



Queensland University of Technology
Brisbane Australia

This may be the author's version of a work that was submitted/accepted for publication in the following source:

[Nguyen, Hong Trang, Skitmore, Martin, Gray, Matthew, Zhang, Xiaoling, & Olanipekun, Ayokunle Olubunmi](#)
(2017)

Will green building development take off? An exploratory study of barriers to green building in Vietnam.

Resources, Conservation and Recycling, 127, pp. 8-20.

This file was downloaded from: <https://eprints.qut.edu.au/110613/>

© Consult author(s) regarding copyright matters

This work is covered by copyright. Unless the document is being made available under a Creative Commons Licence, you must assume that re-use is limited to personal use and that permission from the copyright owner must be obtained for all other uses. If the document is available under a Creative Commons License (or other specified license) then refer to the Licence for details of permitted re-use. It is a condition of access that users recognise and abide by the legal requirements associated with these rights. If you believe that this work infringes copyright please provide details by email to qut.copyright@qut.edu.au

License: Creative Commons: Attribution-Noncommercial-No Derivative Works 2.5

Notice: *Please note that this document may not be the Version of Record (i.e. published version) of the work. Author manuscript versions (as Submitted for peer review or as Accepted for publication after peer review) can be identified by an absence of publisher branding and/or typeset appearance. If there is any doubt, please refer to the published source.*

<https://doi.org/10.1016/j.resconrec.2017.08.012>

1 HIGHLIGHTS

- 2 • Green building in Vietnam is in its infancy and the number of projects is growing slowly.
- 3 • The development of green buildings is challenged by 41 barriers.
- 4 • They are represented by social, economic, legislative and technical components.
- 5 • Legislative procedures and costs are ranked among the most important barriers.
- 6 • The government should regulate the rating systems and enhance public awareness.

7 ABSTRACT

8 Green building (GB) is one of the most effective solutions to increase the efficiency of buildings
9 through resource utilisation and recycling, mitigating the negative impact of the construction industry
10 on the environment. As a construction innovation, GB has faced numerous challenges to its
11 penetration into a market crowded with conventional buildings. Studies of GB barriers have been
12 conducted around the world, including the United States, Europe, Australia and Asia, but they are
13 scarce in Vietnam and limited to individual perspectives.

14 This paper identifies 41 barriers to GB in Vietnam from the literature and validates them by a
15 survey of 215 construction professionals and government officers. Principal Component Analysis in
16 Exploratory Factor Analysis is used to reveal that, while legislative and institutional barriers are
17 widely perceived as the most challenging obstacles, social and cognitive barriers as a whole represent
18 the main hindrances involved. Final remarks include policy recommendations for GB adoption in
19 Vietnam and suggestions for further research.

20 **Keywords:** Green building; Vietnam; barriers; factor analysis; exploratory findings

21 1. Introduction

22 Vietnam's rapid economic growth has adversely affected its infrastructure and the environment.
23 The increasing demand for buildings, growing population and over-urbanisation, predicted insecurity
24 of energy supply, and environmentally detrimental and negative impacts of climate change are
25 creating the need for a more sustainable built environment (Nguyen & Gray, 2016). Buildings, in
26 general, consume more than 30% of total global final energy use (Berardi, 2017) and a large amount
27 of raw materials, such as 70 % of timber globally (Sev, 2009; Thilakaratne & Lew, 2011).
28 Conventional buildings also add to environment pollution by generating a significant amount of waste
29 during their lifecycle (Chau et al., 2010; Li et al., 2016).
30 Green building (GB) emerged from the green movement around 1970s-1980s as a solution to meet
31 building demand while reducing the construction industry's energy consumption (Retzlaff, 2010).

32 Studies have shown that the greening technologies and design applied in GB can increase the
33 efficiency of buildings by up to ten times in terms of resource utilisation (*Green building: project*
34 *planning & cost estimating*, 2011). Compared to average conventional buildings, certified GBs in
35 Australia and New Zealand emit only 1/3 greenhouse gases, consume 1/3 electricity and ½ potable
36 water, and recycle almost 96% of demolition waste (BCI Economics, 2014). In this study, GBs are
37 defined as ‘those embracing the principles of lower environmental impact through greater energy
38 efficiency, lower energy demand, reduced water usage, improved indoor quality and minimising
39 construction waste’ (O’Leary, 2008 as cited in Yang & Yang, 2009).

40 It is argued by a number of construction professionals and GB experts in Vietnam that the adoption
41 of GB in the building market is slow and still in its infancy (Le, 2008; Pham, 2015; Solidiance &
42 VGBC, August 2013). GB adoption faces numerous barriers against its progress to find a niche or be
43 in the mainstream market (as referred in the following section). After the first certified building dating
44 back to 2010, GBs can now be seen in large urban areas throughout Vietnam, mainly in two
45 metropolitan cities – Hanoi and Ho Chi Minh City - as several demonstration projects of large
46 corporations (Solidiance & VGBC, August 2013). In 2013, there were 41 certified and registered GB
47 projects with 7 different rating systems (see Appendix A), among which, the Leadership in Energy
48 and Environmental Design (LEED) Green Building Rating System and LOTUS - a set of market-
49 based green building rating tools developed by the Vietnam Green Building Council (VGBC) - are the
50 two primary GB certification tools (Solidiance & VGBC, August 2013). Updated data obtained from
51 the U.S. Green Building Council (USGBC), VGBC and the International Finance Corporation (IFC)-
52 World bank group shows the existence of 121 GB projects in Vietnam up to 2017, including 84
53 LEED, 27 LOTUS and 11 IFC EDGE green building certification system projects. Fig. 1 presents the
54 total number of GB projects, mainly ‘design as-built’. From 2010 to 2016, there have been only 46
55 certified projects with rating tools applied (Fig. 2). The statistic demonstrates a stronger trend towards
56 international certification (LEED and EDGE); however, the localised tool (LOTUS) is currently
57 attracting more attention. In comparing LEED and LOTUS, Solidiance and VGBC (August 2013)
58 point out that the former is more recognised while the latter is more applied and costs less.

