Trade Corporation between Thailand and Myanmar. Thus, questionnaire is the instrument to collect information from any person. In order to certain about the correctness of the questionnaire and avoid mistakes. The study was conducted because the respondents had to understand all the questions in the questionnaires clearly. This could lead to a good research. In addition to this, the pilot study might show the researcher how to improve the questionnaire.

These results of this study, which is descriptive statistics, will be show in the form of percentages, means, mode, and standard deviation.

3.3.2 Data Collection

The purpose of this quantitative research was to survey compile and study analysis of Trade Corporation between two countries based on international financial organization such as World Trade Organization, World Bank, International Monetary Fund, Asian Development Bank, EU, USA and the Government of Thailand and Myanmar: Ministry of National Planning, ministry of commerce Thailand, ministry of commerce Myanmar, The collection of data in this research can be divided into stages as follow:

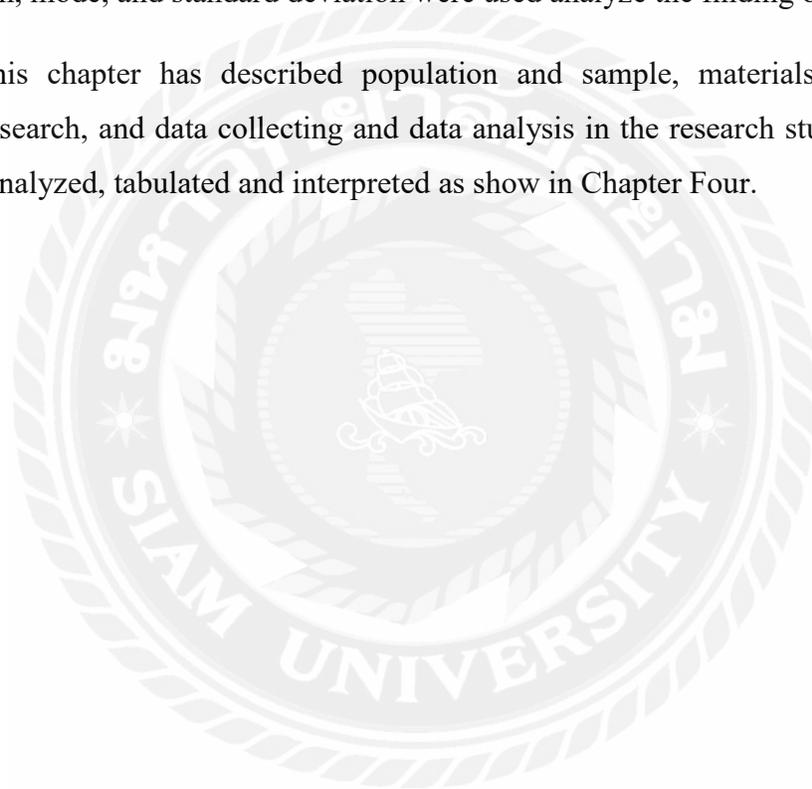
- ✓ **Primary Source:** collecting data in relation to analysis of Trade Corporation between Thailand and Myanmar, financial organization such as World Trade Organization, World Bank, Asia Development Bank, Report of USA, Report of EU, Ministry of Myanmar government, Ministry of Thailand government, Ministry of national planning.

- ✓ **Secondary source:** collecting information data in relation to select the internet websites, journal, Bangkok post, magazine, radio, interview, discussion are downloaded. As literature review, text books and publication previous research and other relevant information for this independent study.

3.4 Data Analysis

This research study used quantitative data from questionnaire. The questionnaire will be analyzed using Microsoft Excel 2010 and the program of SPSS version 21. Moreover frequency, percentage, mean, mode, and standard deviation were used analyze the finding of this research.

In summary, this chapter has described population and sample, materials, procedures, in designing the research, and data collecting and data analysis in the research study. Finally, data collected were analyzed, tabulated and interpreted as show in Chapter Four.



CHAPTER 4

RESULTS

Analysis of Trade Corporation between Myanmar and Thailand

This chapter explained the subjects of study, materials, procedures and data analysis. This chapter survey the results of the study are shown.

The questionnaires were distributed to 120 workers and the total of 100 questionnaires was returned. So it shows that the rate of return was 85.89 percent. The study of the survey in the chapter was divided into five sections as follows:

- 1.1 Demographic information of participants
- 1.2 Exploring trade flows between Thailand and Myanmar
- 1.3 Use trade promotion and strategic
- 1.4 Expected of future trade
- 1.5 Improve of the trade corporation between Thailand and Myanmar

The data analysis was conducted by using the Statistical Package for the Social Science (SPSS) version 21 to calculate the frequency and, percentage, mean mode and standard deviation.

1.1 Demographic Information of Participants

Table 1. Gender

Gender	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Male	57	58.8	58.8	58.8
Valid Female	40	41.2	41.2	100.0
Total	97	100.0	100.0	

As show in table 1, the total number of the participants was 97 with 57 male participants and 40 female participants. In other word, most male participants (58.8%) and the rest were female (41.2).

Table 2. Age of participants

Age	Frequency	Percent	Valid Percent	Cumulative Percent
21- 30 year	50	51.5	51.5	51.5
31-40 year	36	37.1	37.1	88.7
41-50 year	8	8.2	8.2	96.9
50 year and over	3	3.1	3.1	100.0
Total	97	100.0	100.0	

In the term of table 2, presents the age of the 50 over selected participants. The range of age was between 21 and 30 years old (51.5%) 31-40 year old (37.1%) 41-50 years old (8.2%) and 50 year old over (3.1%)

