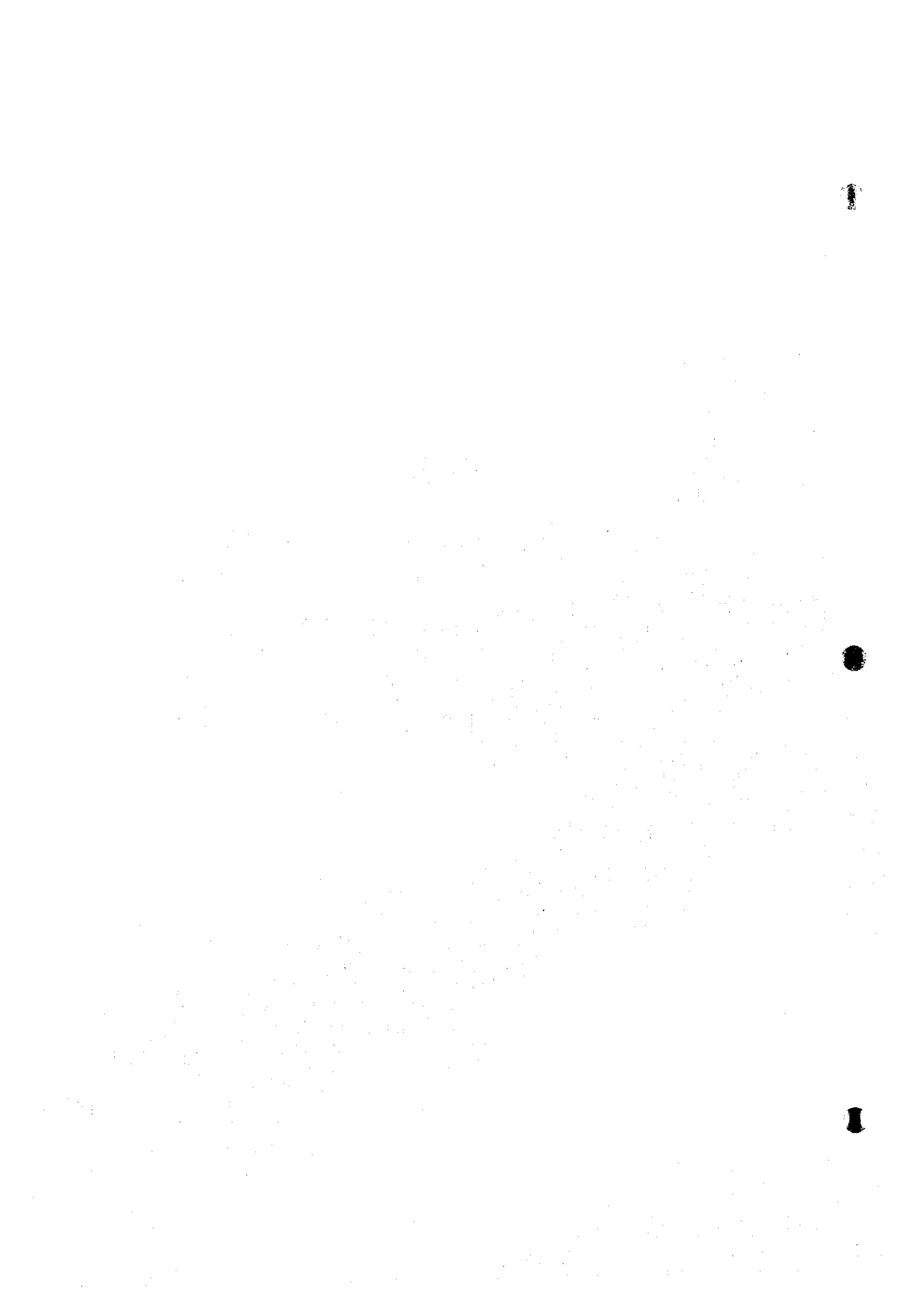


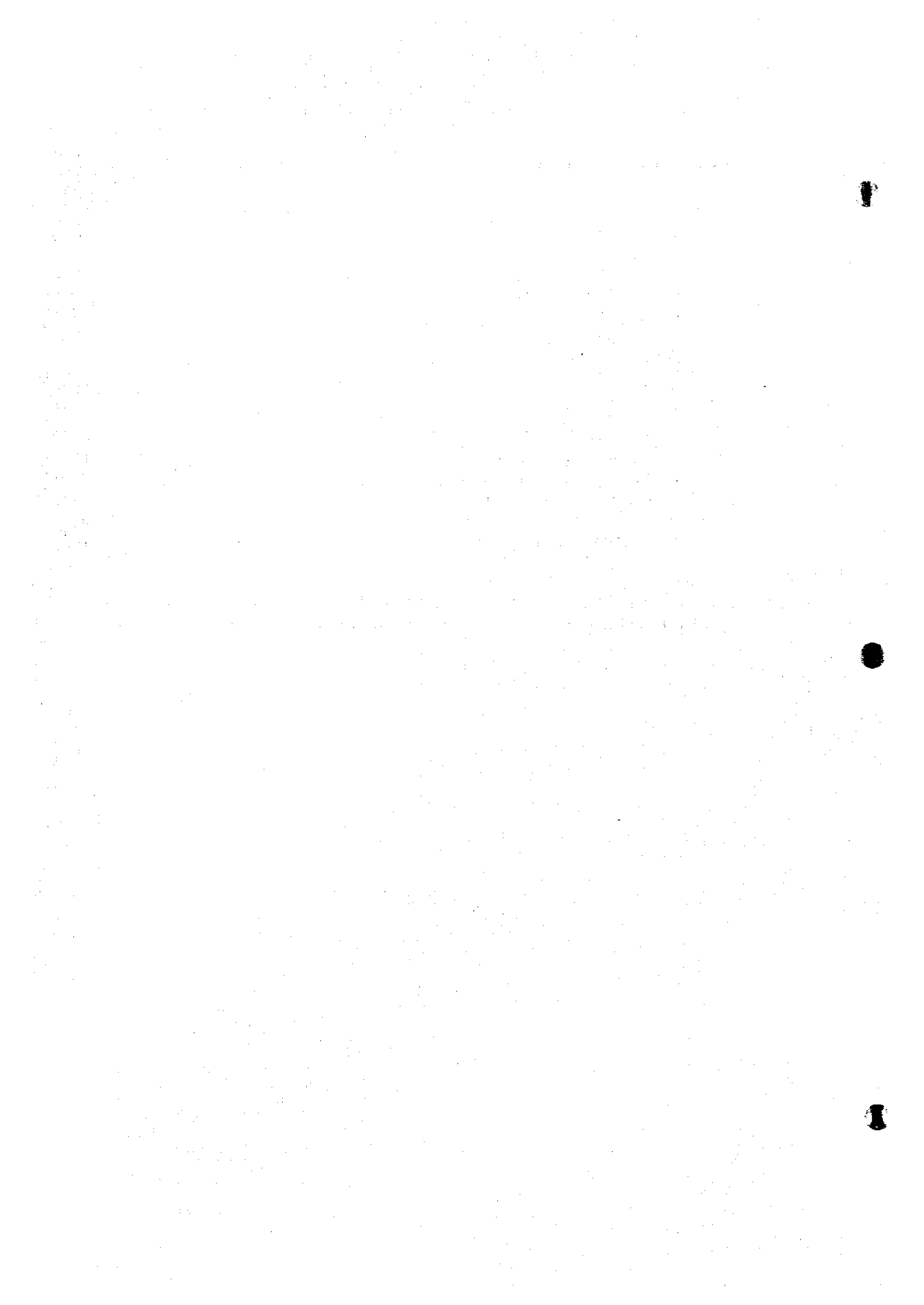
**PART II**  
**QUESTIONNAIRE SURVEY**  
**ON**  
**WILLINGNESS TO PAY**  
**FOR**  
**ENVIRONMENTAL VALUE**



## Part II Questionnaire Survey on Willingness to Pay for Environmental Value

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# Chapter 1

## GENERAL INFORMATION

### **1. Introduction**

The JICA study for the Ha Long Bay Environmental Management Plan (EMP) sponsored by Japanese Government is currently in progress of implementation. Its economic and financial feasibility study on implementation of EMP will later be carefully analyzed.

For this economic and financial study, a survey for collection of opinions and points of views of tourists and local residents which will be used as basic data for assessment of the benefits coming from activity of protection of environmental quality of Ha Long Bay is very important.

Therefore, in order to implement the survey of data collection, a Contract has been signed between the JICA Study Team and the Consultants center of Science Technology and Environment of Quang Ninh province for carrying out a questionnaire survey on tourists and the local residents of Quang Ninh province, which is described below.

### **2. Purpose of the survey**

The questionnaire survey is designed to collect opinions on following kinds of information :

- Willingness of local people and national and international tourists to pay for the environmental value of Ha Long Bay.
- The social and financial characteristics of tourists and different groups of local people of Quang Ninh.

### **3. Survey methodology and requirements**

3.1 The survey data should be carried out by direct interview to fulfill the questionnaire table provided by the Study Team.

3.2 To implement the survey, interviewer should have following responsibility:

- People who are interviewed should be representatives of households or tourist groups.
- By the questionnaire guidelines, the interviewer must ask questions and record all the answers into the questionnaire table provided.
- Interviewer should contact the tourists visiting the study area such as Ha Long Bay, Ha Long city and Cam Pha Town.
- The Interviewer should also go to as many districts, towns and communes of Quang Ninh province as required in the survey to fulfill their duty.

3.3 During the interview, the interviewer should introduce to interviewees general environment aspects of Ha Long Bay and clearly describe 3 ( three) images of pollution levels in Ha Long

bay that could happen in future including very polluted( Image A), no changed( image B), better water quality than now ( image C ).

3.4 The questionnaire lists should be prepared by the Consultants Center in tourist's languages such as: Vietnamese, English and Chinese.

3.5 All information collected by questionnaire survey should be sorted out, summarised and processed to calculate statistical data such as the average figures of every criteria.

#### ***4. The implementation volume***

- 215 questionnaire samples are required for local residents in districts , towns and cities of Quang Ninh province.
- Questionnaire samples for tourists consist of 145 for foreign and 145 for national tourists. Rate of interviewed households to the total number of local residents is 0.1%, and the rate of interviewed tourists to total number of tourists who visit Ha Long city in 1997 is also 0.1%.

#### ***5. The survey products***

- Interim report ,
- Final report ( 4 copies in English, 1 in Vietnamese),
- Floppy disk containing final report and other works recorded by MS word 6.0 and Excel 5.0,
- A folder of survey questionnaire copies fulfilled,
- Summarized results of questionnaire survey, and
- A set of 15 pictures reflecting the survey practices

The above products are completed and submitted on time as required in the Contract.

## Chapter 2 SURVEY RESULT ASSESSMENT

### **1. Reaching the targets of the survey**

Some important targets have been reached by the survey:

- All the requirements of the survey have been followed. All the answers of different interviewed groups have been objectively and seriously collected and summarized.
- Many general social aspects and the financial capability of different groups of interviewed people have been clearly reflected.

Some people refuse to declare their monthly income or refuse to answer the questionnaire. Many people ( most of them have not high income ) express their willing to pay for the value of Ha Long bay. In contrast, some other( including very rich people) did not express the willingness to contribute their money and effort to protect the environment of Ha Long Bay.

In general, all their assessment and opinions about the beauty of Ha Long Bay are very diverse. Other opinions on Ha Long bay such as signal of its potential environment pollution, the loss of natural landscape and their dislike on many other social aspects of Ha Long city, for example current tourist service, are also very diverse. All these opinions and points of view are carefully and faithfully recorded. Summarized results are showed in appendix II.

### **2. Methodology approach for the survey**

The direct interview to tourists was carried out in various situations such as in the tourist boats, on the coastal road path lines, in the beaches, in restaurants and in the guest houses. For local resident interviews, the interviewers carried out the survey in the resident's house or work place. These interviews had been carried out in good manner and in friendly atmosphere so that the interviewees could openly answer the questions. In the process of interview, the interviewer introduced Ha Long bay and described the 3 images of the bay' environment: A,B,C that could happen in future, to help the interviewees easy to express their willingness to pay for protection of Ha Long Bay environment.

A careful selection of interviewees who were representatives of households or tourist groups was a preliminary principle, which was observed through the survey seriously.

### **3. Summarized results of the survey**

#### **a) Survey on foreign tourists:**

Total questionnaire samples fulfilled are 145(100%), consisting of  
China: 36/145 or 25%

Taiwan:	22/145	or	15%
France:	32/145	or	22%
Europe:	20/145	or	14%
Others:	35/145	or	24%

(1) These foreign tourists have been interviewed in 14 different guest houses and hotels. Among them, 73 persons stayed in Hotel I, II and III of Quang Ninh Tourist Company ( 50%), while 32 persons stayed in Cong Doan hotel ( 22%).

(2) The rate of people who stay 1-2 days in Ha Long city is 115/145 or 79%.

(3) Details showed in appendix II-2.

(4) Transportation means used by foreign tourists are mainly taxis and buses(118/145 or 81%).

(5) The main purpose to visit Ha Long city is for vacation (recreation and rest).

(6) The rates of tourist group the number of whose members are:

2-5 persons	38/145	or	26%
6-10 persons	34/145	or	23%
11-15 persons or more	69/145	or	48%
alone	only 4/145	or	3%

(7) Main places visited on vocation in the past 10 days before coming to Ha Long city:

Hanoi	77/145	or	53%
China	35/145	or	21%
Ho Chi Minh city	34/145	or	23%
Hue city	30/145	or	21%

(8) Main places to be visited on vocation in 10 days after leaving Ha Long city:

Hanoi	43/145	or	30%
Ho Chi Minh city	38/145	or	26%
China	33/145	or	23%
Thailand	22/145	or	15%

(9) The rate of family members:

1-3 persons	75/145	or	52%
4-6 persons	68/145	or	47%

(10) Average monthly income:

Less than US\$ 2,000/household	75/145	or	52%
US\$ 2000 ~ 5,000/household	60/145	or	41%
More than US\$ 5,000	10/145	or	7%



(11) The rates of people who express willingness to pay for prevention of severely degraded environment of Ha Long Bay (Image A) are as follows:

No contribution:	51/145	or	35%
of less than 0,1%:	27/145	or	19%
of 0.1-0.5%	32/145	or	22%
of 0.5- 1%	15/145	or	10%
of more than1%	20/145	or	14%

These results show that most of the interviewed people (65%) are ready to contribute 0.1% to more than 1% of their income to prevent degraded environment situation of Ha Long Bay. However there is still many people ( 36%) do not want to pay.

(12) If quality of environment of Ha Long Bay would be conserved as present environmental situation ( the image B), the level of willingness to pay for it is as follows :

No contribution:	25/145	or	26%
of Less than 0,1%:	29/145	or	20%
of 0.1-0.5	43/145	or	30%
of 0.5- 1%	12/145	or	8%
of more than1%	24/145	or	17%

These results show that most of the interviewed people (74%) are ready to contribute from 0.1% to more than 1% of their income to pay for conservation of Ha Long Bay environment. However there is still many people ( 26%) do not want to pay for it.

(13) If environmental situation of Ha Long Bay would slightly better ( the image C), the level of willingness to pay for it is as follows :

No contribution:	31/145	or	21%
Less than 0,1%:	22/145	or	15%
0.1-0.5	38/145	or	26%
0.5- 1%	19/145	or	13%
more than1%	35/145	or	24%

These show that there is still many people ( 21%) do not want to pay.