59 **(Insert Fig. 1 here)**

60 **(Insert Fig. 2 here)**

61 **2. Literature review**

62 The literature review comprises a review of the barriers to GB in different contexts and government
63 interventions as part of measures to promote GB projects.

64

65 *2.1 Barriers to GB projects in developed, developing markets and in Vietnam*

66 The small number of GB projects each year and in total are reflected by point A in Appendix B,
67 indicating the slow progress of GB adoption. This graph is also used by Hoffman and Henn (2008) to
68 demonstrate GB adoption in the U.S. in 2008, when there were approximately 1000 LEED certified
69 buildings, comparing to approximately 106,000 current listed LEED projects on the USGBC website.
70 “Diffusion of innovation” theory (Meade & Islam, 2006) and “barrier to entry” theory can explain the
71 slow progress in GB adoption. As GB the concept is still considered an innovation (Potbhare et al.,
72 2009), it will take considerable time and effort to increase the number of initial and early adopters
73 (Appendix C), while barriers to entry are factors that make it “impossible or unprofitable for a
74 company to try to start selling its products in a particular market” (Evans, 2006).

75 The many barriers and challenges hindering GB adoption have been well documented by
76 numerous studies in the green construction field. A review of related publications - including general
77 GB, sustainable housing (SH), green office and energy efficient building (EEB) - identifies 41 key GB
78 barriers in different markets, as summarised in Appendix D. The existing literature is also clustered
79 into developed, developing markets and Vietnam to identify the similarities and differences between
80 the challenges to adopting GB in different levels of market maturity and economic development¹.

81 In terms of developed markets, Yang and Yang (2015) classify the barriers to sustainable housing
82 in Australia into technical and design factors, economic factors, socio-cultural factors and institutional
83 factors in reference to Spangenberg’s (2002) sustainability prism. The study identifies economic
84 factors as the most significant, followed by institutional factors. This confirms that the housing
85 industry in Australia prioritises economic benefits over other softer values and that there is
86 considerable concern over the inefficient policy-making mechanism involved. Similar barriers are
87 recognised in the U.S. by Mulligan et al. (2014), who state that GB costs are the most frequently
88 reported barrier and that the low awareness of incentive policies is resulting in industry players being
89 less likely to adopt GB. GB projects in Singapore are highly likely to be associated with more risks,
90 including those common to constructions projects and those closely related to green construction,
91 such as the “Use of new construction methods and technology” and “Unclear requirements of clients”
92 (Zhao et al., 2016). Yau (2012a,b), through studies in Hong Kong, stresses the information asymmetry
93 between sellers and buyers around the environmental performance of green housing, where buyers are
94 not fully aware of the operational benefits. Without a clear signal, such as eco-labelling, to reveal the
95 hidden benefits, the consumers will be less likely to pay more for green housing - discouraging green
96 housing developers.

97 Regarding studies in developing market, Zhang, Liyin, et al. (2011) reveal that financial
98 considerations are the biggest barriers, while lack of motivation, lack of economic incentives and

¹ Developed markets include Australia, New Zealand, United States, Singapore and Hong Kong, while developing markets include India, South East Asia, Malaysia and China.

99 weak enforcement of legislation are also major obstacles to adopting GB in China (Shen et al., 2017).
100 Isa et al. (2013) also argue that the high economic risks associated with GB investment and
101 inadequate studies of the cost-benefits involved are the main hindrances to GB in Malaysia. Lack of
102 education and limited GB examples also highly influence GB adoption (Isa, et al., 2013).

103 Comparing the two markets, high initial costs are the most recognised GB barrier. Studies have
104 shown a maximum extra cost of 4% compared to conventional buildings, which is often offset to
105 some extent by savings in operational costs (Braman et al., 2013). Lack of professional training and
106 technical knowledge of market players and legislation issues are mentioned in several studies of
107 developing markets. Overall, research in developing markets has revealed fewer barriers than in
108 developed markets. This may illustrate the maturity of the GB adoption process in developed markets
109 in comparison with developing markets, as the greater adoption rate reveals more hindrances with
110 regards to psychological aspects (Hoffman & Henn, 2008). Although there are differences between
111 the GB barriers perceived by studies with the two backgrounds, the adoption of GB in developed and
112 developing markets generally faces similar barriers.