Table 3. Education background

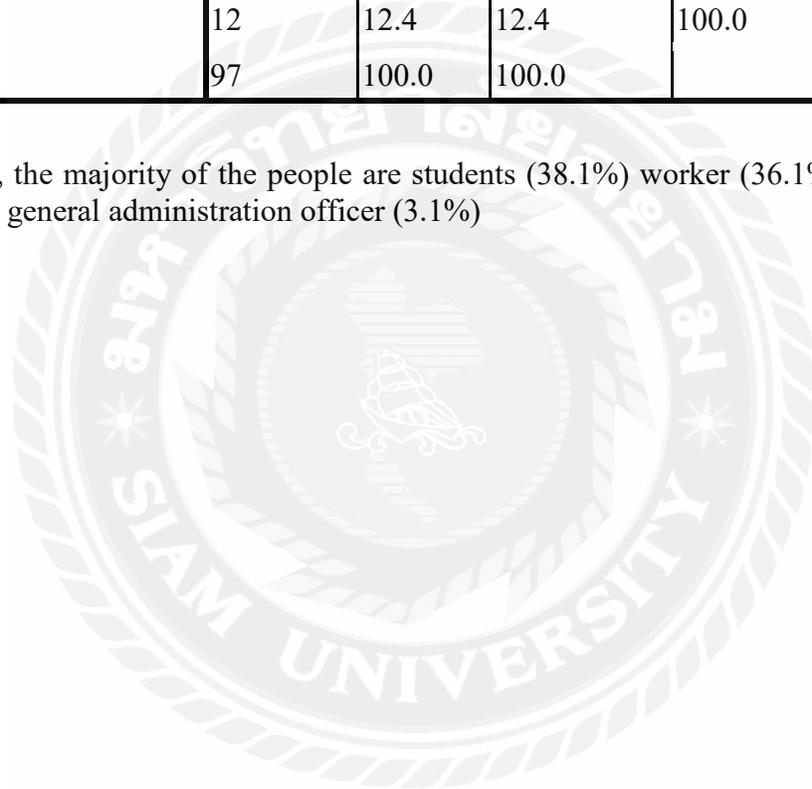
Education background	Frequency	Percent	Valid Percent	Cumulative Percent
High School	12	12.4	12.4	12.4
Vocational Certificate	7	7.2	7.2	19.6
Bachelor's Degree	40	41.2	41.2	60.8
Master's Degree	28	28.9	28.9	89.7
PhD	4	4.1	4.1	93.8
other	6	6.2	6.2	100.0
Total	97	100.0	100.0	

In the term of table 3, the most participants in education background are Bachelor's Degree (41.2%) Master's Degree 28.9 High School (12.4%) Vocational Certificate (7.2) other (6.2%) PhD (4.1%).

Table 4. Current Position

Current Position	Frequency	Percent	Valid Percent	Cumulative Percent
student	37	38.1	38.1	38.1
worker	35	36.1	36.1	74.2
Valid manager	10	10.3	10.3	84.5
general administration officer	3	3.1	3.1	87.6
other	12	12.4	12.4	100.0
Total	97	100.0	100.0	

Term of table 4, the majority of the people are students (38.1%) worker (36.1%) other (12.4%) manger (10.3%) general administration officer (3.1%)



4.2 Exploring Trade Flows between Thailand and Myanmar

Table 5. MeaSot – Myawaddy border trade

MeaSot_ Myawaddy	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows	1	1.0	1.0	1.0
Small trade flows	3	3.1	3.1	4.1
I cannot tell for sure	5	5.2	5.2	9.3
Normal trade flows	27	27.8	27.8	37.1
Strongly trade flows	61	62.9	62.9	100.0
Total	97	100.0	100.0	

According to the table 5, the most trade flows as well as better cooperation of various activities are strongly trade flows (62.9%) normal trade flows (27.8%) I cannot tell for sure ((5.2%) small trade flows (3.1%) smallest trade flows (1.0%).

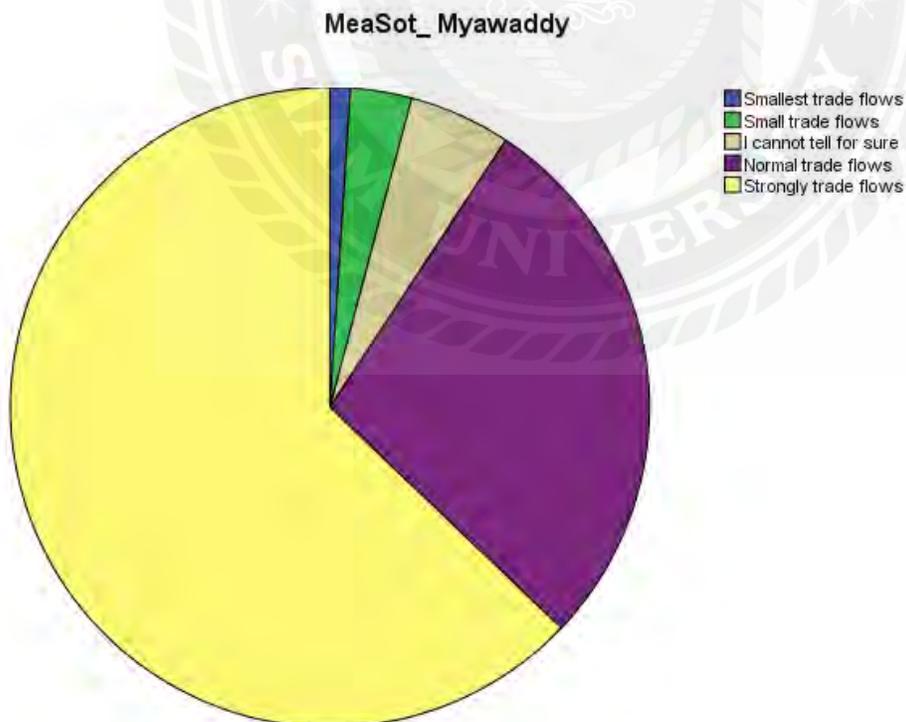


Table 6. Ranong- Kawthoung border trade

Ranong- Kawthoung	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows	3	3.1	3.1	3.1
Small trade flows	13	13.4	13.4	16.5
I cannot tell for sure	12	12.4	12.4	28.9
Normal trade flows	48	49.5	49.5	78.4
Strongly trade flows	21	21.6	21.6	100.0
Total	97	100.0	100.0	

According to the table 6, trading as well as better cooperation of various activities are normal trade flows (49.5%) strongly trade flows (21.6%) small trade flows (13.4%) I cannot tell for sure (12.4) smallest trade flows (3.1%).