(14) The rates of tourists who want to visit Ha Long Bay again, do not want to visit Ha Long bay and better to visit another places:

107/145 tourists want to visit Ha Long Bay again	( 74% )
12/145 tourists do not want to visit again	( 8% )
26/145 like better to visit another places	(18%)

(15) General impression on Ha Long Bay can be summarized as follows:

- Very bad ( points of 1~3) : Beaches, transportation roads

- Normal( points of 4~7) Noise, price, transportation and city landscape
- Excellent( points of 8~10) : Ha Long Bay landscape, foods, friendship atmosphere and restaurant services.

Detail assessments are given in the below :

No	Aspects of Ha Long bay	Very bad (1~3)		Normal (4-7)		Excellent (8~19)	
15.1	Beaches	29/145	20 %	68/145	45%	51/145	35%
15.2	Water in Bay	22/145	15%	63/145	43%	66/145	46%
15.3	Service in restaurant	8/145	6%	61/145	42%	76/145	52%
15.4	Foods	5/145	3%	63/145	43%	77/145	53%
15.5	Price level	8/145	6%	82/145	65%	55/145	38%
15.6	Friendship manner	4/145	3%	58/145	40%	83/145	57%
15.7	Transportation	52/145	36%	81/145	56%	25/145	17%
15.8	Boat services	8/145	6%	81/145	56%	56/145	39%
15.9	Cleanliness	21/145	14%	99/145	68%	25/145	17%
15.10	Noise and air	29/145	20%	86/145	59%	30/145	21%
15.11	City scenery	10/145	7%	78/145	54%	57/145	39%
15.12	Bay scenery	1/145	1%	16/145	11%	28/145	88%

(16) Favorite points of the landscape in Ha Long Bay.

The following points have been considered as most favorite :

1) Shape of islands is most interested	104/145	or	72%
2) Cave	90/145	or	62%
3) Surface of islands	67/145	or	46%
4) Scene of fishing boats	60/145	or	41%
5) Composition of islands	60/145	or	41%

(17) Unsatisfied opinions about Ha Long Bay

Yes	94/145	or	65%
No	51/145	or	35%

(18) Among unpleased opinions, the following points are most selected:

1) The water cleanness has degraded	60/94	or	64%
2) The floating garbage has increased	53/94	or	57%
3) The number of birds has reduced	51/94	or	54%
4) The water color has become dirty	45/94	or	48%
5) The oil slick has increased	40/94	or	43%
6) The sand beach has become dirty	40/94	or	43%

**b) Survey on national tourists**

Total number of national tourists who were interviewed as required is 145 which is divided into 3 groups :

From the North:	92/50	or	reach 184% of required
From the Middle:	25/45	or	reach 56% of required
From the South:	28/50	or	reach 56% of required

(1) Number of hotels and guest houses where 145 tourists stayed was 23. Hotels in which tourists like to stay most are Ha long, Son Long and Hong Ngoc hotel.

(2) Duration of stay:

1-2 days	110/145	or	76%
3-4 days	25/145	or	17%

(3) Address of national tourists had been recorded carefully and divided by districts and provinces ( details showed in appendix III)

(4) Transportation means mostly used by tourists to go to Ha Long are:

Hired car( taxies, mini buses):	100/145	or	69%
Private car:	27/145	or	19%

(5) Main purposes to visit Ha Long city are:

Official and private business:	103/145	or	71%
Just to get relaxation-time only:	30/145	or	21%

(6) Number of tour group members:

2-5 persons	114/145	or	79%
6-10 persons	13/145	or	9%

(7) Most popular places where tourists visited on vacation 10 days before visiting Ha Long Bay mostly are:

Hanoi:	51/145	or	35%
Hai Phong	14/145	or	10%
Ninh Binh	12/145	or	8%

(8) Most popular places where tourists will visit on vacation 10 days after leaving Ha Long city are:

Mong Cai	38/145	or	26%
Ha Noi	19/145	or	13%

(9) Number of household members:

4-6 persons	120/145	or	11%
1-3 persons	16/145	or	11%

(10) Household's average monthly income during the last 12 month of:

2-3 mill VND	53/145	or	37%
1-2 mill VND	45/145	or	31%
More than 5 mill VND	13/145	or	9%

(11) The rates of people who expressed willingness to pay for prevention of severely degraded environment of Ha Long Bay (Image A) are as follows:

No contribution	76/145	or	52%
of less than 0,1%:	34/145	or	23%
of 0.1-0.5	25/145	or	17%
of 0.5- 1%	8/145	or	6%
of more than1%	2/145	or	1%

(12) If quality of environment of Ha Long Bay would be conserved as present environmental situation ( the image B), the level of willingness to pay for it is as follows :

No contribution:	36/145	or	25%
of less than 0,1%	38/145	or	26%
of 0.1-0.5%:	44/145	or	30%
of 0.5- 1%	13/145	or	9 %
of more than1%:	14/145	or	10%

(13) If environmental situation of Ha Long Bay would slightly better ( the image C), the level of willingness to pay for it is as follows :

No contribution:	23/145	or	16%
of less than 0,1%:	40/145	or	28%
of 0.1-0.5:	40/145	or	28%
of 0.5- 1%:	17/145	or	12 %
of more than1%:	25/145	or	17 %

(14) Answers of tourists from different regions are quite diverse. However, in 145 questionnaires, there are 95 answers( 66%) showing that the tourists want to visit Ha Long Bay again.

(15) General impression on Ha Long Bay was assessed by points from 1 to 10, in which 1~3 are very bad, 4~7 are normal and 8~10 are excellent. The results can be summarized as follows:

No	Aspects of Ha Long Bay	Very bad(1~3)		Normal (4~7)		Excellent (8~10)	
15.1	Beaches	16/145	11%	99/145	68%	30/145	21%
15.2	Water in the bay	6/145	4%	86/145	59%	53/145	37%
15.3	Services in restaurants	3/145	2%	124/145	86%	18/145	12%

15.4	foods	4/145	3%	78/145	54%	63/145	43%
15.5	price level	56/145	39%	88/145	61%	1/145	1%
15.6	People's hospitality	5/145	3%	116/145	80%	24/145	17%
15.7	Transportation	37/145	26%	105/145	72%	3/145	2%
15.8	Boat service	10/145	7%	121/145	83%	14/145	10%
15.9	Cleanness of the city	5/145	3%	137/145	94%	3/145	2%
15.10	Noise and air	14/145	10%	124/145	86%	7/145	5%
15.11	Scenery in the city	9/145	6%	94/145	65%	42/145	29%
15.12	Scenery in the bay	1/145	1%	9/145	6%	135/145	93%

This table shows that general impression of tourists on Ha Long Bay was its beauty. There are 93% opinion that Ha Long Bay is very beautiful, and 43% opinion that food in Ha Long city is excellent. Almost all items noted above have been assessed as normal level. However, 38% of the tourists think that the price level in Ha Long city is high.

(16) National tourists consider that the most favorite points in Ha Long bay are:

- |                           |         |    |     |
|---------------------------|---------|----|-----|
| 1) Shape of islands       | 125/145 | or | 86% |
| 2) Grottos                | 124/145 |    | 86% |
| 3) Combination of islands | 107/145 |    | 74% |
| 4) Scene of fishing boats | 105/145 |    | 72% |
| 5) Sky and clouds         | 91/145  |    | 63% |

(17) There must be noted that 116 (80%) tourists are unsatisfied with current environment status of Ha Long city.

(18) The points that national tourists feel dissatisfied concentrate on:

- |                                       |         |    |     |
|---------------------------------------|---------|----|-----|
| 1) The floating garbage has increased | 102/116 | or | 88% |
| 2) The sand beaches have become dirty | 82/116  | or | 71% |
| 3) The water cleanness has degraded   | 70/116  | or | 60% |

### c) Survey on local residents

Total number of interviewed households is 215 which is divided into groups by localities as cities, towns and districts as planned. This number practically reaches 100% of the planned assignment by both volume and the structure of the survey. The results can be summarized as following:

(1) Total number of samples households by location:

Ha Long city	37
Dong Trieu district	34
Cam Pha Town	32
Yen Hung district	27
Uong Bi Town	20
6 other districts	65
-----	-----

(2) Number of family members:

1-2 persons	6%
3-4 persons	63%
5-6 persons	27%
7-8 persons	3%
more than 9 persons	1%

(3) Main occupations of households:

Coal processing industry	41	or	19%
tourist industry	5	or	2%
Private service	56	or	26%
public service	81	or	38%
Fishery	12	or	5%
Agriculture, forestry	73	or	34%
professionals	21	or	10%
other	6	or	3%

(4) Monthly total income( VND/month) of households:

less than 1 million VND	47%
1-2 million VND	44%

(5) Times they visited Ha Long bay for recreational purposes:

never visit Ha Long bay:	9%
less than one time a year:	56%
2-5 times a year	33%

(6) Transportation means by which local residents use to visit Ha Long city mostly are hired cars such as taxis and buses and local line buses. There are only 2 cases of using private cars.

(7) Average stay - duration in Ha Long city :

less than 1 day	85 cases
1-2 days	89 cases.

(8) The rate of local residents who expressed willingness to pay for protection and improvement of Ha Long Bay if Ha Long bay will be as image A:

No contribution	34/215	or	18%
of less than 0.1%:	42/215	or	20%
of 0.1-0.5	88/215	or	41%
of 0.5- 1%	43/215	or	20%
of more than1%	3/215	or	1%

(9) If quality of environment of Ha Long Bay would be conserved as present environmental situation ( the image B), the level of willingness of local residents to pay for it is as follows :

No contribution:	35/215	or	16%
of less than 0.1%:	45/215	or	21%
of 0.1-0.5	89/215	or	41%
of 0.5- 1%	42/215	or	20%
of more than1%	4/215	or	2%

(10) If environmental situation of Ha Long Bay would slightly better (the image C), the level of willingness of local residents to pay for it is as follows :

No contribution:	23/215	or	11%
of less than 0.1%:	42/215	or	20%
of 0.1-0.5	96/215	or	45%
of 0.5- 1%	42/215	or	20%
of more than1%	12/215	or	6%

(11) Favorite points located near to the interviewee's residence can be set in following order:

Yen Tu.	63
Tra Co	50
Quan Lan island	30
Cua Ong temple	20
Long Tien pagoda	15

(12) Favorite points which local residents are fond of in different localities mostly are composition of view, trees and woods, spacious view, history and so on.

Besides of the above summarized results, in the process of the direct questionnaire survey, many other opinions of interviewees have been recorded. Most of them are:

- In Quang Ninh province there are many kinds of rare and precious natural resources. Unfortunately, they have been not get paid enough attention to attract foreign investment in order to improve life conditions of Quang Ninh people.
- The first stage to develop tourist industry is to protect the environment, otherwise you can't get it. Serious pollution of Ha Long Bay will destroy the beauty of landscape of Ha Long and the tourist industry.
- Ha Long Bay landscape is very beautiful. However, it is too monotonous because there is very little public games and plays on the sea.
- The cleanness of sea water must be protected to make Ha Long Bay environment better. This is only way to attract tourists. People must not to destroy the natural landscapes, otherwise they will not be found again.
- Current transportation system is too bad. It must be improved.
- City landscape planning is now in terrible situation.
- Sewage from tourist boats must be controlled.
- Waste and garbage are messy.

100





## APPENDIX I

### *Questionnaire to tourists and local residents*



# APPENDIX I

## *Questionnaire to tourists and local residents*

### Introduction of Ha Long Bay to Interviewee

Ha Long Bay has 1,969 islands with a remarkable landscape. These islands are not only a sacred and long-standing symbol to Vietnamese, but also universally valuable from aesthetic, geological, biological and cultural points of view. So the Ha Long Bay has been inscribed as a World Natural Heritage of UNESCO since 1994.

Tourism and coal-mining industry are major economic activities along the northern coast of the Ha Long Bay (around Ha Long and Cam Pha cities). The local municipalities and enterprises have been making efforts to prevent pollution due to their increasing economic activities. In case of failure in such prevention, there will be a risk that landscape beauty and environmental functions of the Ha Long Bay are also damaged.

In order to conserve the international assets of the Ha Long Bay, we would like you to answer the following questions providing with basic data for identification and evaluation of the Bay's value.

### QUESTIONNAIRE TO TOURISTS

1. Name of the hotel/guest-house you are staying now : \_\_\_\_\_
2. Total number of days you stayed already and will stay in the Ha Long city this time : \_\_\_\_\_ days
3. Your permanent residence : \_\_\_\_\_ (Province/State), \_\_\_\_\_ (Nation)
4. Transportation means where you entered the Ha Long city :  
(Please circle one transportation !)
  - 4.1 Private car
  - 4.2 Hired car (e.g. chartered bus, taxi, etc.)
  - 4.3 Private motorbike
  - 4.4 Boat/ship
  - 4.5 Bicycle
  - 4.6 Local line-bus
  - 4.7 Other (\_\_\_\_\_)
5. Your main purpose to visit Ha Long City : (Please circle one purpose !)
  - 5.1 Vacation
  - 5.2 Official or private business
  - 5.3 Only stop-by for other destination
  - 5.4 Other (\_\_\_\_\_)
6. Number of your tour group members : (Please circle one choice !)
  - 6.1 Alone
  - 6.2 2~5 persons
  - 6.3 6~10 persons
  - 6.4 11~15 persons
  - 6.5 16~20 persons
  - 6.6 More than 21 persons
7. Places where you visited on vacation in the last 10 days before coming to the Ha Long

city :

	(City/Town)	(Province)	(Country)
7.1	.....	.....	.....
7.2	.....	.....	.....
7.3	.....	.....	.....
7.4	.....	.....	.....
7.5	.....	.....	.....

8. Places where you will visit on vacation in 10 days after leaving the Ha Long city :

	(City/Town)	(Province)	(Country)
8.1	.....	.....	.....
8.2	.....	.....	.....
8.3	.....	.....	.....
8.4	.....	.....	.....
8.5	.....	.....	.....

9. Number of your household members including you : \_\_\_\_\_ persons

10. Amount of your household's monthly total income (before tax payment) on average during the last 12 months : \_\_\_\_\_ in VND/month, \_\_\_\_\_ in US\$/month, or \_\_\_\_\_ in other currency ( \_\_\_\_\_ )/month

In accompany with future economic activities and urban development, environment of the Ha Long city and the Ha Long bay will be degraded, conserved or improved with proper environmental protection measures. Please envisage the following three future images in your mind, and continue to answer the questions below :

**Image A : Very polluted**

Ha Long city will be very much polluted by water contamination, air pollution, unmanaged solid waste, etc. so that Ha Long bay's water quality and environment becomes as bad as being improper for bathing, cruising and commercial fishery at all.

**Image B : No change - conserved as now**

Essential anti-pollution measures will be carried out to let present environmental conditions remain at the same level as now, so that you can enjoy the similar services from the Ha Long bay tour like now.

**Image C : Slightly cleaner water**

Full-scale anti-pollution and conservation measures will be implemented, and environmental quality of the Ha Long bay could be a little bit more improved than now providing clear water for bathing and cruising.