113 Studies of the GB barriers in Vietnam are scarce and most related information is from the
114 viewpoints of academia and consultants. The only study with an appropriate methodology is a report
115 by Solidiance and VGBC (August 2013), in which more than 20 industry leaders (suppliers,
116 architects, contractors and project consultants) were interviewed. The report identifies five main
117 barriers to GB growth in Vietnam, comprising low electricity price, lack of government incentives,
118 limited supply of skilled employees with GB awareness, short-term thinking and misaligned
119 incentives between building developers and users, low awareness and price sensitivity discouraging
120 property developers. In addition to the report, we reviewed seven key articles relating directly to GB
121 in Vietnam. These were found by conducting a search with English and Vietnamese terms ‘barriers to
122 GB in Vietnam’ and ‘rào cản đối với công trình xanh’ in Google and filtering out irrelevant results
123 such as news or announcements of GB projects. The articles were obtained from the *Architecture*
124 *Magazine of Vietnam Association of Architects*, *Asia Life Magazine*, *Asia Green Building*, the
125 Vietnam Green Building Database and Network, National Energy Efficiency Programme and Ecology
126 global network. However, it is noted that several websites republished one article, demonstrating the
127 lack of a comprehensive study of GB in Vietnam. 24 barriers were found in these key references and
128 are summarised in Appendix D.

129 *2.2 Government interventions to mitigate GB barrier*

130 Government’s involvement is considered as one of the essential and effective ways to promote GB
131 in many recent studies from Asia – such as Malaysia (Chan et al., 2009), Hong Kong (Gou et al.,
132 2013; Qian et al., 2016); Singapore (Hwang et al., 2017); China (Qian & Chan, 2010; Zhang & Wang,
133 2013); the United States (Mellross & Bud Fraser, 2012; Mulligan, et al., 2014); Australia (Zuo et al.,
134 2012); and Europe (van Bueren, 2009). Shafii and Othman (2006) suggest that governments can

135 stimulate and ensure the development of a sustainable construction industry “both indirectly, through
136 legislation and planning control, and directly, through their involvement as client, designer, supervisor
137 and/or producer in the construction process”. Ho et al. (2010) reveal that public leadership of green
138 procurement determines overall effectiveness and stimulates the practice in the Hong Kong private
139 sector. Zhang, Platten, et al. (2011) propose a green strategy plan to guide actions on the more
140 systematic use of green technologies in China.

141 The government can positively or negatively affect the demand for GB through financial
142 incentives and tax reductions (Isa, et al., 2013). The Malaysian government, for example, has acted as
143 a facilitator since 2007, when launching the Green Building Mission to raise awareness (Shafii &
144 Othman, 2007). They consulted the private sector and non-profit organisations in an open dialogue of
145 critical issues, solutions and recommendations for sustainable building and construction. Buildings
146 certified with the Green Building Index are allowed to apply for tax and stamp duty exemptions (Isa,
147 et al., 2013). The Singapore government implemented three successful Green Building Masterplans
148 and incentive mechanisms to promote GB across the state (Hwang, et al., 2017). Eligible GBs in
149 Singapore receive up to 2% gross floor area (GFA) bonus. A similar GFA concession scheme is
150 provided in Hong Kong with maximum 10% GFA (Qian, et al., 2016). In the U.S., the government
151 can allow a higher floor area ratio or lower tax burden for GB developers (Choi, 2009).

152 Standards and codes are also considered effective instruments to lead the construction industry
153 towards more environmentally friendly development. Energy standards for sustainable design and
154 construction have been established in several countries including India, Abu Dhabi and Turkey, where
155 the United States and United Kingdom standards have been adapted to local conditions (Komurlu et
156 al., 2015). The Energy Conservation Building Code launched by the Government of India aims at
157 developing voluntary minimum energy performance standards for large commercial buildings,
158 expressed in terms of energy consumption per m² of area (Kumar et al., 2010).

159 However, Chan, et al. (2009) argue that it is debatable which government intervention instruments are
160 the most effective and efficient tools for promoting GB. The question of whether a government should
161 be applying a mix of economic and regulatory tools, focusing more on market-based instruments or
162 setting up an institutional framework consisting of volunteer individuals and organisations, depends
163 on three factors: the current situation of the market system, economic development and the political
164 environment.

165 **3. Research methods**

166 A questionnaire survey was employed here to help understand the current situation of GB adoption
167 in Vietnam. To validate the barriers involved, an instrument consisting of 25 questions divided into 4
168 parts was developed and tested in 3 phases, and distributed to more than 500 Vietnamese construction
169 companies and professionals.

170

171 *3.1 Design of the survey*

172 Part 1 solicits the respondents' opinions concerning the current GB market and their familiarity
173 with the GB concept, projects and certification; part 2 investigates the motivation for participating in
174 GB projects and suggested solutions; part 3 involves ranking the barriers and part 4 is concerned with
175 details of the respondents' organisations. The survey clearly introduces the concept of GB used in the
176 study, with an image demonstrating the measures involved in greening a building.

177 The survey combines open-ended questions concerning the situation and recommendations for GB
178 adoption with quantitative questions to rank the barriers on a Likert scale from 1 (not at all influential)
179 to 5 (extremely influential) with a side choice of 0 (don't know) (Croasmun & Ostrom, 2011).
180 Respondents were encouraged to identify any inappropriate barriers on the list or other barriers
181 missing from the list, and asked to suggest possible means of promoting GB adoption.