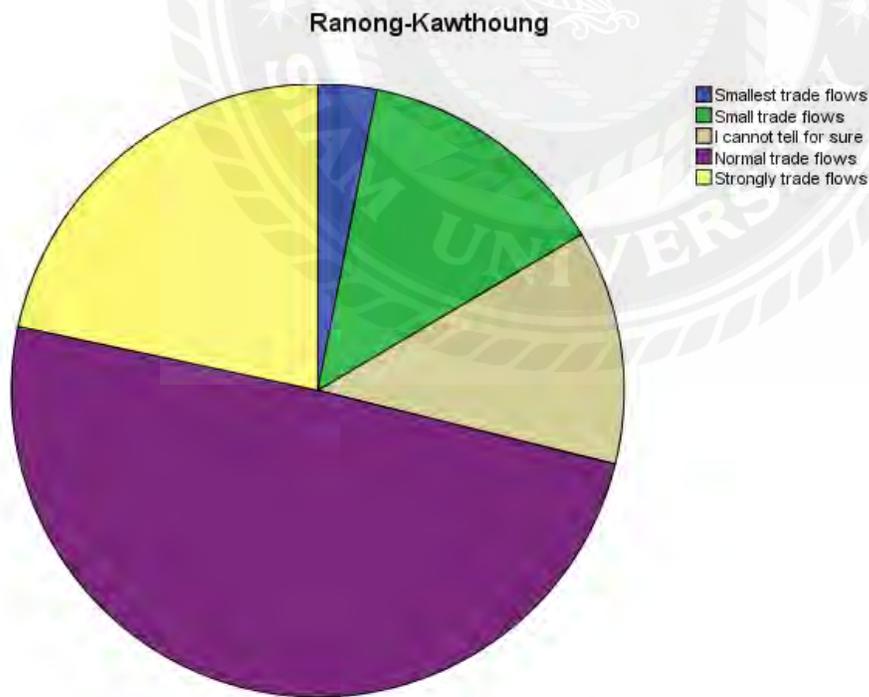


Table 7. Measai- Tarchilake border trade

Measai-Tarchilake	Frequency	Percent	Valid Percent	Cumulative Percent
smallest trade flows	2	2.1	2.1	2.1
Small trade flows	3	3.1	3.1	5.2
I cannot tell for sure	9	9.3	9.3	14.4
Normal trade flows	52	53.6	53.6	68.0
Strongly trade flows	31	32.0	32.0	100.0
Total	97	100.0	100.0	

From the table 7, trade as well as better cooperation various activities are normal trade flows (53.6%) strongly trade flows (32.0%) I cannot tell for sure (9.3) small trade flows (3.1%) smallest trade flows (2.1%).

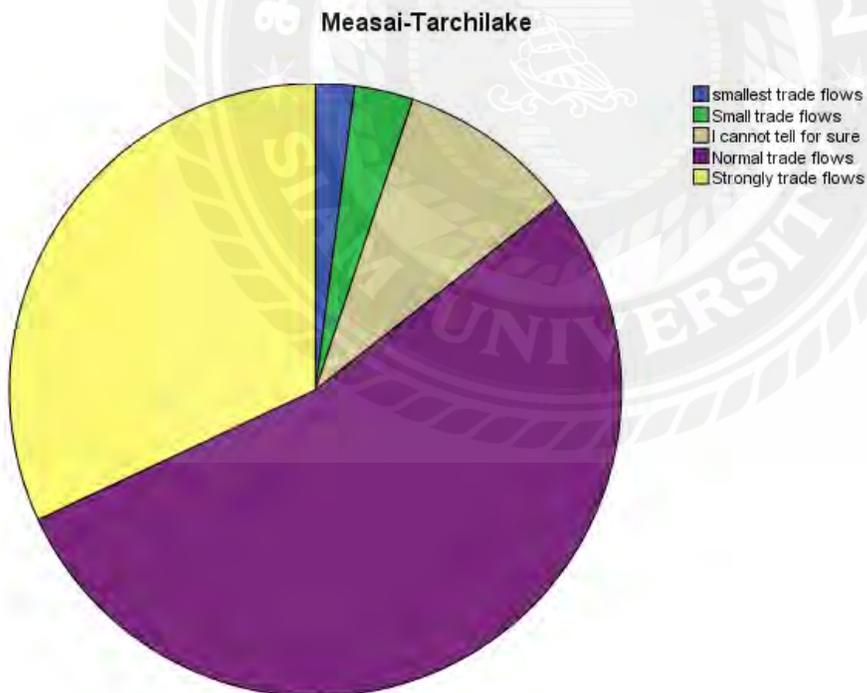


Table 8. Sangkhla Buri- Payathonzu (three pagodas) border trade

Sangkhla Payathonzu	Buri-	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows		5	5.2	5.2	5.2
Small trade flows		14	14.4	14.4	19.6
I cannot tell for sure		14	14.4	14.4	34.0
Normal trade flows		48	49.5	49.5	83.5
Strongly trade flows		16	16.5	16.5	100.0
Total		97	100.0	100.0	

Results of table 8, most of the respondents are normal trade flows (49.5%) strongly trade flows (16.5%) I cannot tell for sure (14.4%) small trade flows (14.4%) smallest trade flows (5.2%).

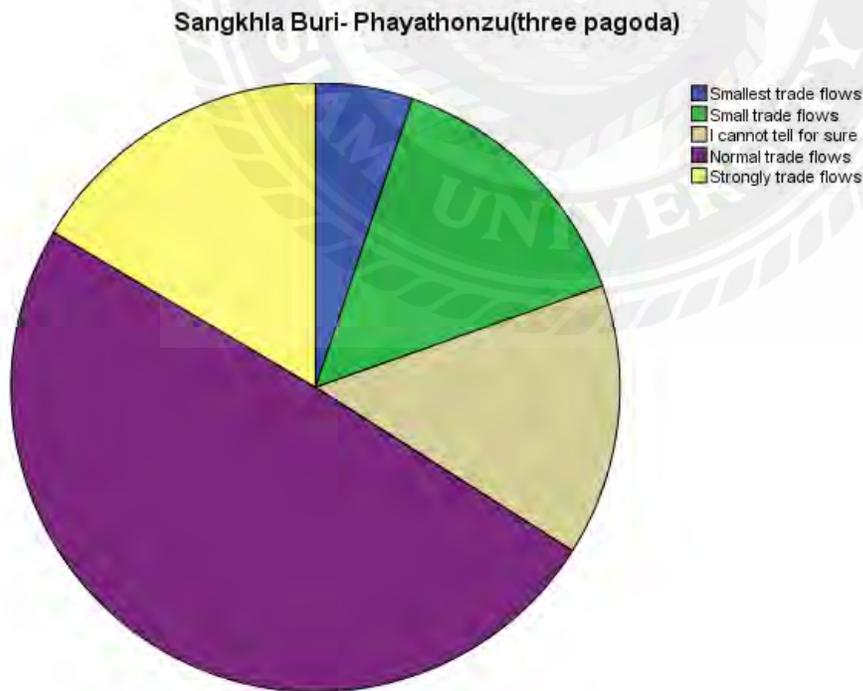


Table 9. Phunaron-Hteekee border trade

Phunaron –HteeKee	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows	3	3.1	3.1	3.1
Small trade flows	11	11.3	11.3	14.4
I cannot tell for sure	12	12.4	12.4	26.8
Normal trade flows	43	44.3	44.3	71.1
Strongly trade flows	28	28.9	28.9	100.0
Total	97	100.0	100.0	

From the table 9, majority of respondents are normal trade flows (44.3%) strongly trade flows (28.9%) I cannot tell for sure (12.4%) small trade flows(11.3%) smallest trade flows(3.1%).