11. Referring to your answer to the Question 10 above, in order to prevent severely degraded environmental situation of Ha Long bay like Image A, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)

- 11.1 0 % (no interest in donation)
- 11.2 Less than 0.1 % (=Monthly Income x 0.001)
- 11.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 11.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 11.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 11.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)

- 11.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 11.8 more than 2.5 % (\_\_\_\_\_ % of your monthly income)
12. Referring again to your answer to the Question 10 above, in order to conserve the present environmental situation of Ha Long bay like Image B, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)
- 12.1 0 % (no interest in donation)
- 12.2 Less than 0.1 % (=Monthly Income x 0.001)
- 12.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 12.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 12.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 12.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)
- 12.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 12.8 More than 2.5 % (\_\_\_\_\_ % of your monthly income)
13. Referring again to your answer to the Question 10 above, in order to realize slightly better environmental situation of Ha Long bay like Image C, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)
- 13.1 0 % (no interest in donation)
- 13.2 Less than 0.1 % (=Monthly Income x 0.001)
- 13.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 13.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 13.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 13.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)
- 13.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 13.8 more than 2.5 % (\_\_\_\_\_ % of your monthly income)
14. On your future vacation opportunities, you will : (Please circle one answer !)
- 14.1 most likely visit again the Ha Long city.
- 14.2 least likely visit again the Ha Long city.
- 14.3 visit other places rather than Ha Long city.
15. Your general impression on Ha Long bay region :  
(Please circle a scale between 1 and 10 for each item !)
- |                                | (very bad←) |   |   |   |   |   |   |   |   |    | (→excellent) |
|--------------------------------|-------------|---|---|---|---|---|---|---|---|----|--------------|
| 15.1 Beach                     | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.2 Water in the bay          | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.3 Services in restaurants   | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.4 Food in restaurants       | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.5 Price level               | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.6 People's hospitality      | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.7 Transportation to Ha Long | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.8 Boat service in the bay   | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.9 Cleanliness of the city   | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.10 Noise and air            | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.11 Scenery in the city      | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
| 15.12 Scenery in the bay       | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |              |
16. What is your favorite point of the landscape in Ha Long Bay ?

(Please put a tick on any favorite points below !)

- |   |   |
|---|---|
| 16.1 <input type="checkbox"/> Shape of islands        | 16.10 <input type="checkbox"/> Combination of islands     |
| 16.2 <input type="checkbox"/> Surface of islands      | 16.11 <input type="checkbox"/> Sheer cliffs               |
| 16.3 <input type="checkbox"/> Strange rocks           | 16.12 <input type="checkbox"/> Grottos                    |
| 16.4 <input type="checkbox"/> Water color             | 16.13 <input type="checkbox"/> Water clearness            |
| 16.5 <input type="checkbox"/> Trees on the islands    | 16.14 <input type="checkbox"/> Birds                      |
| 16.6 <input type="checkbox"/> Mangrove swamps         | 16.15 <input type="checkbox"/> Coral reefs                |
| 16.7 <input type="checkbox"/> Sky and clouds          | 16.16 <input type="checkbox"/> Scene of fishing operation |
| 16.8 <input type="checkbox"/> Scene of fishing boats  | 16.17 <input type="checkbox"/> Scene of sailing boats     |
| 16.9 <input type="checkbox"/> Scene of anchored boats | 16.18 <input type="checkbox"/> Others                     |

(Please specify : \_\_\_\_\_)

17. Do you have any dissatisfaction about the landscape of Ha Long Bay ?

(Please put a tick !)

- Yes                       No



18. If yes, what is the point that you feel dissatisfied ?

(Please put a tick on any points !)

- 18.1  The surface of islands has changed because of landslide.  
18.2  The water color has become dirty.  
18.3  The water clearness has degraded.  
18.4  The floating garbage has increased.  
18.5  The oil slick has increased.  
18.6  The trees on the islands have reduced.  
18.7  The number of birds has reduced.  
18.8  The area of mangrove swamps has reduced.  
18.9  The area of coral reefs has reduced.  
18.10  The sand beach has become dirty.  
18.11  The scene of fisherman village has become messy.  
18.12  The cruising ship has become an eyesore.  
18.13  The anchored boat has become an eyesore.  
18.14  The landscape of mainland has become messy.  
18.15  Others

(Please specify : \_\_\_\_\_)

## QUESTIONNAIRE TO LOCAL RESIDENTS

1. Your address : \_\_\_\_\_ (Sub-district), \_\_\_\_\_ (City/Town/District)
2. Number of your household members including you : \_\_\_\_\_ persons
3. Main occupations your household members live on : (Please circle 3 occupations at most !)
  - 3.1 Coal-mining/processing industry      3.2 Tourism industry
  - 3.3 Private services (restaurant, drivers, retailer, trader, etc.)
  - 3.4 Public civil servant (official, policeman, etc.)      3.5 Fisheries
  - 3.6 Agriculture/Forestry      3.7 Professional (doctor, lawyer, etc.)
  - 3.8 Other ( \_\_\_\_\_ )
4. Amount of your household's monthly total income (before tax payment) on average during the last 12 months : VND \_\_\_\_\_ /month
5. You or your household members have visited the Ha Long city or Ha Long bay for recreational purpose, not for working : (Please circle one item !)
  - 5.1 never      5.2 less than one time a year      5.3 2 ~ 5 times a year
  - 5.4 6 ~ 10 times a year      5.5 more than 10 times a year
  - 5.6 much more frequently for recreational fishing, swimming, jogging, walking, etc.
6. How do you usually come to the coast of the Ha Long city ?  
(Please circle one transportation, unless you circled Item "5.1" !)
  - 6.1 Private car      6.2 Hired car (e.g. chartered bus, taxi, etc.)
  - 6.3 Private motorbike      6.4 Boat/ship      6.5 Bicycle
  - 6.6 Local line-bus      6.7 On foot      6.8 Other ( \_\_\_\_\_ )
7. Average stay-duration when you visit the Ha Long city or Ha Long Bay on vacation :  
(Please answer, unless you circled Item "5.1" !)  
\_\_\_\_\_ hours/visit, or \_\_\_\_\_ days/visit

In accompany with future economic activities and urban development, environment of the Ha Long city and the Ha Long bay will be degraded, conserved or improved with proper environmental protection measures. Please envisage the following three future images in your mind, and continue to answer the questions below :

**Image A : Very polluted**

Ha Long city will be very much polluted by water contamination, air pollution, unmanaged solid waste, etc. so that Ha Long bay's water quality and environment becomes as bad as being improper for bathing, cruising and commercial fishery at all.

**Image B : No change - conserved as now**

Essential anti-pollution measures will be carried out to let present environmental conditions remain at the same level as now, so that you can enjoy the similar services from the Ha Long bay tour like now.

**Image C : Slightly cleaner water**

Full-scale anti-pollution and conservation measures will be implemented, and environmental quality of the Ha Long bay could be a little bit more improved than now providing clear water for bathing and cruising.

8. Referring to your answer to the Question 4 above, in order to prevent severely

degraded environmental situation of Ha Long bay like Image A, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)

- 8.1 0 % (no interest in donation)
- 8.2 Less than 0.1 % (=Monthly Income x 0.001)
- 8.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 8.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 8.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 8.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)
- 8.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 8.8 more than 2.5 % (\_\_\_\_\_ % of your monthly income)

9. Referring again to your answer to the Question 4 above, in order to conserve the present environmental situation of Ha Long Bay like Image B, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)

- 9.1 0 % (no interest in donation)
- 9.2 Less than 0.1 % (=Monthly Income x 0.001)
- 9.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 9.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 9.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 9.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)
- 9.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 9.8 More than 2.5 % (\_\_\_\_\_ % of your monthly income)

10. Referring again to your answer to the Question 4 above, in order to realize slightly better environmental situation of Ha Long Bay like Image C, how many percentage to your household's monthly income will you donate every year ? (Please circle a percentage level !)

- 10.1 0 % (no interest in donation)
- 10.2 Less than 0.1 % (=Monthly Income x 0.001)
- 10.3 0.1 ~ 0.5 % (=Monthly Income x 0.005)
- 10.4 0.5 ~ 1.0 % (=Monthly Income x 0.01)
- 10.5 1.0 ~ 1.5 % (=Monthly Income x 0.015)
- 10.6 1.5 ~ 2.0 % (=Monthly Income x 0.02)
- 10.7 2.0 ~ 2.5 % (=Monthly Income x 0.025)
- 10.8 more than 2.5 % (\_\_\_\_\_ % of your monthly income)

11. Is there any good landscape that you willingly watch near your residence ?

- Name of the place -

- Location of the place -

- |     |       |       |
|-----|-------|-------|
| (A) | _____ | _____ |
| (B) | _____ | _____ |
| (C) | _____ | _____ |
| (D) | _____ | _____ |
| (E) | _____ | _____ |

12. What is your favorite point about above-mentioned places ?

(Please put a tick on any favorite points !)

( Your favorite point )

12.1 Mountain

- |                          |                          |                          |                          |                          |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| (A)                      | (B)                      | (C)                      | (D)                      | (E)                      |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



- |       |                           |                          |                          |                          |                          |                          |
|-------|---------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 12.2  | Trees and woods           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.3  | Grassy plain              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.4  | Flower                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.5  | Lake and pond             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.6  | Sea                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.7  | Beach                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.8  | Sheer cliff               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.9  | Rocky shore               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.10 | Coral reef                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.11 | Strange rock              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.12 | Birds and animals         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.13 | Farm                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.14 | Orchard                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.15 | Mangrove swamp            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.16 | Row of trees              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.17 | Row of houses and streets | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.18 | Buildings such as dam     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.19 | Night scene               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.20 | Sky and clouds            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.21 | Spacious view             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12.22 | Composition of view       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

12.23 Other favorite points (Please specify below !)

- (A) \_\_\_\_\_
- (B) \_\_\_\_\_
- (C) \_\_\_\_\_
- (D) \_\_\_\_\_
- (E) \_\_\_\_\_



## APPENDIX II

- II-1 Summary tables of the questionnaire survey*
- II-2 Detail results of the questionnaire survey*



*Appendix II-1*  
**SUMMARY TABLES OF THE QUESTIONNAIRE SURVEY**

This appendix shows summarised results of the questionnaire survey to tourists and local residents of Quang Ninh province, including:

a) Interview of foreign tourists	145 persons,
b) Interview of local tourists	145 persons, and
c) Interview of local households	215 households, including:
— Ha Long city	37 households
— Dong Trieu district	34 households
— Cam Pha town	32 households
— Yen Hung district	27 households
— Uong Bi town	20 households
— Quang Ha district	16 households
— Mong Cai town	12 households
— Hoanh Bo district	12 households
— Tien Yen district	8 households
— Van Don district	7 households
— Binh Lieu district	4 households
— Ba Che district	3 households
— Co To district	3 households

1

2

3

a) Summarised results of the survey to foreign tourists

QUESTION	NUMBER OF ANSWERS QUESTIONNAIRE CONTENTS	ADDRESS		FOREIGN TOURISTS				
		TAIWAN	CHINA	FRENCH	EUROPE	OTHER	TOTAL	
	Total number of people answered	22	36	32	20	35	145	
1	Name of the hotel, motel stayed							
	Ha Long I, II, III		4	28	11	30	73	
	Red River Hotel				4	4	8	
	Cong Doan hotel	21	11				32	
	Vuon Dao hotel	1	10		1		12	
	Hoang Tien hotel			1			1	
	Minh Cuong hotel			2	1		3	
	Hai Yen hotel					1	1	
	Hai Long hotel			1			1	
	Van Hai hotel		9				9	
	Bac Hoa hotel		1				1	
	Floating fish cages in Ha Long Bay		1				1	
	Plaza hotel				1		1	
	Huong Tram hotel				1		1	
	Rong Bien hotel				1		1	
2	Total number of days-stay in Ha Long city this time							
	1 ~ 2 days	16	20	30	16	33	115	
	3 ~ 4 days	6	13	2	4	2	27	
	5 ~ 6 days		1				1	
	more than 7 days		2				2	
3	Tourist addresses (Mentioned on "Total number of people answered")							
4	Means of transportation to Ha Long city							
	4.1 Private car			5	6	5	16	
	4.2 Hired car (taxies, buses...)	22	36	27	14	30	129	
	4.3 Private motorcycle							
	4.4 Ship/boat							
	4.5 Bicycle							
	4.6 Local bus							
	4.7 Other							
5	Main purpose to visit Ha Long city							
	5.1 Vacation	17	25	29	18	29	118	
	5.2 Official of private business		7		2	2	11	
	5.3 Only stop by for other destination	5	4	2		3	14	
	5.4 Other purpose			1		1	2	
	- With Voyage du monde			(1)			(1)	
6	Number of tour group members							
	6.1 Alone			2	1	1	4	
	6.2 2 ~ 5 persons		6	11	8	13	38	
	6.3 6 ~ 10 persons		12	6	5	11	34	
	6.4 11 ~ 15 persons	2	4	4		7	17	
	6.5 16 ~ 20 persons	9	1	8	6	3	27	
	6.6 ≥ 21 persons	11	13	1			25	

QUESTION	NUMBER OF ANSWERS	ADDRESS	FOREIGN TOURISTS					TOTAL
			TAIWAN	CHINA	FRENCH	EUROPE	OTHER	
QUESTIONNAIRE CONTENTS								
7		Places you visited in the last 10 days on vocation before coming to Ha Long city						
7.1		Ho Chi Minh City	9		12	4	9	34
7.2		Ha Noi City	2		27	16	32	77
7.3		Hue City			12	9	9	30
7.4		Hai Phong City	1	1	4		2	8
7.5		Da Lat City, Lam Dong pro.	2		2	3	4	11
7.6		Da Nang City			9	4	3	16
7.7		Mong Cai Town, Quang Ninh pro.		8				8
7.8		Sa Pa, Lao Cai pro.			4	2		6
7.9		Bac Can province			1	1		2
7.10		Cao Bang province			1			1
7.11		Dien Bien Phu			1		1	2
7.12		Lang Son pro.			1			1
7.13		Hoa Binh Pro.					1	1
7.14		Ninh Binh pro.				1	1	2
7.15		Ha Dong					1	1
7.16		Hoi An				4	5	9
7.17		Nha Trang City			4	4	5	13
7.18		Quy Nhon, Binh Dinh pro.					2	2
7.19		My Tho			1			1
7.20		Vung Tau, Ba Ria pro.	2					2
7.21		Phu Quoc island					1	1
7.22		Pleiku, Tay Nguyen pro.					1	1
7.23		Provinces in China		34		1		35
7.24		Hong Kong, China	1		2	1	2	6
7.25		Malaysia	2		1		1	4
7.26		Singapore					1	1
7.27		Manila, Philippine			1	1		2
7.28		Bangkok, Thailand				1	2	3
7.29		Cambodia					1	1
7.30		Canada	1					1



QUESTION	CONTRIBUTION RATE FROM MONTHLY INCOME	AVERAGE MONTHLY INCOME LEVEL( US\$ AND CHR)						TOTAL	
		< 1,000	1,000 ~2,000	2,000 ~3,000	3,000 ~4,000	4,000 ~5,000	> 5,000		
11		How many percentage to your household's monthly income will you donate every year in order to prevent severely degraded environmental situation of Ha Long Bay?(Image A)						145	
	11.1	0%	4	8	14	5	7	13	51
	11.2	less than 0.1%	5	1	6	2	3	10	27
	11.3	0.1 ~0.5%	2	6	12	3	5	4	32
	11.4	0.5 ~1.0%	1	2	5	4		3	15
	11.5	1.0 ~1.5%	3	1	5	1		1	11
	11.6	1.5 ~2%		1					1
	11.7	2 ~2.5%			2		1		3
	11.8	>2.5%	1	2	1	1			5
12		In order to conserve the present environmental situation of Ha Long Bay, how many percentage to your household's monthly income will you donate every year? (Image B)						145	
	12.1	0%	3	4	9	4	6	11	37
	12.2	less than 0.1%	6	5	4	3	1	10	29
	12.3	0.1 ~ 0.5%	3	7	15	4	5	8	42
	12.4	0.5 ~ 1.0%		1	8	1	1	1	12
	12.5	1.0 ~ 1.5%	2	3	5	3	3	1	17
	12.6	1.5 ~ 2%			2				2
	12.7	2 ~ 2.5%	1						1
	12.8	> 2.5%	1	1	2	1			5
13		In order to realise slightly better environmental situation of Ha Long Bay, how many percentage to your household's monthly income will you donate every year? (Image C)						145	
	13.1	0%	2	3	8	4	6	8	31
	13.2	less than 0.1%	3	4	4	2		9	22
	13.3	0.1 ~ 0.5%	4	6	11	5	5	7	38
	13.4	0.5 ~ 1.0%	4	1	8		2	4	19
	13.5	1.0 ~ 1.5%	1	3	9		2		15
	13.6	1.5 ~ 2%	1	3	2	2	1	1	10
	13.7	2 ~ 2.5%			2	1		1	4
	13.8	> 2.5%	1	1	1	2		1	6
14		In the next vacation you will						145	
	14.1	Most likely visit Ha Long Bay again						107	
	14.2	Least likely visit Ha Long Bay again						12	
	14.3	Rather visit other places						26	