182 The questionnaire was developed in English in consultation with four scholars to test its adequacy
183 and accuracy. It was then translated into Vietnamese and back translated separately into English for
184 comparison to detect any errors in translation. In the pilot phase, both English and Vietnamese
185 versions were tested by 17 academic and construction professionals in both industry and government
186 to ensure the appropriateness of the length and language, adequacy of barriers and limit any
187 foreseeable misunderstandings. After this phase, barriers with multiple meanings and that could cause
188 confusion (such as "Inadequate/inefficient fiscal incentives") were separated until they each presented
189 single meaning. The resulting 48 barriers were then finalised and recoded as shown in the following
190 section, with some examples being added to clarify their meaning.

191

192 *3.2 Targeted respondents and type of survey*

193 Two types of survey were applied: a web-based survey and survey by interview. A web-based
194 survey built on the internet is easy to distribute and reach a large number of potential respondents,
195 while a survey by interview involves the interviewer reading the questions from the questionnaire and
196 recording the answers on the questionnaire (Oishi, 2003). This helps ensure a high valid response rate
197 and that all response options are considered. The web-based questionnaire was sent to construction
198 stakeholders mainly in Hanoi and Ho Chi Minh City, where most of the certified GB is located. The
199 survey by interview was used when the respondent's schedule was tight and answering the questions
200 in interview mode was preferred. The questionnaire was distributed to a total of 523 recipients
201 through different channels to gain responses from stakeholders expressing a genuine interest in GB,
202 such as the Ministry of Construction; VGBC executive leaders and their members; and Energy
203 Efficiency for Building workshops. The number of completed responses is 225 with a relatively high
204 response rate of 43%. Participation in the survey was voluntary.

205 **4. Results and findings**

206 Of the 225 completed responses, 1 was unable to be opened due to technical issues in the database,
207 8 were duplicates and therefore deleted and 1 contained over 30% missing critical data and was also
208 deleted - leaving 215 responses available for further analysis (Hair, 2006). The maximum missing
209 data (either unanswered or answered as 0) for a barrier is 6.48% indicating that all barriers may be
210 retained according to the Hair (2006)'s 'rule of thumb'. Mean substitution is used to handle missing
211 values as this is the most widely used method and considered appropriate for less than 10% missing
212 data (Hair, 2006).

213

214 *4.1 Analysis of respondent profiles*

215 Table 1 summarises the respondents and their organisations' profiles. The majority (79.53%) are
216 working in multiple cities/provinces and above and therefore expected to understand the construction
217 industry and the GB situation in different contexts throughout Vietnam. The survey covers a diverse
218 background of construction organisations comprising all relevant stakeholders. 47.91% of the
219 respondents work at the managerial and directorial levels and 46.05% have worked for more than 10
220 years. Their high positions and long working experience in the construction industry signifies the
221 validity and reliability of the responses. Regarding the respondents' familiarity with GB, Table 2
222 indicates that 62.79% of the respondents have been engaged in a GB project more than 'rarely',
223 however, 88.84% of all respondents are either unaware of the type of GB certificate for their most
224 recent project or none was issued. The number of certificates does not equal the number of projects as
225 five respondents mentioned seeking multiple GB certificates from two different rating tools.

226

(Insert Table 1 here)

227

(Insert Table 2 here)

228 Cronbach's alpha is 0.954 for the 48 listed barriers, which is very good according to Nunnally
229 (1978), indicating that the data is reliable and suitable for further analysis. Investigating the item-total
230 statistics for individual variables also shows that Cronbach's alpha value cannot be improved by
231 deleting any variables.

232

233 *4.2 Perspectives of the respondents on the current situation of GB adoption*

234 Some 147 respondents stated their opinions regarding the GB *status quo*. Overall, they believe
235 that, after 6 years, green buildings are still a new concept and their number is growing slowly. This
236 growth is mainly attributed to the industrial buildings of international organisations. As one
237 respondent put it, "[the GB market is] pushed by international clients, rather than locals". Many others
238 also claim that local investors lack motivation to pursue GB, as it is widely perceived that profits or
239 economic benefits are valued over other sustainable aspects in the form of social and environmental

240 benefits. The main reason why GB certification is sought is to increase the market value of a company
241 or its building. “They honestly do not care about GB. They just [want to] apply this to raise the
242 building level and it is an aspect for attraction”. In a more detailed response,

243 Green factories were built by multi-national corporations [...] to sign contracts with high standard
244 markets such as the U.S. or Singapore. Green offices are built aimed at international companies while
245 green multi-storey residential buildings are invested in for marketing reasons and are targeted at
246 middle-high income households.

247 Some noticed that investors are unwilling to adopt GB involving public budgets. As one respondent
248 added: “public spending on this type of building unlikely to be approved due to the high initial costs
249 of GB”.

250 There are unified opinions of the popularity of information concerning GB and it is noteworthy
251 that the perception of stakeholders has started to change. GB is attracting increased attention from the
252 government and Architecture Universities. Many responses point out that most construction
253 professionals have a raised awareness of GB through conferences, workshops and television
254 programmes. In contrast, the public has limited information, leading to a lack of interest from
255 customers and investors. As one respondent commented, “seeking GB information takes a long time
256 and there is no reliable source”.