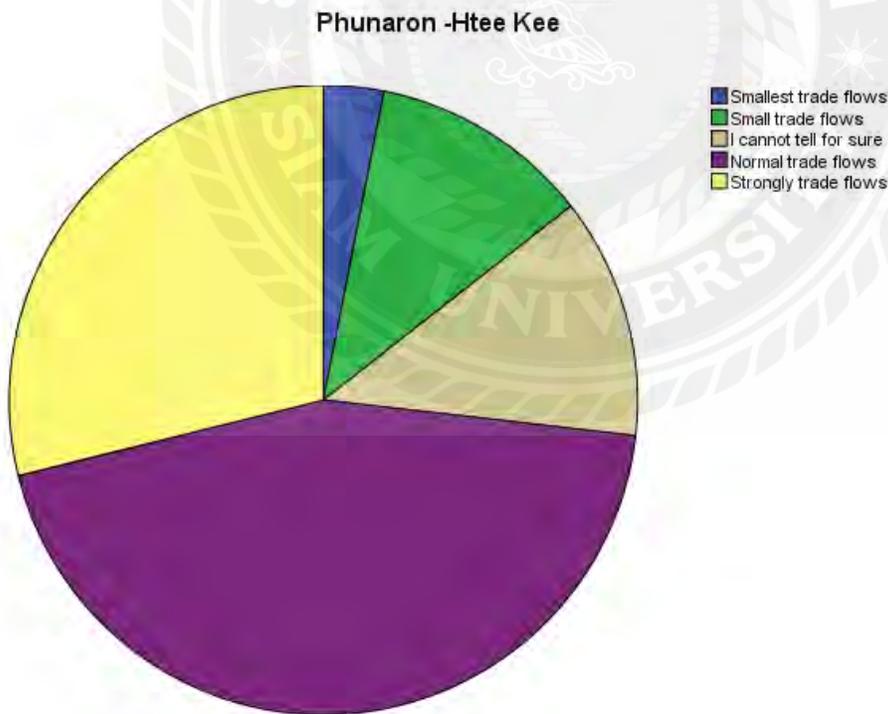


Table 10. Customs duties hinder trade between Thailand and Myanmar

Customs duties hinder	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows	7	7.2	7.2	7.2
Small trade flows	20	20.6	20.6	27.8
I cannot tell for sure	13	13.4	13.4	41.2
Normal trade flows	35	36.1	36.1	77.3
Strongly trade flows	22	22.7	22.7	100.0
Total	97	100.0	100.0	

According to table 10, majority of respondents are normal trade flows (36.1%) strongly trade flows (22.7%) small trade flows (20.6%) I cannot tell for sure (13.4%) smallest trade flows (7.2%).

Table 11. trade flows influence the economic growth both of countries.

Economic growth	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade flows	1	1.0	1.0	1.0
Small trade flows	22	22.7	22.7	23.7
I cannot tell for sure	21	21.6	21.6	45.4
Normal trade flows	41	42.3	42.3	87.6
Strongly trade flows	12	12.4	12.4	100.0
Total	97	100.0	100.0	

Result of table 11, most of respondent's normal trade flows (42.3%) small trade flows (22.7%) I cannot tell for sure (21.6 %) strongly trade flows (12.4%) smallest trade flows (1.0%).

Table 12. Asian status gives benefit in trade to both countries

	Benefit in trade	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Smallest trade flows	2	2.1	2.1	2.1
	Small trade flows	33	34.0	34.0	36.1
	I cannot tell for sure	27	27.8	27.8	63.9
	Normal trade flows	25	25.8	25.8	89.7
	Strongly trade flows	10	10.3	10.3	100.0
	Total	97	100.0	100.0	

According to table 12, majority of the respondents are small trade flows (34.0%) I cannot tell for sure (27.8%) normal trade flows (25.8%) strongly trade flows (10.3%) smallest trade flows (2.1%).

Table 13. Increase and diversify export and import the quality of products

	Exports and import	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Smallest trade flows	3	3.1	3.1	3.1
	Small trade flows	25	25.8	25.8	28.9
	I cannot tell for sure	17	17.5	17.5	46.4
	Normal trade flows	34	35.1	35.1	81.4
	Strongly trade flows	18	18.6	18.6	100.0
	Total	97	100.0	100.0	

According to the table 13, majority of respondents are normal trade flows (35.1%) small trade flows (25.8%) strongly trade flows (18.6%) I cannot tell for sure (17.5%) smallest trade flows (3.1%).

4.3 Using Trade Promotion and Strategic

Table 14. Cultural events in both countries increase trade

Increase trade	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	5	5.2	5.2	5.2
Satisfy	9	9.3	9.3	14.4
I cannot tell for sure	12	12.4	12.4	26.8
Valid Good promotion and Strategic	44	45.4	45.4	72.2
Excellent promotion and Strategic	27	27.8	27.8	100.0
Total	97	100.0	100.0	

As results table 14, most of the respondents are good promotion and strategic (45.4%) excellent promotion and strategic (27.8%) I cannot tell for sure (12.4%) satisfy (9.3%) unsatisfied (5.2%).

Table 15. cultural information flows through social media improve trade between both countries.

Cultural information	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	4	4.1	4.1	4.1
Satisfy	12	12.4	12.4	16.5
I cannot tell for sure	20	20.6	20.6	37.1
Valid Good promotion and strategic	49	50.5	50.5	87.6
Excellent promotion and Strategic	12	12.4	12.4	100.0
Total	97	100.0	100.0	

As results of table 15, majority of the respondents are good promotion and strategic (50.5%) I cannot tell for sure (20.6%) excellent promotion and strategic (12.4%) satisfy (12.4%) unsatisfied (4.1%).