Note \* Details are in sub-table 1

9

10

11

**SUB-TABLE 1**

1

2

3

Subtable 1  
Survey to foreign tourists

	Tourists from China (CHR)										Other foreign tourists (USS)									
	1,000 ~ 2,000		2,000 ~ 3,000		3,000 ~ 4,000		4,000 ~ 5,000		5,000 ~ 1,000		1,000 ~ 2,000		2,000 ~ 3,000		3,000 ~ 4,000		4,000 ~ 5,000		5,000 ~ 0	
0%		1	1	1	1					1	4	7	13	5	6	13				
less than 0.1%	5		1					1				1	5	2	3	9				
0.1 ~ 0.5%	1	3	4		2					1	3	8	3	3	4					
0.5 ~ 1.0%	1	2	3	1								2	2	3	3					
1.0 ~ 1.5%	3	1	2										3	1	1					
1.5 ~ 2%		1																		
2 ~ 2.5%							1						2							
2.5%		1								1	1	1	1	1						
0%	1	1	1								2	3	8	4	6	11				
less than 0.1%	5	2						1		1	3	4	3	3	1	9				
0.1 ~ 0.5%	1	3	5		2					2	4	10	4	4	3	8				
0.5 ~ 1.0%			2	1							1	6			1	1				
1.0 ~ 1.5%	2	3	2					2					3	3	1	1				
1.5 ~ 2%			1										1							
2 ~ 2.5%	1																			
2.5%										1	1	2	1	1						
0%		1	1								2	2	7	4	6	8				
less than 0.1%	3	1	1					1			3	3	3	2		8				
0.1 ~ 0.5%	3	3	4					2		1	3	7	5	5	3	7				
0.5 ~ 1%	2		1							2	1	7	2	2	4	4				

1 ~ 1.5%	1	3	3		2			6		
1.5 ~ 2%	1	1				2		2	2	1
2 ~ 2.5%			1					1	1	1
2.5%				1			1	1	1	1

Note: 1) For question 10, there are 3 interviewees who did not tell about the income. However for questions 11, 12, 13 about their contribution willingness, they answered, therefore the above 3 cases were classified in the category of under US\$ 1000/ month.

QUESTION	QUESTION CONTENTS	1	2	3	4	5	6	7	8	9	10
15	Your general impression on Ha Long Bay region										
15.1	Beach	4	12	13	17	20	15	13	34	14	3
15.2	Water in the Bay		8	14	23	15	11	14	39	14	7
15.3	Services in restaurants		1	7	3	9	14	35	54	14	8
15.4	Foods in restaurants			5	5	10	18	30	48	17	12
15.5	Price level		2	6	7	24	23	28	30	18	7
15.6	People's hospitality	1		3	8	11	13	26	40	20	23
15.7	Transportation to Ha Long Bay	13	23	16	18	22	15	17	13	2	6
15.8	Boat service in the bay		1	7	10	14	27	30	35	11	10
15.9	Cleanness of the city	3	6	12	18	27	24	30	18	6	1
15.10	Noise and air	5	7	17	21	24	20	21	22	6	2
15.11	Scenery of the city		2	8	12	23	18	25	40	13	4
15.12	Scenery in the bay			1		6	2	8	21	41	66

**Question 16 Favourite points of landscape in Ha Long Bay?**

Shape of islands	104	Combination of islands	60
Surface of islands	67	Sheer cliffs	54
Strange rocks	59	Grottoes	90
Water colour	42	Water cleanness	34
Trees on the islands	38	Birds	35
Mangrove swamps	20	Coral reefs	41
Sky and clouds	54	Scene of fishing operation	44
Scene of fishing boats	60	Scene of sailing boats	34
Scene of anchored boats	30	Other	1
		- Coal mine	1

**Question 17 Do you have any dissatisfaction about the landscape of Ha Long Bay?**

Yes: 94

No: 51

**Question 18 If yes, what is the point that you feel dissatisfied?**

The surface of islands has changed because of landslide	26
The water colour has become dirty	45
The water cleanness has degraded	60
The floating garbage has increased	53
The oil slick has increased	40
The trees on the islands have reduced	36
The number of birds has reduced	51
The area of mangrove swamps has reduced	30
The area of coral reef has reduced	33
The sand beach has become dirty	40
The scene of fisherman village has become messy	33
The cruising ship has become an eyesore	25
The anchored boat has become an eyesore	26
The landscape of mainland has become messy	38
Other:	
People destroyed natural ecosystems	2
- No sailing boats	1
- Hotels are too high	1
- Noise in the streets	1

b) Summarised results of survey to national tourists

QUESTION	QUESTIONNAIRE CONTENTS	ADDRESS	NATIONAL TOURISM			
		NUMBER OF PEOPLE ANSWERED	NORTH REG.	MIDDLE REG.	SOUTH REG.	TOTAL
	Total number of people answered		92	25	28	145
1	Name of hotels, motels currently used by tourists					
	Ha Long hotel		8	12	9	29
	Son Long hotel		9	6	11	26
	Van Hai hotel		9			9
	Hong Ngoc hotel		20			20
	Hai Van hotel		5	2	1	8
	Suoi May hotel		3		2	5
	VinaCOAL guest house		10			10
	Bien Dong hotel		7			7
	Phuong Dun guest house		4		1	5
	Huong Duong hotel		2			2
	Phuong Dong, Sao Mai hotel		4			4
	12 other hotels		11	5	4	20
2	Total number of days stay in Ha Long city this time					
	1 ~ 2 days		62	21	27	110
	3 ~ 4 days		21	3	1	25
	5 ~ 6 days		5	1		6
	≥ 7 days		4			4
3	Address of tourists (Mentioned on "Total number of people answered")					
4	Means of transportation to Ha Long city					
	4.1 Private car		19	3	5	27
	4.2 Hired car( taxi, bus...)		57	21	22	100
	4.3 Private motorcycle		6			6
	4.4 Ship/boat					0
	4.5 Bicycle					0
	4.6 Local bus		10	1	1	12
	4.7 Other					0
5	Main purpose to visit Ha Long city					
	5.1 Vacation		13	10	7	30
	5.2 Official of private business		72	15	16	103
	5.3 Only stop by for other destination		3		2	5
	5.4 Other purpose		4		3	7
	- Tourism		4		3	7
6	Number of tour group members					
	6.1 Alone		7	2	2	11
	6.2 2 ~ 5 persons		79	18	17	114
	6.3 6 ~ 10 persons		2	4	7	13
	6.4 11 ~ 15 persons		2	1	2	5
	6.5 16 ~ 20 persons		1			1
	6.6 ≥ 21 persons		1			1



QUESTION	ADDRESS NUMBER OF PEOPLE ANSWERED QUESTIONNAIRE CONTENTS	NATIONAL TOURISM			
		NORTH REG.	MIDDLE REG.	SOUTH REG.	TOTAL
7	Places you visited in the last 10 days on vacation before coming to Ha Long city				
7.1	Hai Ninh Quang Ninh Province	5			5
7.2	Hai Duong	1		1	2
7.3	Hai Phong	6	4	4	14
7.4	Ha Noi	7	20	24	51
7.5	Ba Be lake, Bac Can	1			1
7.6	Pac Bo cave, Cao Bang pro.	1			1
7.7	Tam Thanh cave, Lang Son pro.	1			1
7.8	Moc Chau, Hoa Binh pro.	2			2
7.9	Hoa Lu, Ninh Binh pro.	4	5	3	12
7.10	Hue City		2	2	4
7.11	Da Nang city		1	2	3
7.12	Nha Trang City			1	1
7.13	Quy Nhon, Binh Dinh pro.		1		1
7.14	Ho Chi Minh city	1		4	5
7.15	China	2			2
8	Places you will visit on vacation in 10 days after leaving the Ha Long city				
8.1	Mong Cai, Tien Yen district, Quang Ninh pro.	11	14	13	38
8.2	Hai Phong	1	1	1	3
8.3	Hai Duong	1			1
8.4	Ha Noi	4	4	11	19
8.5	Hoa Binh	2			2
8.6	Sa Pa, Bac Hoi, Lao Cai	2			2
8.7	Yen Bai	1			1
8.8	Hoa Lu, Ninh Binh pro.			3	3
8.9	Huong pagoda, Ha Tay province			1	1
8.10	Hue City		1		1
8.11	Da Nang city		1		1
8.12	Ho Chi Minh city			1	1
8.13	Dong Hung Quang Tay pro., China			2	2
9	Number of family members				
	1 ~ 3 persons	13	1	2	16
	4 ~ 6 persons	76	20	24	120
	7 ~ 10 persons	2	4	2	8
	≥ 11 persons	1			1
10	Total average monthly income( VND)				
	< 1,000,000	3			3
	from 1,000,000 to less than 2,000,000	34	9	2	45
	from 2,000,000 to less than 3,000,000	36	10	7	53
	from 3,000,000 to less than 4,000,000	6	5	7	18
	from 4,000,000 to less than 5,000,000	7	1	5	13
	more than 5,000,000	6		7	13

QUESTION	CONTRIBUTION RATE MONTHLY INCOME	AVERAGE MONTHLY INCOME LEVEL (MIL. VND)						TOTAL	
		< 1	1 ~ 2	2 ~ 3	3 ~ 4	4 ~ 5	> 5		
11	How many percentage to your household's monthly income will you donate every year in order to prevent severely degraded environmental situation of Ha Long Bay? ( Image A)							145	
11.1	0%	3	25	25	10	6	7	76	
11.2	less than 0.1%		13	12	3	4	2	34	
11.3	0.1 ~ 0.5%		6	15	3		1	25	
11.4	0.5 ~ 1.0%			1	2	2	3	8	
11.5	1.0 ~ 1.5%					1		1	
11.6	1.5 ~ 2%							.	
11.7	2 ~ 2.5%		1					1	
11.8	>2.5%								
12	In order to conserve the present environmental situation of Ha Long Bay, how many percentage to your household's monthly income will you donate every year? ( Image B)							145	
12.1	0%	1	11	13	3	1	7	36	
12.2	less than 0.1%	2	19	11	1	3	2	38	
12.3	0.1 ~ 0.5%		13	16	11	3	1	44	
12.4	0.5 ~ 1.0%		1	6	1	4	1	13	
12.5	1.0 ~ 1.5%		1	6	2	2	2	13	
12.6	1.5 ~ 2%			1				1	
12.7	2 ~ 2.5%								
12.8	> 2.5%								
13	In order to realise slightly better environmental situation of Ha Long Bay how many percentage to your household's monthly income will you donate every year? (Image C)							145	
13.1	0%	2	5	9	3	1	3	23	
13.2	less than 0.1%	1	19	11	2	1	6	40	
13.3	0.1 ~ 0.5%		12	17	7	4		40	
13.4	0.5 ~ 1.0%		7	3	4	3		17	
13.5	1.0 ~ 1.5%		1	4	1	2	2	10	
13.6	1.5 ~ 2%		1	5	1	2	2	11	
13.7	2 ~ 2.5%			4				4	
13.8	> 2.5%								
14	In the next vacation you will:					North region	Middle region	South region	145
14.1	Most likely visit again Ha Long city					50	22	23	95
14.2	Least likely visit again Ha Long city							1	1
14.3	Visit other places rather than Ha Long city					42	3	4	49

QUESTION	QUESTION CONTENTS	1	2	3	4	5	6	7	8	9	10
15	Your general impression on Ha Long Bay region										
15.1	Beach	1	8	7	16	15	16	52	26	4	
15.2	Water in the Bay		2	4	19	10	14	43	36	14	3
15.3	Services in restaurants			3	8	22	37	57	14	3	1
15.4	Foods in restaurants			4	7	24	21	26	58	5	
15.5	Price level	3	15	38	40	32	12	4	1		
15.6	People's hospitality		1	4	6	23	29	58	15	7	2
15.7	Transportation to Ha Long Bay		21	16	28	48	24	5	3		
15.8	Boat service in the bay		2	8	26	38	31	26	11	3	
15.9	Cleanness of the city		1	4	20	21	38	58	2		1
15.10	Noise and air		2	12	16	17	39	52	5	2	
15.11	Scenery of the city		1	8	17	12	13	52	34	8	
15.12	Scenery in the bay			1		3	2	4	7	74	54

#### Question 16 Favourite points of the landscape in Ha Long Bay

Shape of islands	125	Combination of islands	107
Surface of islands	51	Sheer cliffs	70
Strange rocks	48	Grottoes	124
Water colour	59	Water cleanness	84
Tree on the islands	30	Birds	24
Mangrove swamps	33	Coral reef	42
Sky and clouds	91	Scene of fishing operation	81
Scene of fishing boats	105	Scene of sailing boats	81
Scene of anchored boats	50	Other	8
		- The scene of Dawn in the bay	8

#### Question 17 Do you have any dissatisfaction about the landscape of Ha Long Bay?

Yes: 116

No: 29

#### Question 18 If yes, what is the point that you feel dissatisfied?

The surface of islands has changed because of landslide	4
The water colour has become dirty	36
The water cleanness has degraded	70
The floating garbage has increased	102
The oil slick has increased	48
The trees on the islands have reduced	13
The number of birds has reduced	29
The area of mangrove swamps has reduced	9
The area of coral reef has reduced	10
The sand beach has become dirty	82
The scene of fisherman village has become messy	9
The cruising ship has become an eyesore	13
The anchored boat has become an eyesore	13
The landscape of mainland has become messy	19
Other:	1
- Too messy on the way to visit Ha Long Bay	1

c) Summarised results of the survey to local residents of Quang Ninh

Question	Address Number of people answering the questionnaires Contents	Ha long City	Dong Trieu District	Cam Pha Town	Yen Hung District	Uong Bi Town	Other district	Total	Rate
		(1)	(2)	(3)	(4)	(5)	(6)		
1	Number of people answered	37	34	32	27	20	65	215	100
2	Total number of family members								
	1 ~ 2 persons	3	1	4	2		2	12	5.6
	3 ~ 4 persons	24	25	21	17	9	40	136	63.3
	5 ~ 6 persons	9	7	6	7	10	19	58	27.0
	7 ~ 8 persons	1	1		1	1	2	6	2.8
	More than 9			1			2	3	1.4
3	Main profession of family members								
3.1	Coal mining processing industry	12	10	13		4	2	41	
3.2	Tourism industry	2		3				5	
3.3	Private services	14	5	7	11	6	13	56	
3.4	Public civil servant	17	13	10	7	7	27	81	
3.5	Fishery	2		1	3	1	5	12	
3.6	Agriculture/ Forestry	8	8	5	13	11	28	73	
3.7	Professional	2	1	6		6	6	21	
3.8	Other	3			2	1		6	
	technicians, electricians	2			1	1		4	
	Retired				1			1	
	Pearl feeding workers	1						1	