257 GB is believed to have a great potential to become the vital trend in construction, although
258 respondents identified the numerous challenges it is facing, such as the lack of available suppliers and
259 local consultants, investors and project teams’ unfamiliarity with GB requirements, lack of knowledge
260 sharing and awareness, and a hesitance to commit to higher investment. The need for policy is also
261 stressed, as it is crucial in giving a clear signal to the market.

262

263 *4.3 Descriptive analysis of the barriers to GB*

264 Table 3 presents the key descriptive values of the 48 barriers from 1 (*not at all influential*) to 5
265 (*extremely influential*). The mean values range from 2.95 (*BR33. Larger homes and smaller*
266 *households (e.g. a one generation household may increase energy consumption)*) to 4.14 (*BR40. Slow*
267 *and unwieldy administration process in policymaking*). 7 out of 10 highest-ranking items are related
268 to government and policy, while the remaining 3 are cost related. The standard deviations of the
269 barriers are generally above 1 (0.9 to 1.28) indicating a considerable difference in responses regarding
270 the influence of listed barriers.

271

(Insert Table 3 here)

272 Slow policymaking and the lack of a comprehensive policy package for sustainability in Vietnam
273 are perceived as the biggest challenges to GB. This is different to studies in other developed and
274 developing markets, in which the economic and cost barriers are the highest ranked. Responses to the
275 open-ended questions in show there is a considerable concern over the slowness of the government
276 response to changes in the construction market. According to the respondents, despite GB becoming a

277 focus in academic forums and attracting the attention of both construction professionals and the
278 public, there has not been an explicit program to promote the adoption and development of GB. “Price
279 sensitivity” and “high initial costs” are relatively high at 3.96 and 3.95/5, respectively, indicating the
280 similarity between the perception of Vietnam construction professionals and the respondents involved
281 in studies in other countries. Lack of data and knowledge is also perceived to be a large hindrance to
282 the application of GB with “insufficient cost-benefit data” and “lack of technical understanding
283 between the project stakeholders” having the same mean value of 3.85/5. It is noteworthy that “larger
284 homes and smaller households” was ranked the lowest, with several respondents stating that this is not
285 happening in Vietnam’s high-density cities. “Reluctance to adopt changes” was also given a low mean
286 value of 3.33, signifying that the construction market in Vietnam is perceived as sufficiently dynamic.

287

288 *4.4 Exploratory Factor Analysis of the GB barriers*

289 Exploratory Factor analysis (EFA) using Principal Component Analysis (PCA) is carried out to
290 reduce the number of barriers to a set of significant variables, examine the interrelations among the
291 variables and identify the underlying structure of those variables. To assess the suitability of the data
292 for EFA, a preliminary test is conducted including correlation analysis, the Kaiser-Meyer-Olkin
293 (KMO) Measure of Sampling Adequacy (MSA) and Bartlett's Test of Sphericity.

294 The correlation matrix shows the 10 variables correlate highly ($r > 0.7$). As this may mean the two
295 variables explain each other instead of being explained to any great extent by other variables (Hair
296 (2006). Based on suggestions of the survey respondents, 5 variables are removed from the analysis.
297 The KMO and Bartlett values for the reduced dataset reach 0.902 (‘meritorious’ according to
298 Hutcheson & Sofroniou, 1999, cited in Field, 2009) and 5141.092 ($df=903$) respectively. Through the
299 Anti-image Matrices, the minimum KMO value for individual variables is 0.782, which is well above
300 the 0.5 threshold (Field, 2009). The Bartlett's Test of Sphericity is significant at the 0.000 level and
301 therefore the set of 43 variables have sufficient correlations and is suitable to proceed to EFA.

302 The PCA is initially conducted using Varimax rotation under the presumption that there is no
303 relationship between components. Loading the 43 variables freely into various components with
304 eigenvalue > 1 results in the extraction of 9 components, explaining 65.06% of total variance. The
305 Component Transformation Matrix (Appendix E) shows the correlations between components,
306 rejecting the assumption that the components are not related. Carrying out PCA again using Direct
307 Oblimin rotation results in 9 components being extracted with an eigenvalue > 1 , explaining 65.06%
308 of total variance. From the scree plot, the point of inflexion is at 5 components (Appendix F), which
309 suggests the extraction of 4 components according to Field (2009). EFA is then repeated iteratively
310 following two conditions; first, the number of components is fixed at 4; second, variables with factor
311 loading less than 0.4 or cross loading greater than 0.4 are deleted (using the suggestion of Hair (2006)
312 applied to a sample size of more than 200). Deleting variables sequentially in this way until all

313 conditions are met results in a set of 39 variables loaded under 4 components. This accounts for
314 51.89% of the variance of the reduced dataset. Table 4 shows the final EFA analysis. To distinguish
315 the four components further, all variables are recoded into four groups.

316 **(Insert Table 4 here)**

317 Component 1 with 9 variables represents Social and Cognitive Barriers (SB); it is the most
318 influential factor with the highest eigenvalue of 12.737, explaining more than 32% of the total
319 variance. The 6 variables in Component 2 reflect Economic and Cost Barriers (EB) – the second most
320 important factor, with an eigenvalue of 2.945 that explains 7.5% of the variance in the data set.
321 Component 3, comprising 11 variables, appears to represent Legislative and Institutional Barriers
322 (LB). Component 4 is associated with the technical requirements and knowledge for GB, consisting of
323 9 variables that all have negative loadings, signifying that they are Technical and Knowledge Barriers
324 (TB). LB has an eigenvalue of 2.578 while TB's eigenvalue is 1.976, explaining approximately 6.6%
325 and 5% of the total variance respectively.