Table 16. Thailand and Myanmar use same promotion and strategy to attract trade

Promotion and strategic	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	6	6.2	6.2	6.2
Satisfy	16	16.5	16.5	22.7
I cannot tell for sure	16	16.5	16.5	39.2
Valid Good promotion and Strategic	40	41.2	41.2	80.4
Excellent promotion and Strategic	19	19.6	19.6	100.0
Total	97	100.0	100.0	

As results of table 16, most majorities of the respondents are good promotion and strategic (41.2%) excellent promotion and strategic (19.6%) I cannot tell for sure (16.5%) satisfy (16.5%) unsatisfied (6.2%).

Table 17.export processing zones and special economic zones at suitable place

Export processing	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Unsatisfied	4	4.1	4.1	4.1
Satisfy	24	24.7	24.7	28.9
I cannot tell for sure	18	18.6	18.6	47.4
Good promotion and Strategic	36	37.1	37.1	84.5
Excellent promotion and Strategic	15	15.5	15.5	100.0
Total	97	100.0	100.0	

As result of table 17, most of the respondents are good promotion and strategic (36.1%) satisfy (24.7%) I cannot tell for sure (18.6%) excellent promotion and strategic (15.5%) unsatisfied (4.1%).

Table 18. Disseminate trade related information's through the websites and journals and bulletins

Disseminate trade	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	4	4.1	4.1	4.1
Satisfy	20	20.6	20.6	24.7
I cannot tell for sure	23	23.7	23.7	48.5
Valid Good promotion and Strategic	35	36.1	36.1	84.5
Excellent promotion and Strategic	15	15.5	15.5	100.0
Total	97	100.0	100.0	

As results of table 18, most of the respondents are good promotion and strategic (36.1%) I cannot tell for sure (23.7%) satisfy (20.6%) excellent promotion and strategic (15.5) unsatisfied (4.1%)

Table 19, trying to lower down the trade barriers and simplified export/import procedures

Export/import	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	6	6.2	6.2	6.2
Satisfy	26	26.8	26.8	33.0
I cannot tell for sure	17	17.5	17.5	50.5
Valid Good promotion and Strategic	37	38.1	38.1	88.7
Excellent promotion and Strategic	11	11.3	11.3	100.0
Total	97	100.0	100.0	

As results of table 19, most of the respondents are good promotion and strategic (38.1%) satisfy (26.8%) I cannot tell for sure (17.5%) excellent promotion and strategic (11.3%) unsatisfied (6.2%).

Table 20. Organize the training, seminar, workshop, business matching, and trade fairs

Business trade fairs	Frequency	Percent	Valid Percent	Cumulative Percent
Unsatisfied	5	5.2	5.2	5.2
Satisfy	23	23.7	23.7	28.9
I cannot tell for sure	12	12.4	12.4	41.2
Valid Good promotion and Strategic	31	32.0	32.0	73.2
Excellent promotion and Strategic	26	26.8	26.8	100.0
Total	97	100.0	100.0	

As results of table 20, most of the respondents are good promotion and strategic (32.0%) excellent promotion and strategic (26.8%) satisfy (23.7%) I cannot tell for sure (12.4%) unsatisfied (5.2%).

4.4 Expected of Future Trade Thailand and Myanmar

Table 21, Political relationships are necessary for good trade

Good trade	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	8	8.2	8.2	8.2
Disagree	9	9.3	9.3	17.5
Valid Undecided	6	6.2	6.2	23.7
Agree	38	39.2	39.2	62.9
Strongly agree	36	37.1	37.1	100.0
Total	97	100.0	100.0	

According to the table 21, majority of the respondents are agree (39.2%) strongly agree (37.1%) disagree (9.3%) strongly disagree (8.2%) undecided (6.2%).

Table 22. Government can attract Thai businessman to invest in Myanmar in future

Invest in Myanmar	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	2	2.1	2.1	2.1
Disagree	12	12.4	12.4	14.4
Valid Undecided	15	15.5	15.5	29.9
Agree	59	60.8	60.8	90.7
Strongly agree	9	9.3	9.3	100.0
Total	97	100.0	100.0	

From the table 22 result most respondents are agree (60.8%) undecided (15.5%) disagree (12.4%) strongly agree (9.3%) strongly disagree (2.1%).

Table 23. Thailand and Myanmar trade relationship depends on their respective trade preference

Trade relationship	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	6	6.2	6.2	6.2
Disagree	16	16.5	16.5	22.7
Undecided	19	19.6	19.6	42.3
Agree	46	47.4	47.4	89.7
Strongly agree	10	10.3	10.3	100.0
Total	97	100.0	100.0	

As results of table 23, most of the respondents are agree (47.4%) undecided (19.6%) disagree (16.5%) strongly agree (10.30%) strongly disagree (6.2%).

Table 24. Necessary of stability of the political to develop future trade between the two countries

Develop future trade	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	6	6.2	6.2	6.2
Disagree	10	10.3	10.3	39.2
Undecided	12	12.4	12.4	51.5
Agree	32	33.0	33.0	89.7
Strongly agree	37	38.1	38.1	100.0
Total	97	100.0	100.0	

According to the table 24 of result the majority of the respondents are agree (38.1%) disagree (33.0%) undecided (12.4%) strongly agree (10.3%) strongly disagree (6.2%).

Table 25. Exchange help foster respect and understanding between the difference two countries

Exchange help	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	3	3.1	3.1	3.1
Disagree	37	38.1	38.1	41.2
Valid Undecided	21	21.6	21.6	62.9
Agree	28	28.9	28.9	91.8
Strongly agree	8	8.2	8.2	100.0
Total	97	100.0	100.0	

From this table 25 show the most respondents are disagree (38.1%) agree(28.9%) undecided (21.6%) strongly agree(8.2%) strongly disagree(3.1%).

Table 26. Thailand and Myanmar necessary to strengthening trade and economic relations

Trade and economic	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	8	8.2	8.2	8.2
Disagree	39	40.2	40.2	48.5
Valid Undecided	16	16.5	16.5	64.9
Agree	29	29.9	29.9	94.8
Strongly agree	5	5.2	5.2	100.0
Total	97	100.0	100.0	

As results of table 26, majority of the respondents are disagree (40.2%) agree (29.9%) undecided (16.5%) strongly disagree (8.2%) strongly agree (5.2%).

Table 27. Trade volume between Thailand and Myanmar has expected to double in the next year

Trade volume	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	12	12.4	12.4	12.4
Disagree	32	33.0	33.0	45.4
Valid Undecided	13	13.4	13.4	58.8
Agree	29	29.9	29.9	88.7
Strongly agree	11	11.3	11.3	100.0
Total	97	100.0	100.0	

According to table 27, the majority of the respondents are Disagree (33.0%) agree(29.9%) undecided(13.4%) strongly disagree(12.4) strongly agree(11.3).