Question	Address	Ha Long City	Dong Trieu district	Cam Pha Town	Yen Hung district	Uong Bi Town	Other district	Total	Rate %
	Number of people answered the questionnaires	(1)	(2)	(3)	(4)	(5)	(6)		
4	Total average monthly income of family (before tax) VND/month								
	< 1,000,000	18	19	5	22	10	26	100	46.5
	from 1,000,000 to less than 2,000,000	18	15	20	5	7	29	94	43.7
	from 2,000,000 to less than 3,000,000	1		5		3	8	17	7.91
	from 3,000,000 to less than 4,000,000			1			1	2	0.93
	from 4,000,000 to less than 5,000,000			1			1	2	0.93
5	Have visited Ha Long city and Ha Long Bay for recreational purposes, not for working								
	5.1 Never	1			8		11	20	9.3
	5.2 less than one time a year	11	26	17	18	10	38	120	55.8
	5.3 2 ~ 5 times a year	25	8	13	1	10	14	71	33
	5.4 6 ~ 10 times a year						2	2	0.93
	5.5 always			2				2	0.93
6	Usual means of transportation to Ha Long city								
	6.1 Private car						2	2	
	6.2 Hired car		10	3	14	10	14	51	
	6.3 Private motorbike	9	5	4	5	10	9	42	
	6.4 Boat/ship	16					3	19	
	6.5 Bicycle	4						4	
	6.6 Local line-bus	7	19	25			26	77	
	6.7 On foot								
	6.8 Other								
7	Average stay- duration during time visiting Ha Long city or Ha Long Bay on vacation								
	less than 4 hours/trip	1	2	3	3			9	
	4 ~ 10 hours/trip	33	2	5	15	11	10	76	
	1 ~ 2 days	2	28	23	1	9	26	89	
	3 ~ 4 days		1	1			15	17	
	5 ~ 6 days		1				2	3	
	more than 7 days						1	1	

QUESTION	CONTRIBUTION RATE MONTHLY INCOME	AVERAGE MONTHLY INCOME (MILLION VND)						TOTAL	RATE %
		<1 MIL.	1~2	2~3	3~4	4~5	≥5 MIL.		
8	How many percentage to your household's monthly income will you donate every year in order to prevent severely degraded environmental situation of Ha Long Bay? (Image A)								
8.1	0%	21	14	3		1		39	
8.2	less than 0.1%	19	20	2		1		42	
8.3	0.1 ~ 0.5%	39	39	9	1			88	
8.4	0.5 ~ 1.0%	21	19	3				43	
8.5	1.0 ~ 1.5%		2					2	
8.6	1.5 ~ 2.0%							0	
8.7	2.0 ~ 2.5%				1			1	
8.8	> 2.5%							0	
9	In order to conserve the present environmental situation of Ha Long Bay, how many percentage to your household's monthly income will you donate every year? (Image B)								
9.1	0%	17	13	3	1	1		35	
9.2	less than 0.1%	19	23	2		1		45	
9.3	0.1 ~ 0.5%	43	37	9				89	
9.4	0.5 ~ 1.0%	21	18	3				42	
9.5	1.0 ~ 1.5%		3					3	
9.6	1.5 ~ 2.0%							0	
9.7	2.0 ~ 2.5%				1			1	
9.8	> 2.5%							0	
10	In order to realise slightly better environmental situation of Ha Long Bay how many percentage to your household's monthly income will you donate every year?,(Image C)								
10.1	0%	8	13	1		1		23	
10.2	less than 0.1%	22	15	4		1		42	
10.3	0.1 ~ 0.5%	45	41	9	1			96	
10.4	0.5 ~ 1.0%	21	18	3				42	
10.5	1.0 ~ 1.5%	4	7					11	
10.6	1.5 ~ 2.0%							0	
10.7	2.0 ~ 2.5%				1			1	
10.8	> 2.5%							0	

**Q.11 Good landscapes that you willingly watch near your residence**

NAME OF THE PLACE	ADDRESS	Num. of people like this place
Yen Tu	Uong Bi district Quang Ninh province	63
Tra Co	Mong Cai district Quang Ninh province	50
Cua Ong pagoda	Cam Pha Town, Quang Ninh province	20
Con Son Kiep Bac pagoda	Chi Linh district Hai Duong province	9
Long Tien Pagoda & Bai Tho limestone	Ha Long city Quang Ninh province	19
The Vang Island	Van Don district Quang Ninh province	16
Quan Lan island	Van Don district Quang Ninh province	30
Temples, Pagodas..		15
	Quynh pagoda, An Sinh temple, Dong Trieu district Quang Ninh province	7
	Nam Phuong Queen temple, Dong Trieu district Quang Ninh province	1
	Ong temple and Ba temple in Ba Che district Quang Ninh province	3
	Phu Hai temple in Quang Ha district Quang Ninh province	1
	House keeping sake of Mr. Ho in Co To district Quang Ninh province	1
	Yen Phu pagoda Kim Mon district Hai Duong province	1
	Queen temple Yen Hung Quang Ninh province	1

Other landscapes that 1 to 5 persons like are summarised below:

LANDSCAPE	MOUNTAIN, TREE, CAVE	LAKE, POND, RIVER, BEACH, SEA BEACH	INTEGRATED LANDSCAPE
LOCALITY	K1	K2	K3
Quang Ha district	Cinnamon forest Pine forest	Suoi Tien	Cai Chien island Mieu island
Dinh Lieu district	Phong Dan mountain	Pac Khoc river Khe Van waterfall	
Tien Yen district	Truong Hia forest	Mui Chua Port Khe Tien bridge Tien Yen bridge	
Mong Cai Town			Mui Ngoc, Mong Cai district
Hoanh Do district	Da Trang cave Canh Tien New Road Viet Hung Commune		
Yen Hung district	Uncle Ho pine mountain		
Uong Bi Town	Lung Xanh Quang Trung commune	Yen Lap Lake Yen Trung Lake Hac Mo	
Cam Pha Town	Navy cave Hanh cave	Bai Tu Long Bay Vung Mieu Vung Duc	Cap Tien island Nem island Reu island Hon Net Hon Hai
Co To district		Sand beach( in front of Ho statue) Pearl beach Chu Dan beach Co To port	Co To Con island
Ha Long City			Tuan Chau island
Ba Che district		Truc waterfall	

Question 12

What is your favourite point about mentioned place?

	A	B	C	D	E	G	H	I
Mountain	40	4	5	5	16	5	2	1
Trees and woods	43	4	9	8	8	10	7	5
Grassy plain						2		1
Flower						1		3
Lake and pond							2	
Sea		17	5			5	12	
Beach		47	2			12	9	
Sheer cliff	22				18		2	
Rocky shore	2				1	3	5	2
Coral reef						3	1	
Strange rock						1	4	1
Birds and animals	1							3
Farm						1	1	
Orchard						1		
Mangrove swamp								
Row of trees	16	3		2		3	2	1
Row of houses and streets		5					1	
Building such as dam	13	7	10		15	2	9	9
Night scene			2				2	1
Sky and clouds	19	3				1	3	
Spacious view	40	1	10	6	1		1	3
Composition of view	42	17	8	6	22	4	2	1
Other favourite points	34	4	14	7	3	3	3	6
Historical heritage	34		14	7	3		3	6
Scene of life in boundary area		4						
Fresh water pond, fresh air						3		



APPENDIX II-2

*Detail results of questionnaire survey to tourists and the local residents*

1

2

3

Results of Questionnaire Survey to Tourists (No.1-7)

APPENDIX II-2 Detail results of the survey on willingness of international and national tourists to pay for Halong Bay Environment

Ques. No. Title Specification	Places before Ha Long Bay											Member Average persons	
	1		2		3		4		5		6		
	Hotel/Quater house	Stay Duration	Province /State	Country	Items 1-7	When? monthly	Transportation mode	Main Purpose When? monthly	City/Town	Province	Country		
1	Ha Long Bay	1	---	---	---	---	---	---	---	---	---	8	
2	Ha Long 2	1	---	---	---	---	---	---	---	---	---	4	
3	Ha Long Bay	1	Xiam Rap	USA	2	---	---	---	---	---	---	4	
4	Ha Long Bay	1	Phnom Penh	Cambodia	2	---	---	---	---	---	---	4	
5	Ha Long Bay	2	---	Singapore	2	3	---	---	---	---	---	8	
6	Ha Long Bay	1	---	Canada	2	1	---	---	---	---	---	8	
7	Ha Long Bay	1	---	Canada	2	1	---	---	---	---	---	8	
8	Ha Long Bay	1	---	Canada	2	1	---	---	---	---	---	8	
9	Ha Long 1	1	Boston	USA	2	1	---	---	---	---	---	18	
10	Ha Long 2	1	Sereida	USA	2	3	---	---	---	---	---	4	
11	Ha Long 2	2	Sarasota	USA	2	2	---	---	---	---	---	13	
12	Ha Long 2	2	California	USA	2	2	---	---	---	---	---	8	
13	Ha Long Bay	1	---	USA	2	1	---	---	---	---	---	8	
14	Ha Long 2	1	Anuone	USA	1	1	---	---	---	---	---	1	
15	Ha Long Bay	2	---	Philippines	2	1	---	---	---	---	---	13	
16	Ha Long 1	1	Rural	Philippines	2	1	---	---	---	---	---	13	
17	Ha Long 1	1	Astipolo	Philippines	1	1	---	---	---	---	---	13	
18	Ha Long 1	1	---	Australia	2	2	---	---	---	---	---	13	
19	Ha Long 1	2	---	Australia	2	3	---	---	---	---	---	4	
20	Ha Long Bay	2	---	Australia	2	1	---	---	---	---	---	8	
21	Ha Long 1	1	---	Australia	2	1	---	---	---	---	---	13	
22	Ha Long Bay	2	Nyudo	Japan	2	1	---	---	---	---	---	4	
23	Ha Long 1	2	Tokyo	Japan	1	1	---	---	---	---	---	4	
24	Ha Long 1	1	---	Singapore	2	1	---	---	---	---	---	13	
25	Ha Long Bay	2	NO	USA	2	1	---	---	---	---	---	8	
26	Red River	1	California	USA	2	1	---	---	---	---	---	18	
27	Red River	3	California	USA	2	1	---	---	---	---	---	18	
28	Ha Yen	4	Colorado	USA	4	1	---	---	---	---	---	4	
29	Ha Long 1	2	California	USA	2	1	---	---	---	---	---	4	
30	Ha Long 1	2	New South Wales	Australia	1	1	---	---	---	---	---	4	
31	Red River	1	New South Wales	Australia	2	1	---	---	---	---	---	8	
32	Red River	2	New South Wales	Australia	2	1	---	---	---	---	---	8	
33	Ha Long 1	1	New South Wales	Australia	2	1	---	---	---	---	---	4	



Results of Questionnaire Survey to Tourists (No.1-7)

76	Phaza	2	2	1	1	1	4	Hong Kong	—	China	Ha Noi	—	—	—	—	—	—	—	—	—
77	Ha Long 2	1	1	1	Tourist	25	—	—	—	France	—	—	—	—	—	—	—	—	—	—
78	Mach Cuong	3	2	—	—	—	4	Ha Noi	—	Viet Nam	Hai Phong	—	—	—	—	—	—	—	—	—
79	Mach Cuong	2	2	—	—	—	13	Hoi An	—	Viet Nam	Hue	—	—	—	Viet Nam	—	—	—	—	—
80	Ha Long Bay	1	1	—	—	—	8	Hai Phong	—	Viet Nam	Ha Noi	—	—	—	Viet Nam	—	—	—	—	—
81	Ha Long Bay	2	1	—	—	—	4	Pana	—	France	Ha Noi	—	—	—	Viet Nam	—	—	—	—	—
82	Ha Long Bay	2	2	—	—	—	1	HCM city	—	Viet Nam	Mauia	—	—	—	Philippines	Manila	—	—	—	—
83	Ha Long Bay	1	1	—	—	—	18	Ha Noi	—	Viet Nam	Hai Phong	—	—	—	Viet Nam	—	—	—	—	—
84	Ha Long Bay	2	2	—	—	—	13	HCM city	—	Viet Nam	Hue	—	—	—	Viet Nam	—	—	—	—	—
85	Ha Long 3	2	2	—	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—
86	Ha Long Bay	2	2	—	—	—	4	Ha Noi	—	Viet Nam	Hai Phong	—	—	—	Viet Nam	—	—	—	—	—
87	Huong Tan	3	—	—	—	—	1	Ha Noi	—	Viet Nam	Ba Ba Laka	—	—	—	Viet Nam	—	—	—	—	—
88	Vuon Dao	3	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	Viet Nam	Cao Bang	Lang Son	—	—	Viet Nam
89	Van Hai	3	2	—	—	—	8	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
90	Vuon Dao	7	2	—	—	—	8	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
91	Vuon Dao	3	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
92	Cong Doan	2	2	—	—	—	1	—	Quang	China	—	—	—	—	—	—	—	—	—	—
93	Cong Doan	3	2	—	—	—	25	Hai Khai	Hai Nam	China	Quang Chau	Quang Dong	—	—	China	—	—	—	—	—
94	Cong Doan	3	2	—	—	—	18	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
95	Van Hai	3	2	—	—	—	4	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
96	Van Hai	3	2	—	—	—	8	—	Quang	China	—	—	—	—	—	—	—	—	—	—
97	Van Hai	2	2	—	—	—	8	Nam Ninh	Quang	China	Mong Cai	Quang Ninh	—	—	Viet Nam	—	—	—	—	—
98	Vuon Dao	2	2	—	—	—	25	—	Quang	Viet Nam	—	—	—	—	—	—	—	—	—	—
99	Bac ha	6	2	—	—	—	25	Mong Cai	Quang	—	—	—	—	—	—	—	—	—	—	—
100	Van Hai	2	2	—	—	—	8	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
101	Vuon Dao	3	2	—	—	—	8	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
102	Cong Doan	3	2	—	—	—	13	Bac Hai	Quang	China	Dong Hung	Quang	China	—	—	—	—	—	—	—
103	Van Hai	2	2	—	—	—	13	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
104	Ha Long 3	2	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
105	Cong Doan	1	2	—	—	—	25	Nam Ninh	Quang	China	Bac Hai	Quang	China	—	—	—	—	—	—	—
106	Vuon Dao	3	2	—	—	—	4	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
107	Ha Long 3	2	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
108	Ha Long 3	2	2	—	—	—	25	Bac Hai	Quang	China	Mong Cai	Quang Ninh	—	—	Viet Nam	—	—	—	—	—
109	Cong Doan	2	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
110	Cong Doan	2	2	—	—	—	25	Bac Hai	Quang	China	—	—	—	—	—	—	—	—	—	—
111	Van Hai	2	2	—	—	—	8	—	Quang	China	—	—	—	—	—	—	—	—	—	—
112	Van Hai	3	2	—	—	—	13	Dong Hung	Quang	China	Mong Cai	Quang Ninh	—	—	Viet Nam	—	—	—	—	—
113	Ha Long 3	3	2	—	—	—	13	Dong Hung	Quang	China	—	—	—	—	—	—	—	—	—	—
114	Van Hai	2	2	—	—	—	25	Bac Hai	Quang	China	Ha Phong	—	—	Viet Nam	—	—	—	—	—	—
115	Cong Doan	2	2	—	—	—	8	Mong Cai	Quang	Viet Nam	—	—	—	—	—	—	—	—	—	—
116	Fran Nam Ha Long	60	2	—	—	—	8	Nam Ninh	Quang	China	—	—	—	—	—	—	—	—	—	—
117	Vuon Dao	3	2	—	—	—	25	Mong Cai	Quang	Viet Nam	—	—	—	—	—	—	—	—	—	—
117	Vuon Dao	3	2	—	—	—	8	—	Quang	Viet Nam	—	—	—	—	—	—	—	—	—	—