326 The Component Correlation Matrix in Table 5 shows the interrelationships between the 4
327 components. It is evident that EB is relatively independent while SB correlates highly with TB and
328 LB.

329 **(Insert Table 5 here)**

330 *4.5 Validating the PCA results*

331 The reliability of the scale is examined by assessing internal consistency with Cronbach's alpha
332 coefficient and item-total statistics. The final dataset's reliability is 0.944, with Cronbach's alpha
333 values of the 4 components of: SB: 0.896, EV: 0.827, LB: 0.904 and TB: 0.881 – all of which are well
334 above the recommended value of 0.7 (Field, 2009). The item-total statistics show that these values
335 will not increase should any of the variables be deleted. It is evident, therefore, that the scale is
336 sufficiently reliable for the results to be interpreted.

337 The scale is assessed to check its convergent validity and discriminant validity, where "Convergent
338 validity is the degree of confidence that a trait is well measured by its indicators and Discriminant
339 validity is the degree to which measures of different traits are unrelated" (Alarcon & Sanchez, 2015).
340 To inspect the convergent validity of the scale, it is necessary to assess the correlation matrix (Ngacho
341 & Das, 2014). The mean value of inter-item correlations is 0.303 and the minimum inter-item
342 correlations within each component are SB: 0.203; TB: 0.219, which are statistically significant at the
343 5% level and EB: 0.294; LB: 0.242, statistically significant at the 1% level, indicating valid
344 convergence. The discriminant validity of the scale is assessed through the average variance extracted
345 (AVE) using the pattern matrix and component correlation matrix. According to the Fornell-Larcker
346 testing system, "the levels the AVE for each construct should be greater than the squared correlation

347 involving the constructs” (Alarcon & Sanchez, 2015). As Table 6 indicates, the four components are
348 validly discriminant.

349

(Insert Table 6 here)

350 **5. Description of the four main components and discussion**

351 *Component 1 represents the current social and cognitive conditions, which narrows the entrance for*
352 *GB, or in short as “Social and Cognitive Barriers” (SB) containing 13 barriers.*

353 SB accounts for 32.659% of total variance and is considered the most important of the 4
354 constructs. The highest loading is “Lack of public awareness of GB” (0.71), followed by “Lack of
355 expressed interest from project teams” (0.685) and “Misconceptions about GB” (0.678). As
356 mentioned in section 6.2, the respondents believe there has been a rise in awareness of construction
357 professionals, but the public has only been provided with limited, and sometimes misleading,
358 information. A number of property investors have advertised their projects with posters filled with
359 trees and named them either eco or green; while Qian and Chan (2010) stress Akelof’s (1970)
360 conclusion that, if the public is given inappropriate information about GB and green labelling remains
361 unregulated, it will result in “an asymmetric information environment in which property developers
362 and other market players may engage in opportunistic behaviour and avoid genuine GBs and
363 products”. In a recently published article in the *Architecture Magazine of Vietnam Association of*
364 *Architects*, (Nguyen, 2016) elaborates eight misconceptions leading to this low public awareness. In
365 summary, the misconceptions are: GB is perceived as having many trees, as “green” is literally
366 understood; architects add trees in their perspective drawing of the buildings to make them look
367 attractive and call them green buildings or green architecture; GB only applies to new or energy
368 efficient buildings, or buildings with certificates; GB is expensive; GB depends solely on the clients
369 or local governments; and GB is only a product of the construction process. Although the article only
370 claims to be the individual view of the author and has not clearly categorised those misconceptions, it
371 provides insights into why the public has a low awareness of GB and the project teams express little
372 interest in achieving GB. Moreover, the survey participants explain that affordable housing is more
373 critical and GB is considered as a nice-to-have feature, therefore the public pays more attention to
374 other criteria such as price and location.

375 Additionally, the item “Lack of well-known sources of information” can be theoretically
376 associated with either the institutional factor or knowledge factor since this variable appears to be
377 regarded as a reliable established database. The analysis illustrates that this variable is loaded under
378 “Social and cognitive barriers”, indicating that lacking the database makes it difficult to select and
379 obtain correct information for GB, leading to communication problems and ultimately hindering the
380 raising of social awareness (Gou, et al., 2013).

381

382 *Component 2 denotes “Economic and Cost Barriers” (EB), the economic situation and costs with 6*
383 *variables associated with GB that prevent its adoption*

384 EB explains 7.551% of the total variance and is ranked the second most important factor. “Long
385 payback period” has the highest loading of 0.809. The payback period is generally an important
386 criterion measuring the economic efficiency of a project. The benefits of GB are mostly gained from
387 energy and water savings, and productivity increases in the operation phase, which may last several
388 decades. Gou, et al. (2013) claim that the return on investment generally takes 20 years and accrues to
389 the final owners or users of the building, not the developers. Therefore, the developers are less likely
390 to adopt GB solely because of its long-term savings. Responses to the open-ended question
391 concerning the *status quo* of GB adoptions also agree that investors tend to focus on such economic
392 benefits as attracting more house-buyers/renters and raising real-estate prices. This aligns with the
393 report of Solidiance and VGBC (August 2013), which states that property developers in Vietnam
394 often prioritise short-term profit over a long-term returns.