Table 28. Agricultural reform for prospects of Thailand and Myanmar economic

	Frequency	Percent	Valid Percent	Cumulative Percent
Strongly disagree	12	12.4	12.4	12.4
Disagree	28	28.9	28.9	41.2
Valid Undecided	9	9.3	9.3	50.5
Agree	32	33.0	33.0	83.5
Strongly agree	16	16.5	16.5	100.0
Total	97	100.0	100.0	

As result of table 28, most of the respondents are agree (33.0%) disagree (28.9%) strongly agree (16.5%) strongly disagree (12.4%) undecided (9.3%).

4.5 Improve Trade Corporation between Thailand and Myanmar

Table 29. Explore new way to develop new corporation between two countries

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Smallest trade corporation	3	3.1	3.1	3.1
	Small trade corporation	12	12.4	12.4	15.5
	I cannot tell for sure	7	7.2	7.2	22.7
	Good trade corporation	32	33.0	33.0	55.7
	Excellent trade corporation	43	44.3	44.3	100.0
	Total	97	100.0	100.0	

From this table 29, most of the respondents are excellent trade corporation (44.3%) good trade corporation (33.0%) small trade corporation (12.4%) I cannot tell for sure (7.2%) smallest trade corporation (3.1%).

Table 30. Agree to continue existing corporation between two countries

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Smallest trade corporation	4	4.1	4.1	4.1
	Small trade corporation	14	14.4	14.4	18.6
	I cannot tell for sure	16	16.5	16.5	35.1
	Good trade corporation	50	51.5	51.5	86.6
	Excellent trade corporation	13	13.4	13.4	100.0
	Total	97	100.0	100.0	

As result of table 30 majorities of the respondents are good trade corporation (51.5%) I cannot tell for sure (16.5%) small trade corporation (14.4%) excellent trade corporation (13.4%) smallest trade corporation (4.1%).

Table 31. Economic related indicating the growing up of Trade Corporation in the future.

Growing up of trade	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	5	5.2	5.2	5.2
Small trade corporation	17	17.5	17.5	22.7
I cannot tell for sure	10	10.3	10.3	33.0
Good trade corporation	47	48.5	48.5	81.4
Excellent trade corporation	18	18.6	18.6	100.0
Total	97	100.0	100.0	

As results of table 31, most of the respondents are good trade corporation(48.5%) excellent trade corporation (18.6%) small trade corporation(17.5%) I cannot tell for sure (10.3%) smallest trade corporation (5.2%).

Table 32. Transportation facilities and social sectors in border region

Border region	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	8	8.2	8.2	8.2
Small trade corporation	18	18.6	18.6	26.8
I cannot tell for sure	16	16.5	16.5	43.3
Good trade corporation	44	45.4	45.4	88.7
Excellent trade corporation	11	11.3	11.3	100.0
Total	97	100.0	100.0	

As results of table 32, most respondents are good trade corporation (45.4%) small trade corporation (18.6%) I cannot tell for sure (16.5%) excellent trade corporation (11.3%) smallest trade corporation (8.2%)

Table 33. Committed to bilateral sub-regional, regional and international agreement for economic corporation

Economic corporation	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	6	6.2	6.2	6.2
Small trade corporation	23	23.7	23.7	29.9
I cannot tell for sure	22	22.7	22.7	52.6
Good trade corporation	32	33.0	33.0	85.6
Excellent trade corporation	14	14.4	14.4	100.0
Total	97	100.0	100.0	

From this table 33 of results are good trade corporation (33.0%) small trade corporation (23.7%) I cannot tell for sure (22.7%) excellent trade corporation (14.4%) smallest trade corporation (6.2%).

Table 34. Trade Corporation increase more after the construction of Asian high way

Trade corporation	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	2	2.1	2.1	2.1
Small trade corporation	33	34.0	34.0	36.1
I cannot tell for sure	20	20.6	20.6	56.7
Good trade corporation	32	33.0	33.0	89.7
Excellent trade corporation	10	10.3	10.3	100.0
Total	97	100.0	100.0	

From this table 34 results are small trade corporation (34.0%) good trade corporation (33.0%) I cannot tell for sure (20.6%) excellent trade corporation (10.3%) smallest trade corporation (2.1%).

Table 35. Promote border trade between two countries putting the line with the normal trade

Promote border	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	7	7.2	7.2	7.2
Small trade corporation	29	29.9	29.9	37.1
I cannot tell for sure	10	10.3	10.3	47.4
Good trade corporation	31	32.0	32.0	79.4
Excellent trade corporation	20	20.6	20.6	100.0
Total	97	100.0	100.0	

From this table 35 of results are good trade corporation (32.0%) small trade corporation(29.9%) excellent trade corporation (20.6) I cannot tell for sure(10.3%) smallest trade corporation (7.2%).

Table 36. Development of the export and import poly and registration department

Export and import	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	5	5.2	5.2	5.2
Small trade corporation	20	20.6	20.6	25.8
I cannot tell for sure	12	12.4	12.4	38.1
Good trade corporation	34	35.1	35.1	73.2
Excellent trade corporation	26	26.8	26.8	100.0
Total	97	100.0	100.0	

As results of table 36 most of the respondents is good trade corporation (35.1%) excellent trade corporation (26.8%) small trade corporation (20.6%) I cannot tell for sure (12.4%) smallest trade corporation (5.2%).

Table 37 expending the value of border trade of the two countries year by year

Value of border trade	Frequency	Percent	Valid Percent	Cumulative Percent
Smallest trade corporation	7	7.2	7.2	7.2
Small trade corporation	16	16.5	16.5	23.7
I cannot tell for sure	16	16.5	16.5	40.2
Good trade corporation	33	34.0	34.0	74.2
Excellent trade corporation	25	25.8	25.8	100.0
Total	97	100.0	100.0	

As the results table 37, majorities of the respondents are good trade corporation (33.0%) excellent trade corporation (25.8%) I cannot tell for sure (16.5%) small trade corporation (16.5%) smallest trade corporation (7.2%).

CHAPTER 5

CONCLUSION AND RECOMMENDATION

Summary of study

In this study, sample size 115 was person and 97 valid questionnaires were collected. There were males 57 (58.8%) respondents. The age between 21 and 30 is largest group 50 (51.5%) persons. For the education background 40 are bachelor's degree (41.2%). in the current position are 37 accounting for (38.1%).