Results of Questionnaire Survey to Tourists (No. 1-7)

118	Viet Dao	2	Thien Tay	China	2	1	1	4	Ha Niao	Ha Nam	China	Bac Ha	Quangou	China	---	---	---	---	---
119	Van Hai	2	Ha Nam	China	2	1	1	25	Bac Ha	Quangou	China	Dong Hung	Quangou	China	---	---	---	---	
120	Cong Doan	3	Tu Xuyen	China	2	1	2	4	Dong Hung	Quangou	China	---	---	---	---	---	---	---	
121	Vuon Dao	3	Cal Lam	China	2	1	1	8	Bac Ha	Quangou	China	---	---	---	---	---	---	---	
122	Vuon Dao	3	---	China	2	1	2	8	Thanh Do	Tu Xuyen	China	Trung Thanh	Tu Xuyen	China	Bac Ha	Quangou	China	---	
123	Vuon Dao	3	Cal Lam	China	2	1	2	25	Bac Ha	Quangou	China	---	---	---	---	---	---	---	
124	Vuon Dao	2	---	Taiwan	2	1	1	13	HCM city	---	Viet Nam	---	---	---	---	---	---	---	
125	Cong Doan	2	Taipei	Taiwan	2	1	1	18	HCM city	---	Viet Nam	Vung Tau	Ba Ria	Viet Nam	Da Lat	Lam Dong	Viet Nam	Hai Phong	
126	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	Canada	---	---	---	---	---	---	---	
127	Cong Doan	3	---	Taiwan	2	1	1	18	HCM city	---	Viet Nam	---	---	---	---	---	---	---	
128	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
129	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	Taiwan	---	---	---	---	---	---	---	
130	Cong Doan	2	---	Taiwan	2	1	3	25	HCM city	---	Viet Nam	---	---	---	---	---	---	---	
131	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
132	Cong Doan	2	---	Taiwan	2	1	1	25	HCM city	---	Viet Nam	Vung Tau	Ba Ria	Viet Nam	Da Lat	Lam Dong	Viet Nam	---	
133	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
134	Cong Doan	2	---	Taiwan	2	1	1	18	---	---	---	---	---	---	---	---	---	---	
135	Cong Doan	4	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
136	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
137	Cong Doan	4	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
138	Cong Doan	3	---	Taiwan	2	1	1	13	---	---	---	---	---	---	---	---	---	---	
139	Cong Doan	2	---	Taiwan	2	1	1	25	---	---	---	---	---	---	---	---	---	---	
140	Cong Doan	2	---	Taiwan	2	1	1	18	Taipei	---	Taiwan	---	---	---	---	---	---	---	
141	Cong Doan	2	---	Taiwan	2	1	3	18	---	---	---	---	---	---	---	---	---	---	
142	Cong Doan	3	---	Taiwan	2	1	1	18	HCM city	---	Viet Nam	---	---	---	---	---	---	---	
143	Cong Doan	2	---	Taiwan	2	1	1	18	HCM city	---	Viet Nam	Ha Noi	---	Viet Nam	---	---	---	---	
144	Cong Doan	3	---	Taiwan	2	1	3	18	HCM city	---	Viet Nam	Ha Noi	---	Viet Nam	---	---	---	---	
145	Cong Doan	2	---	Taiwan	2	1	1	18	HCM city	---	Viet Nam	---	---	---	---	---	---	---	
146	Hong Ngoc	2	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
147	Hong Ngoc	2	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
148	Hong Ngoc	4	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
149	Viet Nam Coal	2	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
150	Bao Dong	2	Ha Noi	Viet Nam	2	1	2	25	---	---	---	---	---	---	---	---	---	---	
151	Suoi My	2	Ha Noi	Viet Nam	6	1	2	1	---	---	---	---	---	---	---	---	---	---	
152	Viet Nam Coal	5	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
153	Viet Nam Coal	2	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
154	Viet Nam Coal	4	Ha Noi	Viet Nam	2	1	2	8	---	---	---	---	---	---	---	---	---	---	
155	Viet Nam Coal	3	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	
156	Viet Nam Coal	2	Ha Noi	Viet Nam	2	1	2	4	---	---	---	---	---	---	---	---	---	---	



Results of Questionnaire Survey to Tourists (No. 1-7)

No.	Origin	1	Ha Noi	Viet Nam	2	4	Tourist periods	13	Mong Cai	Quang Ninh	Viet Nam	Pac Bo	Caobang	Viet Nam	Tien Thuan	Lang Son	Viet Nam	Ma Chau	Haiphong	Viet Nam	Tam Coc	Ninh Binh	Viet Nam	
197	Ha Long 4	1	Ha Noi	Viet Nam	2	4	13																	
198	Son Long	2	Ha Noi	Viet Nam	1	2	18																	
199	Ha Long 2	2	Son La	Viet Nam	2	1	6																	
200	Son Long 1	1	Ha Noi	Viet Nam	2	2	4																	
201	Ha Long 2	2	Ha Noi	Viet Nam	1	2	4																	
202	Ha Long 4	1	Ha Noi	Viet Nam	1	2	4																	
203	Son Long 1	1	Ha Noi	Viet Nam	2	2	4																	
204	Son Long 2	2	Ha Tay	Viet Nam	2	2	13																	
205	Son Long 2	2	Ha Noi	Viet Nam	2	2	4																	
206	Ha Long	2	Ha Tay	Viet Nam	2	2	4																	
207	Panorama	2	Ha Dong	Viet Nam	3	1	4																	
208	Son Long 2	2	Ha Tay	Viet Nam	3	1	4																	
209	Huong Giang	2	Ha Noi	Viet Nam	6	2	4																	
210	Hoi Khanh	4	Ha Noi	Viet Nam	1	1	4																	
211	Phuong Dong 10	10	Ha Phong	Viet Nam	1	2	4																	
212	Phuong Dong 3	3	Ha Noi	Viet Nam	1	2	4																	
213	Huong Duong 1	1	Ha Noi	Viet Nam	1	2	4																	
214	Huong Duong 7	7	Ha Noi	Viet Nam	1	2	4																	
215	Hong Hau	7	Ha Noi	Viet Nam	1	2	4																	
216	Friend's house	3	Ha Tay	Viet Nam	6	1	4																	
217	Phuong Dong 3	3	Lang Son	Viet Nam	1	2	4																	
218	Ha Van	2	Ha Noi	Viet Nam	6	2	4																	
219	Friend's house	5	Ha Tay	Viet Nam	6	1	4																	
220	Hong Ngoc	3	Ha Noi	Viet Nam	6	1	4																	
221	Ha Long job Developments Center	2	Haiphong	Viet Nam	3	2	4																	
222	Ha Van	3	Ha Noi	Viet Nam	1	2	4																	
223	Ha Van	3	Ha Noi	Viet Nam	1	1	4																	
224	Ha Van	5	Ha Noi	Viet Nam	6	1	4																	
225	Bai Chuy Pool Office	1	Haiphong	Viet Nam	1	2	1																	
226	Ha Van	2	Ha Noi	Viet Nam	2	1	4																	
227	Army's guest house	3	Ha Noi	Viet Nam	1	1	4																	
228	Ha Long 1	1	Ha Noi	Viet Nam	1	3	4																	
229	Sao Ma	1	Haiphong	Viet Nam	3	3	1																	
230	Ha Long 2	2	Haiphong	Viet Nam	2	2	1																	
231	Phuong Dong Dong	2	Thanh Nguyen	Viet Nam	2	2	4																	
232	Phuong Dong 2	2	Haiphong	Viet Nam	3	2	4																	
233	Le Anh	2	Ha Noi	Viet Nam	1	2	4																	
234	La Hoa	1	Ha Noi	Viet Nam	2	3	4																	



Results of Questionnaire Survey to Tourists (No. 1-7)

235	Phuoc Duac	2	Ha Noi	Viet Nam	2	—	—	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
236	Sao Mai	2	Ha Noi	Viet Nam	3	—	—	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
237	Phuoc Hoa	1	Ha Noi	Viet Nam	2	—	—	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
238	Ha Long 4	1	Da Nang	Viet Nam	2	—	—	8	Ninh Binh	Ninh Binh	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
239	Ha Long 3	3	Da Nang	Viet Nam	2	—	—	8	Ninh Binh	Ninh Binh	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
240	Son Long	1	Thanh Hoa	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
241	Son Long	1	Quang To	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
242	Son Long	1	Hue	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
243	Ha Long	2	Vinh	Viet Nam	2	—	—	8	Ninh Binh	Ninh Binh	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
244	Ha Long	1	Da Lat	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
245	Ha Long	1	Da Nang	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
246	Ha Long Bay	1	Thanh Hoa	Viet Nam	2	—	—	8	Hoa Lu	Ninh Binh	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
247	Son Long	2	Binh Dinh	Viet Nam	2	—	—	4	Da Nang	—	Viet Nam	Hue	—	—	—	—	—	—	—	—	—	—	—	—
248	Ha Long 3	2	Binh Dinh	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
249	Ha Long 1	3	Hue	Viet Nam	1	—	—	4	Ha Noi	—	Viet Nam	Ha Phong	—	—	—	—	—	—	—	—	—	—	—	—
250	Ha Long 2	1	Da Nang	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
251	Ha Long 3	1	Vinh	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
252	Ha Long 3	2	Da Nang	Viet Nam	2	—	—	4	Hue	Thua Thien	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
253	Son Long	1	Nha Trang	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	Ha Phong	—	—	—	—	—	—	—	—	—	—	—	—
254	Son Long	2	Binh Dinh	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
255	Ha Long Bay	1	Phu Rang	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	Ninh Binh	—	—	—	—	—	—	—	—	—	—	—	—
256	Water way	3	Da Nang	Viet Nam	2	—	—	1	Quy Nhon	Binh Dinh	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
257	Hong Ha	3	Vinh	Viet Nam	1	—	—	13	—	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
258	Ha Van	2	Da Nang	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
259	Hoa Quynh	3	Thanh Hoa	Viet Nam	1	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
260	Huong Giang	2	Binh Dinh	Viet Nam	6	—	—	4	—	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
261	Quang Lanh	2	Ha Tinh	Viet Nam	2	—	—	4	—	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
262	Ha Van	2	Da Lat	Viet Nam	2	—	—	1	—	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
263	Son My	2	HCM city	Viet Nam	1	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
264	Son My	2	HCM city	Viet Nam	1	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
265	Ha Long 2	2	HCM city	Viet Nam	1	—	—	4	Nha Trang	Khánh Hoa	Viet Nam	Da Nang	—	—	—	—	—	—	—	—	—	—	—	—
266	Ha Long Bay	1	HCM city	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
267	Ha Long Bay	1	HCM city	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
268	Son Long	1	Soc Trang	Viet Nam	2	—	—	13	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
269	Son Long	1	HCM city	Viet Nam	2	—	—	4	Da Nang	Ha Lu	Ninh Binh	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—
270	Son Long	1	HCM city	Viet Nam	2	—	—	4	Da Nang	Ha Lu	Ninh Binh	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—
271	Son Long	1	Can Tho	Viet Nam	2	—	—	4	HCM city	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
272	Son Long	1	Tien Giang	Viet Nam	2	—	—	4	HCM city	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
273	Ha Long Bay	1	HCM city	Viet Nam	2	—	—	13	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
274	Ha Long 1	1	Ba Ria	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—
275	Son Long	1	HCM city	Viet Nam	2	—	—	4	Ninh Binh	Ninh Binh	Viet Nam	Ha Noi	—	—	—	—	—	—	—	—	—	—	—	—
276	Ha Long 2	2	HCM city	Viet Nam	2	—	—	4	Ha Noi	—	Viet Nam	—	—	—	—	—	—	—	—	—	—	—	—	—

Results of Questionnaire Survey to Tourists (No.1-7)

277	Ha Long Bay	1	Dong Thap	Viet Nam	2	1	1	8	Ha Noi	Viet Nam	Ha Phong	Viet Nam	---	---	---	---	---	---	---
278	Ha Long J	2	HCM city	Viet Nam	2	2	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
279	Son Long	1	Son Trang	Viet Nam	2	1	1	4	Ha Noi	Viet Nam	HCM city	Viet Nam	Ha Phong	---	---	---	---	---	---
280	Son Long	2	Dong Thap	Viet Nam	2	2	1	8	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
281	Son Long	1	HCM city	Viet Nam	2	1	1	8	Ha Noi	Viet Nam	Ha Phong	Viet Nam	---	---	---	---	---	---	---
282	Son Long	1	HCM city	Viet Nam	2	2	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
283	Ha Long	2	HCM city	Viet Nam	2	1	1	3	Da Nang	Viet Nam	Hue	Thua Thien	Viet Nam	---	---	---	---	---	---
284	Toan Canh	3	Dong Nai	Viet Nam	2	2	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
285	Ha Long	1	HCM city	Viet Nam	6	2	1	4	---	---	---	---	---	---	---	---	---	---	---
286	Huong Giang	1	Minh Ha	Viet Nam	2	2	1	1	---	---	---	---	---	---	---	---	---	---	---
287	Hue Cat	2	HCM city	Viet Nam	1	1	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
288	Hue Van	2	HCM city	Viet Nam	2	2	1	1	---	---	---	---	---	---	---	---	---	---	---
289	Hue Cat	1	HCM city	Viet Nam	1	2	1	4	Ha Noi	Viet Nam	Ha Duong	Ha Duong	Viet Nam	---	---	---	---	---	---
290	VOSA	2	HCM city	Viet Nam	2	3	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---
291	Phuoc Dune	2	HCM city	Viet Nam	2	3	1	4	Ha Noi	Viet Nam	---	---	---	---	---	---	---	---	---

Que. No.		7															
Title		Places before Ha Long Bay															
Specification		Place 6							Place 7								
No. / Visit	City/Town	Province	Country	City/Town	Province	Country	No. / Visit	City/Town	Province	Country	City/Town	Province	Country	No. / Visit	City/Town	Province	Country
33	Nha Trang	Khánh Hòa	Viet Nam	HCM city	HCM city	Viet Nam	33	Hue	Thua Thien	Viet Nam	Ha Noi	Ha Noi	Viet Nam	34	Ha Noi	---	Viet Nam
35	Ha Noi	---	Viet Nam	---	---	Viet Nam	35	Ha Noi	---	Viet Nam	---	---	Viet Nam	36	Ha Noi	---	Viet Nam

Results of Questionnaire Survey to Tourist (No. 8)

APPENDIX II-2 Detail results of the survey on willingness of international and national tourists to pay for Halong Bay Environment

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Que. No.	Title	Places after Ha long Bay																													
		Place 1						Place 2						Place 3						Place 4						Place 5					
		City/Town	Province	Country	City/Town	Province	Country	City/Town	Province	Country	City/Town	Province	Country	City/Town	Province	Country	City/Town	Province	Country	City/Town	Province	Country									
1	Ha Noi	--	Viet Nam	--	--	Malaysia	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
2	Sa Pa	Lao Cai	Viet Nam	Ha Noi	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city	Viet Nam	HCM city									
3	Ha Noi	--	Viet Nam	--	--	Cambodia	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
4	Ha Noi	--	Viet Nam	--	--	Cambodia	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
5	Ha Noi	--	Viet Nam	--	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
6	Hai Phong	--	Viet Nam	--	California	USA	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
7	Ha Noi	--	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu									
8	Ha Noi	--	Viet Nam	--	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
9	HCM city	--	Viet Nam	--	Can Tho	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
10	HCM city	--	Viet Nam	--	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
11	Ha Noi	--	Viet Nam	--	Hung Yen	Viet Nam	Chau Giang	Hung Yen	Viet Nam	Chau Giang	Hung Yen	Viet Nam	Chau Giang	Hung Yen	Viet Nam	Chau Giang	Hung Yen	Viet Nam	Chau Giang	Hung Yen	Viet Nam	Chau Giang									
12	Ha Noi	--	Viet Nam	HCM city	--	Viet Nam	HCM city	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
13	HCM city	--	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang	Khánh Hoa	Viet Nam	Nha Trang									
14	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
15	Hong Kong	--	China	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
16	Hong Kong	--	China	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
17	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
18	HCM city	--	Viet Nam	--	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
19	HCM city	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
20	--	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
21	Ha Noi	--	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu									
22	HCM city	--	Viet Nam	--	--	Philippines	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									
23	Ha Noi	--	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu	Ninh Binh	Viet Nam	Hoa Lu									
24	Singapore	--	Singapore	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--									