395 High initial costs are often listed as the largest obstacle in studies of the barriers to GB in other
396 markets (Mulligan, et al., 2014; Zhang, et al., 2011) and is the second highest loading under EB at
397 0.796. Gan et al. (2015), while investigating the opportunities for sustainable construction from
398 perspective of buildings’ owners in China, note that “high initial investment coupled with a long
399 payback period present significant barriers to owners”. GB is widely considered as requiring
400 additional costs for either design or green technologies and/or materials. Those costs are borne by the
401 investor and are not easily passed to tenants or end-owners (Gou, et al., 2013). In Vietnam, developers
402 are highly sensitive to price and often favour low-cost designs or conventional technical solutions
403 from local suppliers without green building materials or technologies (Solidiance & VGBC, August
404 2013). The short-term thinking of property developers, who pay more attention to short-term profit
405 than a long-term return, poses a hindrance that can be helped overcome by an improved public
406 awareness of GB. The slowdown of the real estate market due to more restrictive lending conditions
407 and oversupply across several market segments increases price sensitivity and causes an increased
408 hesitation of property developers and buyers to invest in GB.

409

410 *Component 3 with 11 variables embodies “Legislative and Institutional Barriers” (LB).*

411 LB is the third important construct, explaining 6.611% of the variance. The highest loading is in
412 “Weak enforcement of legislation” (0.822), followed by “Inappropriate attitude of governmental
413 agencies” and “Confusion arising from parallel policies/legislation” (0.811 and 0.801, respectively).
414 The findings are similar to the situation in mainland China, where the government lacks serious
415 enforcement or proper implementation of legal controls over the Energy Conservation Law and
416 building standards (Qian & Chan, 2010). As Vu (2015) points out, the building standards in Vietnam
417 are not enforced or strictly followed, considerably affecting its GB market and construction industry.

482 In terms of the inappropriate attitude of the authorities, Gou, et al. (2013) review U.S. GB
483 development to find that the developers do not always take advantage of the nine popular incentives
484 offered by the government there. The reason is that the governments tend to “move slowly and
485 observe due process”, which cannot meet the demand for quick decision making by developers.
486 Furthermore, respondents in the survey claim that the authorities in Vietnam follow a 5-year-period,
487 which negatively affects short-term vision and decisions. Corruption is another likely serious issue
488 that prevents transparency in procurement and other construction project processes (Kenny, 2007).

489 It is noteworthy that “Slow and unwieldy administration process in policy making”, being ranked
490 the highest of all the listed barriers, has a loading of .700. Evidenced from the policies issued, the
491 2012 National Strategy on Green growth was the first to mention GB and the objective of its
492 promotion. Since then, there has been only one National Construction Code enacted on energy saving
493 in buildings, the QCVN 09:2013, which has been criticised as difficult to follow and not fully
494 enforced. The regulatory environment is still undeveloped and support from the government for GB is
495 limited to conferences and orientation, providing little incentive to help GB penetrate the construction
496 market (Solidiance & VGBC, August 2013).

497

498 *Component 4, containing 9 items with negative loadings, represents the technical requirements and*
499 *knowledge necessary for adopting more GB, which implies that those items are statistically*
500 *“Technical and Knowledge Barriers” (TB) to GB.*

501 TB is the last component extracted and explains only 5.067% of the total variance. The highest
502 loading is found in “Insufficient cost-benefit data from interdisciplinary research” (-0.813). This type
503 of data is more obtainable in countries such as the U.S. (Kats, 2009; Nalewaik & Venters, 2009), U.K.
504 (Chegut et al., 2014), Australia (BCI Economics, 2014) and China (Liu et al., 2014), where GB has
505 occurred in large numbers and has been the focus of research since 2000. In Vietnam, however, it is
506 not yet fully studied. Respondents from the survey state that GB has only been constructed in the last
507 5 years and there is a lack of demonstration projects to collect and investigate the cost-benefit data.
508 “Lack of integrated design for life cycle management” and “Lack of technical understanding of
509 designers, builder and project teams” are the second and third of the variables under TB with rotated
510 factor loadings of -0.800 and -0.751. The survey’s participants commented that the project team and
511 construction workers have not yet acquired sufficiently deep knowledge and necessary skills related to
512 GB design, materials and technology. This increases the cost and time of the design and construction
513 phase of GB projects, thus increasing total cost.

514 **6. Conclusions and policy recommendations**

515 GB in Vietnam is still in its early stages and facing numerous challenges/barriers. This study
516 collects and analyses the opinions of 215 professionals to investigate the current situation and major

517 challenges. Legislative barriers are ranked the highest. Both industry players and government officers
518 participating in the study expressed serious concerns regarding the slow response and unwieldy
519 policymaking process of the government in reacting to changes and new trends in the market. As
520 Vietnam is a one-party country and the government maintains a high level of control over the market,
521 the lack of a clear signal from the authorities to either endorse or disapprove GB has had a
522 considerable impact on both construction professionals and the public.