In the term of table 2, presents the age of the 50 over selected participants. The range of age was between 21 and 30 years old (51.5%) 31-40 year old (37.1%) 41-50 years old (8.2%) and 50 year old over (3.1%)

In the term of table 3, the most participants in education background are Bachelor's Degree (41.2%) Master's Degree 28.9 High School (12.4%) Vocational Certificate (7.2) other (6.2%) PhD (4.1%).

Term of table 4, the majority of the people are students (38.1%) worker (36.1%) other (12.4%) manager (10.3%) general administration officer (3.1%)

According to the table 5, the most trade flows as well as better cooperation of various activities are strongly trade flows (62.9%) normal trade flows (27.8%) I cannot tell for sure ((5.2%) small trade flows (3.1%) smallest trade flows (1.0%).

As results table 6, most of the respondents are good promotion and strategic (45.4%) excellent promotion and strategic (27.8%) I cannot tell for sure (12.4%) satisfy (9.3%) unsatisfied (5.2%).

According to the table 7, majority of the respondents are agree (39.2%) strongly agree (37.1%) disagree (9.3%) strongly disagree (8.2%) undecided (6.2%).

From this table 8, most of the respondents are excellent trade corporation (44.3%) good trade corporation (33.0%) small trade corporation (12.4%) I cannot tell for sure (7.2%) smallest trade corporation (3.1%).

Conclusion

Cooperation of various activities mutual relation as partnership for security and development of the both countries in the border trade areas have to resolve labor, human trafficking, illegal and narcotic. Cooperation of various activities is as for financial cooperation and capital market, energy cooperation, labor cooperation, cooperation of anti-narcotic efforts, promotional strategies that are exportable surplus and diversify foreign market by using natural and human resources, quality of products, outward FDI promotion, special economic zone at suitable place, trade related information through the websites and Journals and bulletins, logistic hub and regional products network and co-productions bases.

To provide better condition to developing Trade Corporation in future still faces various challenges, including the rules of law, political and macroeconomic stability, corruption, human right and civil is need to stability in both countries. To improve the trade corporation between two countries is need to stability of bilateral trade agreement and improvement security, transportation facilities, and social in border region. The analysis in the paper points to Thailand and Myanmar's vast unexploited trade potential, the bulk of which is determined by weak trade with the industrialized countries. Thailand and Myanmar's gradual integration with the world economy and Asian economy and normalized, unsanctioned access to the European and American markets may thus be expected to fill this gap at least in part.

Recommendation

Based on finding and conclusion of this study the following recommendation is made in the future research.

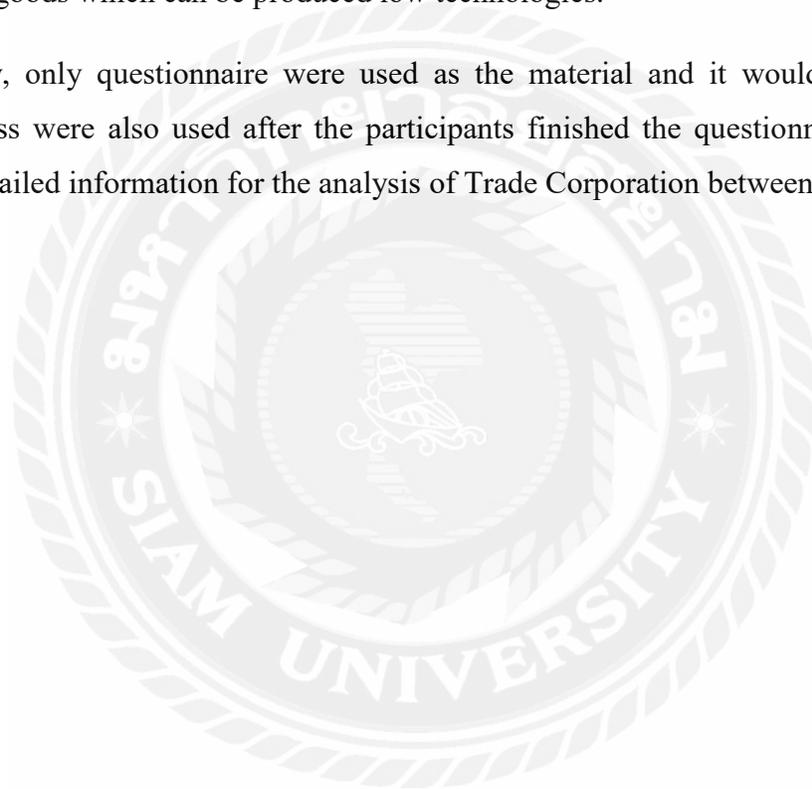
1. The growth and development of border trade has also resulted in the sequential development of road and transportation, telecommunication, traveling, money and banking services, and hotel and tourism, markets for local products.
2. External trade plays the most important role in the future trade corporation in economic development especially with improving the competitiveness in trade with Thailand.

3.To provide better condition to developing Trade Corporation in future still faces various challenges, including the rules of law, political and macroeconomic stability, corruption, human right and civil is need to stability in both countries.

4. To improve the trade corporation between two countries is need to stability of bilateral trade agreement and improvement security, transportation facilities, and social in border region.

5. If economic zones or border trade zone can be established by future implementation of projects that provide having golden opportunities of the trade. In terms of imports, most imports are consumer's goods which can be produced low technologies.

6. In this study, only questionnaire were used as the material and it would be better if an interview process were also used after the participants finished the questionnaires in order to extract more detailed information for the analysis of Trade Corporation between two countries.



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Appendix

QUESTIONNAIRE

Title: Analysis of Trade Corporation between Thailand and Myanmar

Questionnaire description:

The research questionnaire is a part of the study submitted in partial fulfillments of the requirement for the degree Master of Business Administration International program at Siam University in Thailand. The purpose of this study is to explore analysis of Trade Corporation between Thailand and Myanmar used for a part of academic at the Siam University. Your response will be strictly confidential and will be used for academic purpose only. Your cooperation in cooperation in completing this questionnaire is highly appreciated.

Instruction: The questionnaire is divided into four sections as follows:

The questionnaire consists of 5 parts.

1. Demographic information of participants
2. Exploring trade flows between Thailand and Myanmar
3. Use trade promotion and strategic
4. Expected of future trade
5. Improve of trade corporation between the two countries

Part 1: demographic information of participants

Instruction: please check (√) for the statements that reflect your actual information and or opinions and write your answer when necessary.