25	Ha Noi	--	Viet Nam	Phuket	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
26	Ha Noi	--	Viet Nam	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
27	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
28	HCM city	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
29	Kunming	Van Nam	China	Bangkok	--	Thailand	Singapore	--	Singapore	--	--	--	--	--	--	--	--	--
30	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
31	Hue	Thua Thien	Viet Nam	Da Nang	--	Viet Nam	Hoi An	Quang Nam	--	Viet Nam	--	--	--	--	--	--	--	--
32	Hue	Thua Thien	Viet Nam	Hoi An	Quang Nam	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	--	--	--	--	--
33	Ha Noi	--	Viet Nam	Sa Pa	Lao Cai	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--
34	Ha Noi	--	Viet Nam	Sa Pa	Lao Cai	Viet Nam	HCM city	--	--	Viet Nam	Sydney	NSW	Australia	--	--	--	--	--
35	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
36	Ha Noi	--	Viet Nam	Da Nang	--	Viet Nam	HCM city	--	--	Viet Nam	London	--	England	--	--	--	--	--
37	Ha Noi	--	Viet Nam	Mai Chau	Son La	Viet Nam	Son La	--	--	Viet Nam	Dien Bien	Lai Chau	Viet Nam	Sa Pa	Lao Cai	Viet Nam	--	--
38	Ha Noi	--	Viet Nam	Hue	Thua Thien	Viet Nam	Nha Trang	Khanh Hoa	--	Viet Nam	HCM city	--	Viet Nam	--	--	--	--	--
39	Hue	Thua Thien	Viet Nam	Da Nang	--	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	--	--	--	--	--
40	Ha Noi	--	Viet Nam	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
41	Ha Noi	--	Viet Nam	Bangkok	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
42	HCM city	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
43	Ha Noi	--	Viet Nam	London	--	England	--	--	--	--	--	--	--	--	--	--	--	--
44	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
45	Hue	Thua Thien	Viet Nam	Hoi An	Quang Nam	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	--	--	--	--	--
46	Ha Noi	--	Viet Nam	Nha Trang	Khanh Hoa	Viet Nam	HCM city	--	--	Viet Nam	Singapore	--	Singapore	--	--	--	--	--
47	Ha Noi	--	Viet Nam	Nha Trang	Khanh Hoa	Viet Nam	Da Lat	Lam Dong	--	Viet Nam	HCM city	--	Viet Nam	--	--	--	--	--
48	Pattaya	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
49	Bangkok	--	Thailand	Phuket	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
50	Hue	Thua Thien	Viet Nam	Hoi An	Quang Nam	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	--	--	--	--	--
51	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
52	Hue	Thua Thien	Viet Nam	Nha Trang	Khanh Hoa	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	--	--	--	--	--
53	Ha Noi	--	Viet Nam	Hong Kong	--	China	Amsterdam	--	--	Holland	--	--	--	--	--	--	--	--
54	Hue	Thua Thien	Viet Nam	Nha Trang	Khanh Hoa	Viet Nam	HCM city	--	--	Viet Nam	Da Lat	Lam Dong	Viet Nam	Can Tho	Can Tho	Viet Nam	--	--
55	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Results of Questionnaire Survey to Tourist (No. 8)

56	Ninh Binh	Ninh Binh	Viet Nam	Dien Bien	Lai Chau	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--
57	Hoa Lu	Ninh Binh	Viet Nam	Hue	Thua Thien	Viet Nam	Da Nang	--	--	--	Viet Nam	HCM city	--	--	--	--	Viet Nam	--
58	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
59	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
60	Ha Noi	--	Viet Nam	Paris	--	France	--	--	--	--	--	--	--	--	--	--	--	--
61	Hue	Thua Thien	Viet Nam	Hoi An	Quang Nam	Viet Nam	Da Nang	--	--	--	Viet Nam	--	--	--	--	--	--	--
62	Hue	Thua Thien	Viet Nam	Da Nang	--	Viet Nam	Hoi An	--	--	--	Quang Nam	--	--	--	--	--	--	--
63	Ha Noi	--	Viet Nam	--	--	France	--	--	--	--	France	--	--	--	--	--	--	--
64	Hue	Thua Thien	Viet Nam	Da Nang	--	Viet Nam	Da Nang	--	--	--	Viet Nam	HCM city	--	--	--	Viet Nam	--	--
65	--	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
66	Ha Noi	--	Viet Nam	--	--	Malaysia	--	--	--	--	Malaysia	--	--	--	--	--	--	--
67	Ha Noi	--	Viet Nam	Phnompenh	--	Cambodia	Bangkok	--	--	--	Thailand	--	--	--	--	--	--	--
68	--	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
69	--	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
70	HCM city	--	Viet Nam	--	--	Malaysia	--	--	--	--	Malaysia	--	--	--	--	--	--	--
71	HCM city	--	Viet Nam	Bangkok	--	Thailand	--	--	--	--	Thailand	--	--	--	--	--	--	--
72	Ha Noi	--	Viet Nam	Dien Bien	Lai Chau	Viet Nam	--	--	--	--	Viet Nam	Singapore	--	--	--	--	--	--
73	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
74	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
75	Hong Kong	--	China	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
76	Hong Kong	--	China	Kosandi	--	Thailand	Phuket	--	--	--	Thailand	Krabi	--	--	--	Thailand	--	--
77	Ha Noi	--	Viet Nam	Hue	Thua Thien	Viet Nam	Da Nang	--	--	--	Viet Nam	HCM city	--	--	--	Viet Nam	--	--
78	Ha Noi	--	Viet Nam	Bangkok	--	Thailand	--	--	--	--	Thailand	--	--	--	--	--	--	--
79	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
80	HCM city	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
81	Hue	Thua Thien	Viet Nam	HCM city	--	Viet Nam	--	--	--	--	Viet Nam	--	--	--	--	--	--	--
82	Ha Noi	--	Viet Nam	--	--	Viet Nam	--	--	--	--	Viet Nam	--	--	--	--	--	--	--
83	Hue	Thua Thien	Viet Nam	HCM city	--	Viet Nam	--	--	--	--	Viet Nam	--	--	--	--	--	--	--
84	Ha Noi	--	Viet Nam	--	--	Viet Nam	--	--	--	--	Viet Nam	--	--	--	--	--	--	--
85	Bangkok	--	Thailand	--	--	Thailand	--	--	--	--	--	--	--	--	--	--	--	--
86	Hue	Thua Thien	Viet Nam	Da Nang	--	Viet Nam	HCM city	--	--	--	Viet Nam	--	--	--	--	Viet Nam	--	--

Results of Questionnaire Survey to Tourist (No. 8)

	HCM city		Viet Nam	Hue	Thua Thien	Viet Nam													
87			Viet Nam																
88	Hai Khau	Hai Nam	China																
89	Bac Hai	Quangxi	China																
90	Hai Khau	Hai Nam	China																
91		Hai Nam	China																
92		Hai Nam	China																
93	Quylin	Quangxi	China																
94	Bac Hai	Quangxi	China																
95	Nam Ninh	Quangxi	China	Chu Hai	Quang Dong	China													
96	Quangxi	Quangxi	China																
97	Bac Hai	Quangxi	China	Quylin	Quangxi	China													
98																			
99	Nam Ninh	Quangxi	China																
100																			
101	Bac Hai	Quangxi	China																
102	Nam Ninh	Quangxi	China	Bac Hai	Quangxi	China													
103	Quang Chau	Quangdong	China																
104	Nam Ninh	Quangxi	China																
105	Van Nam	Van Nam	China																
106	Hai Khau	Hai Nam	China																
107	Peiking		China																
108	Peiking		China																
109	Quylin	Quangxi	China																
110	Nam Ninh	Quangxi	China																
111	Nam Ninh	Quangxi	China	Bac Hai	Quangxi	China													
112	Peiking		China																
113	Bac Hai	Quangxi	China																
114	Hong Kong		China																
115	Hai Khau	Hai Nam	China																
116																			
117																			







Results of Questionnaire Survey to Tourist (No. 8)

180	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
181	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
182	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
183	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
184	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
185	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
186	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
187	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
188	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
189	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
190	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
191	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
192	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
193	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
194	Ha Noi	--	--	Viet Nam	--	--	--	Hoa Binh	--	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--
195	Ha Noi	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
196	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
197	Ha Noi	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
198	Sa Pa	--	--	Viet Nam	--	--	Bac Ha	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
199	Mong Cai	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
200	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
201	Ha Noi	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
202	Ha Duong	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
203	Ha Noi	--	--	Viet Nam	--	--	Hai Phong	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
204	Mong Cai	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
205	Hoa Binh	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
206	Mong Cai	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
207	Mong Cai	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
208	Mong Cai	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
209	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
210	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--



Results of Questionnaire Survey to Tourist (No. 8)

242	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
243	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
244	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
245	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
246	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
247	Mong Cai	Quang Ninh	Viet Nam	Ha Noi	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
248	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
249	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
250	Hai Phong	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
251	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
252	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
253	Mong Cai	Quang Ninh	Viet Nam	Ha Noi	--	--	--	Viet Nam	Nha Trang	Khanh Hoa	Viet Nam	--	--	--	--	--	--	--	--
254	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
255	Hue	Thua Thien	Viet Nam	Da Nang	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
256	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
257	Cam Pha	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
258	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
259	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
260	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
261	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
262	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
263	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
264	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
265	HCM city	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
266	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
267	Ha Noi	--	Viet Nam	Hoa Lu	Ninh Binh	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
268	Ha Noi	--	Viet Nam	Ninh Binh	Ninh Binh	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
269	Ha Noi	--	Viet Nam	HCM city	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
270	Ha Noi	--	Viet Nam	HCM city	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
271	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
272	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Results of Questionnaire Survey to Tourist (No. 8)

273	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
274	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
275	Ha Noi	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
276	Mong Cai	Quang Ninh	Viet Nam	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
277	Ha Noi	--	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
278	Mong Cai	Quang Ninh	Viet Nam	Hai Phong	--	--	Viet Nam	Ninh Binh	Ninh Binh	--	Viet Nam	--	--	--	--	--	--	--
279	Mong Cai	Quang Ninh	Viet Nam	Ha Noi	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
280	Mong Cai	Quang Ninh	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--	--	--	--	--
281	Ha Noi	--	Viet Nam	--	Son Tay	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
282	Mong Cai	Quang Ninh	Viet Nam	Ha Noi	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
283	Mong Cai	Quang Ninh	Viet Nam	Ha Noi	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
284	Ha Noi	--	Viet Nam	HCM city	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
285	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
286	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
287	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
288	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
289	Mong Cai	Quang Ninh	Viet Nam	Dong Hung	Quang Tay	China	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--
290	Mong Cai	Quang Ninh	Viet Nam	--	--	--	Viet Nam	--	--	--	Viet Nam	--	--	--	--	--	--	--

Results of Questionnaire Survey to Tourist (No. 9-14)

APPENDIX II-2 Detail results of the survey on willingness of international and national tourists to pay for Halong Bay Environment

Que. No.	Title	9	10		10'		10"		11		12		13		14
			Family Members	original currency / month / household	US\$ exchange rate	Item 10 / Item 10'	US\$ / month / household	% / 100	US\$ / year / household	% / 100	US\$ / year / household	% / 100	US\$ / year / household	% / 100	
	Specification	persons / household	original currency / month / household	US\$ exchange rate	Item 10 / Item 10'	US\$ / month / household	% / 100	US\$ / year / household	% / 100	US\$ / year / household	% / 100	US\$ / year / household	% / 100	US\$ / year / household	Visit Repetition Items 1-3
1	No. / Unit	4	US\$ 1,600	1	1,600	0	0.0	8.0	0.005	8.0	0.02	32.0	0.02	32.0	2
2		5	US\$ 500	1	500	0	0.0	0.5	0.001	0.5	0.01	5.0	0.01	5.0	3
3		5	US\$ 1,000	1	1,000	0	0.0	5.0	0.005	5.0	0.01	10.0	0.01	10.0	3
4		4	US\$ 1,200	1	1,200	0	0.0	1.2	0.001	1.2	0.001	1.2	0.001	1.2	1
5		4	US\$ 3,200	1	3,200	0.01	32.0	48.0	0.015	48.0	0.02	64.0	0.02	64.0	1
6		3	US\$ 2,400	1	2,400	0.005	12.0	12.0	0.005	12.0	0.01	24.0	0.01	24.0	3
7		5	US\$ 3,000	1	3,000	0.005	15.0	45.0	0.015	45.0	0.02	60.0	0.02	60.0	1
8		4	US\$ 2,800	1	2,800	0	0.0	28.0	0.01	28.0	0.015	42.0	0.015	42.0	1
9		6	US\$ 6,000	1	6,000	0.005	30.0	60.0	0.01	60.0	0.025	150.0	0.025	150.0	1
10		3	US\$ 2,000	1	2,000	0	0.0	20.0	0.01	20.0	0.02	40.0	0.02	40.0	1
11		13	US\$ 10,000	1	10,000	*	—	—	*	—	*	—	*	—	1
12		3	US\$ 1,500	1	1,500	0.001	1.5	1.5	0.001	1.5	0	0.0	0	0.0	3
13		4	US\$ 2,400	1	2,400	0.005	12.0	12.0	0.005	12.0	0.015	36.0	0.015	36.0	1
14		5	US\$ 2,000	1	2,000	0	0.0	0.0	0	0.0	0	0.0	0	0.0	1
15		5	US\$ 1,000	1	1,000	0	0.0	0.0	0	0.0	0	0.0	0	0.0	2
16		6	US\$ 2,000	1	2,000	0.005	10.0	2.0	0.001	2.0	0.005	10.0	0.005	10.0	1
17		6	US\$ 1,100	1	1,100	0.03	33.0	33.0	0.03	33.0	0.03	33.0	0.03	33.0	1
18		4	US\$ 2,000	1	2,000	0.001	2.0	10.0	0.005	10.0	0.015	30.0	0.015	30.0	1
19		5	US\$ 2,500	1	2,500	0.001	2.5	50.0	0.02	50.0	0.025	62.0	0.025	62.0	3
20		4	US\$ 2,000	1	2,000	0	0.0	10.0	0.005	10.0	0.015	30.0	0.015	30.0	3
21		3	US\$ 2,700	1	2,700	0.005	13.5	27.0	0.01	27.0	0.015	40.5	0.015	40.5	1
22		3	US\$ 3,000	1	3,000	0.01	30.0	45.0	0.015	45.0	0.025	75.0	0.025	75.0	1
23		4	US\$ 4,000	1	4,000	0.001	4.0	20.0	0.005	20.0	0.005	20.0	0.005	20.0	1

Results of Questionnaire Survey to Tourist (No. 9-14)