1. Gender

Male

female

2. Age

21- 30 year old ()

31-40 year old ()

41-50 year old ()

50 year and over ()

3. Educational Background

High school ()

Vocational Certificate ()

Bachelor's Degree ()

Master's Degree ()

Ph D ()

Other ()

4. Current Position

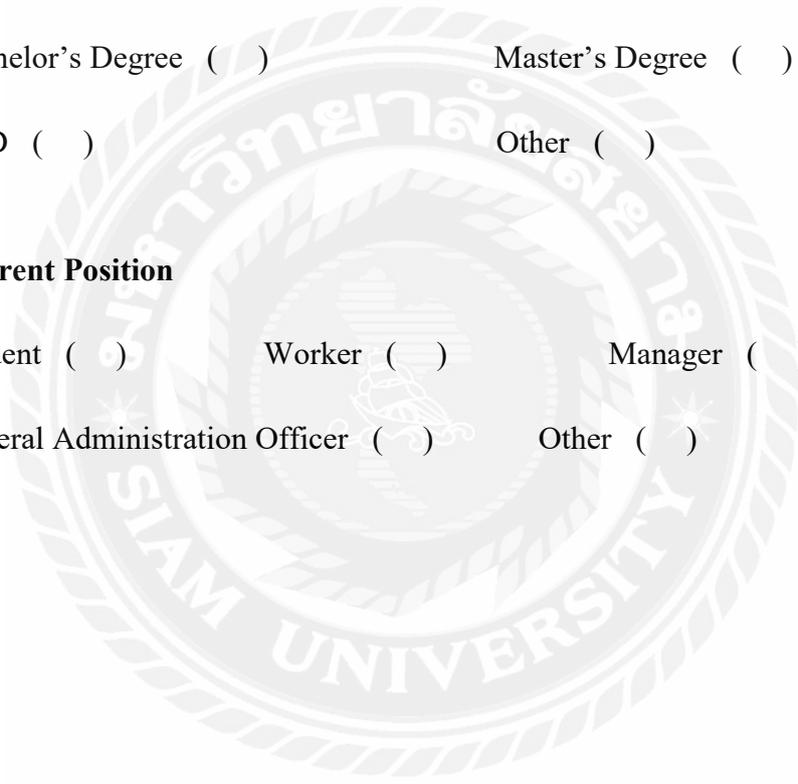
Student ()

Worker ()

Manager ()

General Administration Officer ()

Other ()



Part II: Exploring Trade Flows between Thailand and Myanmar

Instruction; please read the statement and place a check (√) in the column that matches your level

5= Strongly trade flows/ 4= Normal trade flows/ 3 = I cannot tell for sure/ 2= Small trade flows/ 1= Smallest trade flows

Item	Statement	Level of trade				
		5	4	3	2	1
Exploring trade flows between Thailand Myanmar						
1	Mae Sot – Myawaddy, does trade as well as better cooperation of various activities?					
2	Ranong- Kawthaung, does trade as well as better cooperation of various activities?					
3	Maesai – Tarchilake , does trade as well as better cooperation of various activities?					
4	Sangkhla Buri – Payathonzu(three pagoda pass) does trade as well as better cooperation of various activities?					
5	Phunaron (for Kanchanaburi) - Htee Kee (Dawei) does trade as well as better cooperation of various activities?					
6	Do customs duties hinder trade between Myanmar and Thailand?					
7	Do trade flows influence the economic growth of both countries?					
8	Does ASEAN status give benefit in trade to both countries?					
9	Do increases and diversify exports and improve the quality					

	of products						
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Part III. Use trade promotion and strategic

Instruction; please read the statement and place a check (√) in the column that matches your level.

5=Excellent promotion and strategic/ 4= Good promotion and strategic/ 3= I cannot tell for sure/ 2= Satisfy/ 1= Unsatisfied

Item	Statement	Level of use				
		5	4	3	2	1
Using trade promotion and strategic						
1	Do cultural events in both countries increase trade?					
2	Do cross cultural information flows through social media improve trade between both countries?					
3	Do Thailand and Myanmar use sometimes same promotional strategy to attract trade?					
4	Should establish the Export Processing Zones and Special Economic Zones at suitable places?					
5	Should be disseminate trade related information's through the websites and Journals and bulletins?					
6	Should be Trying to lower down the trade barriers and simplified export/import procedures?					
7	Should be organize the training, seminar, workshop, business matching, and trade fairs?					

Part IV: Expected of future trade between two countries

Instruction; please read the statement and place a check (√) in the column that matches your level.

5= Strongly agree/ 4= Agree/ 3= Undecided / 2= Disagree/ 1= Strongly disagree

Item	statement	Expected of trade				
		5	4	3	2	1
Expected of future trade						
1	Do good political relationships are necessary for good trade relationship between Thailand and Myanmar?					
2	Do Myanmar government can attract Thai businessman to invest in Myanmar in the future?					
3	Do Thailand and Myanmar trade relationship depends on their respective trade preferences?					
4	Will be necessary of stability of the political to develop future trade between two countries?					
5	Do exchanges help foster respect and understanding between the difference two nations?					
6	Is Thailand and Myanmar necessary to strengthening trade and economic relations?					
7	How many the trade volume between Thailand and Myanmar has expected to double in the next year					
8	Is needed agriculture to reform for prospects of Thailand and Myanmar economic?					

Part V: Improve Trade Corporation between Thailand and Myanmar

Instruction; please read the statement and place a check (√) in the column that matches your level.

5= Excellent trade corporation / 4= Good trade corporation / 3= I cannot tell for sure / 2 Small trade corporation / 1= Smallest trade corporation

Item	Statements	Improve trade corporation				
		5	4	3	2	1
Improve Trade Corporation between Thailand and Myanmar						
1	Do explore new way to develop new corporation between two countries?					
2	Have a both side agreed to continue existing corporation between the two countries?					
3	How is economic related indicating the growing up of trade corporation in the future?					
4	Has been a rise in employment and income and improvements in security, transportation facilities, and social sectors in border regions?					
5	Thailand and Myanmar are committed to bilateral sub-regional, regional and international agreement for economic cooperation.					
6	Will trade corporation increase more after the construction of Asian Highway between two countries?					
7	Will promote border trade between two countries putting					

	the line with the normal trade?					
8	Have a development of the export and import poly and registration department?					
9	Thailand and Myanmar has been expending the value of border trade of the two countries year by year.					