24	1	US\$	1,850	1	1,850	0	0.0	0	0.0	0	0.0	0.0	2
25	2	US\$	10,000	1	10,000	0.001	10.0	0.001	10.0	0.005	50.0	2	
26	1	—	jobless	—	—	0.005	—	0.005	—	0.005	—	1	
27	1	US\$	8,000	1	8,000	0	0.0	0	0.0	0	0.0	1	
28	4	US\$	800	1	800	0	0.0	0.005	4.0	0.01	8.0	1	
29	2	US\$	5,000	1	5,000	0	0.0	0	0.0	0	0.0	3	
30	5	US\$	5,000	1	5,000	0	0.0	0	0.0	0	0.0	2	
31	2	A\$	10,000	1.63	6,135	0	0.0	0	0.0	0	0.0	1	
32	2	A\$	6,000	1.63	3,681	0.005	18.4	0.005	18.4	0.005	18.4	3	
33	1	A\$	2,500	1.63	1,534	0	0.0	0	0.0	0	0.0	3	
34	1	—	—	—	—	0	—	0	—	0	—	3	
35	2	US\$	1,600	1	1,600	0.005	8.0	0.005	8.0	0.005	8.0	1	
36	6	US\$	4,800	1	4,800	0.005	24.0	0.005	24.0	0.01	48.0	1	
37	3	US\$	3,900	1	3,900	0.001	3.9	0.001	3.9	0.005	19.5	1	
38	5	US\$	4,000	1	4,000	0.005	20.0	0.015	60.0	0.025	100.0	1	
39	3	US\$	2,400	1	2,400	0	0.0	0.001	2.4	0.001	2.4	3	
40	2	US\$	800	1	800	0.05	40.0	0.05	40.0	0.05	40.0	1	
41	2	US\$	2,100	1	2,100	0	0.0	0.01	21.0	0.01	21.0	1	
42	6	US\$	3,600	1	3,600	0	0.0	0.001	3.6	0.001	3.6	3	
43	4	DM	7,500	1.74	4,310	0.001	4.3	0.001	4.3	0.001	4.3	1	
44	3	US\$	5,000	1	5,000	0	0.0	0	0.0	0	0.0	3	
45	2	—	—	—	—	0	—	0	—	0	—	1	
46	2	US\$	2,500	1	2,500	0.005	12.5	0.03	75.0	0.005	12.5	1	
47	2	D G	4,000	1.926	2,077	0	0.0	0	0.0	0	0.0	1	
48	3	US\$	3,000	1	3,000	0.005	15.0	0.005	15.0	0.005	15.0	1	
49	2	US\$	2,000	1	2,000	0.015	30.0	0.015	30.0	0.01	20.0	2	
50	3	US\$	2,000	1	2,000	0.025	50.0	0.015	30.0	0.01	20.0	3	
51	1	US\$	2,900	1	2,900	0.005	14.5	0.005	14.5	0.005	14.5	3	
52	2	US\$	2,000	1	2,000	0.005	10.0	0	0.0	0.005	10.0	3	
53	1	US\$	3,000	1	3,000	0	0.0	0	0.0	0	0.0	3	

Results of Questionnaire Survey to Tourist (No. 9~14)

54	2	US\$	5,000	1	5,000	0.005	25.0	0.005	25.0	0.01	50.0	1
55	2	DM	2,000	1.74	1,149	0.025	28.7	0.015	17.2	0.01	11.5	1
56	4	US\$	2,400	1	2,400	0.01	24.0	0.01	24.0	0.02	48.0	1
57	3	US\$	2,100	1	2,100	0	0.0	0	0.0	0	0.0	1
58	5	US\$	4,000	1	4,000	0.005	20.0	0.005	20.0	0.005	20.0	1
59	3	US\$	1,800	1	1,800	0	0.0	0.005	9.0	0.005	9.0	1
60	4	F-FR	8,000	5.82	1,375	0	0.0	0.001	1.4	0.001	1.4	1
61	4	US\$	2,000	1	2,000	0	0.0	0	0.0	0	0.0	2
62	5	US\$	2,500	1	2,500	0	0.0	0	0.0	0	0.0	2
63	4	F-FR	10,000	5.82	1,718	0.001	1.7	0.001	1.7	0.005	8.6	1
64	3	US\$	1,500	1	1,500	0	0.0	0	0.0	0.001	1.5	1
65	4	US\$	2,000	1	2,000	0.015	30.0	0.015	30.0	0.015	30.0	1
66	5	F-FR	15,000	5.82	2,577	0	0.0	0	0.0	0.02	51.5	1
67	3	US\$	2,100	1	2,100	0.005	10.5	0.001	2.1	0.01	21.0	1
68	4	US\$	2,000	1	2,000	0.01	20.0	0.005	10.0	0.001	2.0	1
69	4	US\$	2,400	1	2,400	0.005	12.0	0.005	12.0	0.005	12.0	1
70	6	US\$	1,800	1	1,800	0	0.0	0.01	18.0	0.02	36.0	1
71	3	US\$	2,000	1	2,000	0	0.0	0	0.0	0	0.0	1
72	3	US\$	2,400	1	2,400	0.005	12.0	0.01	24.0	0.01	24.0	1
73	4	US\$	4,000	1	4,000	0	0.0	0	0.0	0	0.0	1
74	2	US\$	3,000	1	3,000	0	0.0	0	0.0	0	0.0	2
75	2	US\$	3,000	1	3,000	0.005	15.0	0.005	15.0	0.005	15.0	1
76	2	US\$	3,000	1	3,000	0.001	3.0	0.001	3.0	0	0.0	1
77	2	US\$	4,000	1	4,000	0	0.0	0	0.0	0	0.0	2
78	4	F-FR	40,000	5.82	6,873	0	0.0	0	0.0	0	0.0	3
79	4	US\$	6,000	1	6,000	0	0.0	0	0.0	0	0.0	3
80	1	US\$	2,000	1	2,000	0.025	50.0	0.025	50.0	0.025	50.0	1
81	2	US\$	4,000	1	4,000	0	0.0	0	0.0	0	0.0	1
82	1	US\$	2,000	1	2,000	0	0.0	0	0.0	0	0.0	2
83	4	US\$	3,000	1	3,000	0.015	45.0	0.005	15.0	0.005	15.0	3

Results of Questionnaire Survey to Tourist (No. 9-14)

84	1	US\$	2,000	1	2,000	0.015	3.00	0.005	10.0	0.005	10.0	10.0	3
85	4	US\$	4,000	1	4,000	0	0.0	0	0.0	0	0.0	0.0	1
86	2	US\$	3,000	1	3,000	0	0.0	0	0.0	0	0.0	0.0	2
87	3	US\$	3,000	1	3,000	0	0.0	0	0.0	0	0.0	0.0	3
88	3	CHR	1,000	8.18	122	0.01	1.2	0.005	0.6	0.005	0.6	0.6	1
89	3	CHR	1,550	8.18	189	0.01	1.9	0.005	0.9	0.015	2.8	2.8	1
90	3	CHR	2,000	8.18	244	0.01	2.4	0.005	1.2	0.01	2.4	2.4	1
91	4	CHR	1,000	8.18	122	0.005	0.6	0.001	0.1	0.015	1.8	1.8	1
92	3	CHR	500	8.18	61	0.015	0.9	0.001	0.1	0.015	0.9	0.9	1
93	3	CHR	1,850	8.18	226	0.005	1.1	0.005	1.1	0.005	1.1	1.1	1
94	3	CHR	4,000	8.18	489	0.005	2.4	0.005	2.4	0.005	2.4	2.4	1
95	4	CHR	2,500	8.18	306	0.005	1.5	0.01	3.1	0.005	1.5	1.5	1
96	2	CHR	2,000	8.18	244	0.01	2.4	0.005	1.2	0.005	1.2	1.2	1
97	3	CHR	2,000	8.18	244	0	0.0	0	0.0	0	0.0	0.0	1
98	4	CHR	800	8.18	98	0.001	0.1	0	0.0	0.001	0.1	0.1	1
99	4	CHR	800	8.18	98	0.005	0.5	0.015	1.5	0.01	1.0	1.0	1
100	3	CHR	1,000	8.18	122	0	0.0	0	0.0	0	0.0	0.0	1
101	3	CHR	500	8.18	61	0.001	0.1	0.001	0.1	0.001	0.1	0.1	3
102	4	CHR	5,000	8.18	611	0.001	0.6	0.001	0.6	0.001	0.6	0.6	1
103	12	CHR	2,000	8.18	244	0.015	3.7	0.015	3.7	0.015	3.7	3.7	1
104	3	CHR	800	8.18	98	0.001	0.1	0.025	2.4	0.02	2.0	2.0	1
105	3	CHR	1,000	8.18	122	0.02	2.4	0.015	1.8	0.005	0.6	0.6	1
106	3	CHR	2,000	8.18	244	0.001	0.2	0.005	1.2	0.025	6.1	6.1	1
107	3	CHR	2,000	8.18	244	0.005	1.2	0.01	2.4	0.005	1.2	1.2	1
108	2	CHR	4,000	8.18	489	0	0.0	0.015	7.3	0.015	7.3	7.3	1
109	2	CHR	2,000	8.18	244	0.01	2.4	0.02	4.9	0.015	3.7	3.7	1
110	3	CHR	1,000	8.18	122	0.005	0.6	0.015	1.8	0.005	0.6	0.6	1
111	6	CHR	7,500	8.18	917	0.015	13.8	0.001	0.9	0.01	9.2	9.2	1
112	4	CHR	1,000	8.18	122	0.015	1.8	0.001	0.1	0.001	0.1	0.1	1
113	1	CHR	3,000	8.18	367	0.01	3.7	0.01	3.7	0.025	9.2	9.2	1



Results of Questionnaire Survey to Tourist (No. 9-14)

114	4	CHR	4,500	8.18	550	0.005	2.8	0.005	2.8	0.005	2.8	3
115	3	CHR	1,200	8.18	147	0.01	1.5	0.015	2.2	0.02	2.9	3
116	4	CHR	4,000	8.18	489	0.025	12.2	0.015	7.3	0.015	7.3	1
117	3	CHR	5,000	8.18	611	0.001	0.6	0.001	0.6	0.001	0.6	1
118	3	CHR	2,000	8.18	244	0.005	1.2	0.015	3.7	0.005	1.2	1
119	3	CHR	500	8.18	61	0.015	0.9	0.015	0.9	0.005	0.3	1
120	2	CHR	1,000	8.18	122	0.025	3.1	0.005	0.6	0.015	1.8	1
121	4	CHR	2,200	8.18	269	0.005	1.3	0.005	1.3	0.015	4.0	1
122	3	CHR	600	8.18	73	0.001	0.1	0.001	0.1	0.005	0.4	1
123	3	CHR	2,000	8.18	244	0.015	3.7	0.005	1.2	0.001	0.2	1
124	4	US\$	3,000	1.0	3,000	0.025	75.0	0.025	75.0	0.025	75.0	1
125	5	US\$	5,000	1.0	5,000	0.01	50.0	0	0.0	0.025	125.0	1
126	4	US\$	3,000	1.0	3,000	0.01	30.0	0.005	15.0	0.005	15.0	1
127	4	US\$	3,500	1.0	3,500	0.001	3.5	0.001	3.5	0.001	3.5	1
128	6	US\$	1,000	1.0	1,000	0.005	5.0	0.005	5.0	0.005	5.0	1
129	6	US\$	5,000	1.0	5,000	0.005	25.0	0	0.0	0.001	5.0	1
130	5	US\$	5,000	1.0	5,000	0.01	50.0	0.005	25.0	0.001	5.0	1
131	3	US\$	5,000	1.0	5,000	0.015	75.0	0.015	75.0	0.01	50.0	1
132	4	US\$	4,000	1.0	4,000	0	0.0	0	0.0	0	0.0	1
133	5	NT\$	40,000	33.8	1,183	0	0.0	0.001	1.2	0.001	1.2	1
134	4	NT\$	70,000	33.8	2,071	0.01	20.7	0.005	10.4	0.005	10.4	1
135	6	US\$	5,000	1	5,000	0.001	5.0	0.001	5.0	0.001	5.0	1
136	6	NT\$	80,000	33.8	2,367	0.001	2.4	0.001	2.4	0.001	2.4	1
137	2	US\$	10,000	1	10,000	0	0.0	0.001	10.0	0.005	50.0	1
138	1	NT\$	70,000	33.8	2,071	0.005	10.4	0.005	10.4	0.001	2.1	1
139	4	US\$	5,000	1	5,000	0.001	5.0	0.001	5.0	0.005	25.0	1
140	5	US\$	5,000	1	5,000	0.001	5.0	0.005	25.0	0.005	25.0	1
141	6	US\$	6,000	1	6,000	0	0.0	0.005	30.0	0.01	60.0	1
142	4	US\$	4,000	1	4,000	0.001	4.0	0.001	4.0	0.005	20.0	1
143	5	US\$	4,500	1	4,500	0.005	22.5	0.01	45.0	0.01	45.0	1

Results of Questionnaire Survey to Tourist (No. 9~14)

144	4	US\$	6,000	1	6,000	0.001	6.0	0.005	30.0	0.01	60.0	1
145	3	US\$	1,500	1	1,500	0.005	7.5	0.001	1.5	0.005	7.5	1
146	4	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
147	2	VND	3,000,000	13,200	227	0.005	1.1	0.005	1.1	0.005	1.1	3
148	4	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
149	4	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
150	4	VND	6,000,000	13,200	455	0.001	0.5	0.001	0.5	0.001	0.5	1
151	3	VND	1,500,000	13,200	114	0	0.0	0	0.0	0.005	0.6	1
152	4	VND	2,300,000	13,200	174	0	0.0	0	0.0	0	0.0	1
153	5	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	3
154	4	VND	2,000,000	13,200	152	0.005	0.8	0.001	0.2	0.001	0.2	1
155	5	VND	3,500,000	13,200	265	0	0.0	0	0.0	0	0.0	1
156	5	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
157	5	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
158	4	VND	1,500,000	13,200	114	0.005	0.6	0.005	0.6	0.005	0.6	1
159	4	VND	2,500,000	13,200	189	0.005	0.9	0.005	0.9	0.005	0.9	1
160	5	VND	2,000,000	13,200	152	0.005	0.8	0.005	0.8	0.005	0.8	1
161	5	VND	4,500,000	13,200	341	0	0.0	0.001	0.3	0.001	0.3	1
162	11	VND	3,000,000	13,200	227	0	0.0	0	0.0	0	0.0	3
163	3	VND	1,500,000	13,200	114	0	0.0	0	0.0	0	0.0	1
164	5	VND	2,000,000	13,200	152	0.001	0.2	0.001	0.2	0.001	0.2	1
165	4	VND	2,200,000	13,200	167	0	0.0	0	0.0	0	0.0	3
166	5	VND	2,000,000	13,200	152	0.001	0.2	0.005	0.8	0.005	0.8	3
167	4	VND	2,000,000	13,200	152	0	0.0	0.005	0.8	0.005	0.8	1
168	5	VND	2,200,000	13,200	167	0.005	0.8	0.005	0.8	0.005	0.8	1
169	4	VND	1,200,000	13,200	91	0.005	0.5	0.005	0.5	0.005	0.5	3
170	5	VND	1,800,000	13,200	136	0	0.0	0.005	0.7	0.005	0.7	3
171	5	VND	2,000,000	13,200	152	0.001	0.2	0.005	0.8	0.005	0.8	3
172	4	VND	2,000,000	13,200	152	0.001	0.2	0.001	0.2	0.001	0.2	1
173	4	VND	2,000,000	13,200	152	0.001	0.2	0.001	0.2	0.001	0.2	1