523 PCA of EFA is applied to reveal four main components preventing GB adoption, namely Social
524 and Cognitive, Economic and Cost, Legislative and Institutional barriers and Technical and
525 Knowledge requirements. This is similar to Yang and Yang (2015) study of sustainable housing in
526 Australia, in which the barriers are also categorised into four factors comprising technological and
527 design, economic, sociocultural and institutional factors. However, while these study findings show
528 that the economic factor is the most important influence in implementing sustainable housing in
529 Australia, this study revealed that social and cognitive barriers explain the largest amount of total
530 variance, accounting for the major challenges for GB adoption in Vietnam. It can be seen that when
531 GB development is still in its early stages, the awareness of the construction industry and the market
532 for genuine “green” features that distinguish between a GB and a conventional building are less than
533 adequate. This results in inappropriate information and false green labelling on buildings.
534 Consequently, the public is soon disappointed and sceptical of green labelling, leading to other
535 obstacles in the GB adoption pathway such as low demand and hesitation to invest in green properties.

536 The Vietnam government deploying its leadership role and providing increased support through
537 policy instruments to address the GB barriers would help in further implementing the 2012 National
538 Green Growth Strategy and towards a sustainable construction industry. Having one agency, similar
539 to the Singapore Building and Construction Agency, responsible for promoting GB projects and
540 obtaining support from all relevant departments would improve the efficiency of the decision-making
541 framework for GB development. This decision-making model could be first piloted in Hanoi and Ho
542 Chi Minh City before considering application to the whole country.

543 The government is needed to be more responsive to the sustainable trend in the construction
544 industry by promulgating a strong legal statement coupling regulations with incentives to stimulate a
545 greater market demand for GB. This could start with issuing a clear guideline of what is genuine GB,
546 regulate green labelling and develop a reliable database for green technology, products and materials.
547 These policies provide a clear definition of a genuine green building project that can help prevent
548 “greenwash” by increasing the awareness of both construction professionals and the public. In the
549 current economic and social conditions, it is unlikely that the government would offer grants or soft
550 loans for GB developers. Such advocacy policies as investing in demonstration projects and
551 integrating affordable housing schemes and GB schemes through green procurement such as requiring
552 green features at the tendering stage, would incentivise more GB suppliers. Expedited permit and tax
553 exemptions are also two potential widely used policies to encourage GB projects. For instance,

554 eligible GB certified projects should be considered as meeting the National Construction Code on
555 energy saving in buildings.

556 Training and knowledge sharing workshops and short courses about GB design, materials and
557 technologies such as energy usage simulation software would be useful for both industry professional
558 and government officers. Systematically including sustainability and green design standards in
559 engineering and architecture courses would support the long-term development of GB by building the
560 knowledge, primary experience and interest relating to GB that are essential for students to apply in
561 future GB projects (Kelly, 2007).

562 A limitation of the study is that over 80% of the respondents either did not know what certification
563 their recent project had or had nothing certified with GB rating systems. Also, the SDs of the variables
564 ranging around 1 suggests that the respondents may not be well informed in judging what the barriers
565 are; and approximately 50% of the variance explained is relatively low for a Factor Analysis after
566 rotation. Future research in Vietnam could be based on the results of this study to expand to more
567 professionals outside Hanoi and HCMC and compare the responses between different types of
568 respondents and areas with different economic growth rates. More cross-cultural studies are needed to
569 investigate which GB policies may be most suitable for Vietnam and other similarly placed countries
570 from the lessons learned to date in other countries and the mechanisms that could best catalyse the
571 adoption of GB.

572 **Acknowledgements**

573 The authors would like to thank all the reviewers for providing in-depth comments and their
574 invaluable contributions.

575 **References**

- 576 Ahn, Y. H., Pearce, A. R., Wang, Y., & Wang, G. (2013). Drivers and barriers of sustainable design and construction: The
577 perception of green building experience. *International Journal of Sustainable Building Technology and Urban*
578 *Development*, 4(1), 35-45. doi: 10.1080/2093761X.2012.759887
- 579 Alarcon, D., & Sanchez, J. A. (2015). *Assessing convergent and discriminant validity in the ADHD-R IV rating scale: User-*
580 *written commands for Average Variance Extracted (AVE), Composite Reliability (CR), and Heterotrait-Monotrait of*
581 *correlations (HTMT)*. Paper presented at Spanish STATA Meeting 2015, Madrid, Spain. Retrieved from
582 http://www.stata.com/meeting/spain15/abstracts/materials/spain15_alarcon.pdf
- 583 BCI Economics. (2014). *Green Building Market Report Australia/New Zealand 2014*. Retrieved from
584 http://www.bciaustralia.com/wp-content/uploads/2014/12/BCI_Economics.Green_Building_Market_Report.pdf
- 585 Berardi, U. (2017). A cross-country comparison of the building energy consumptions and their trends. *Resources,*
586 *Conservation and Recycling*, 123, 230-241. doi: 10.1016/j.resconrec.2016.03.014
- 587 Bond, S. (2011). Barriers and drivers to green buildings in Australia and New Zealand. *Journal of Property Investment &*
588 *Finance*, 29(4/5), 494-509. doi: 10.1108/14635781111150367
- 589 Braman, J., James, M., & Kats, G. (2013). *Greening Our Built World: Costs, Benefits, and Strategies*: Island Press.
- 590 Chan, E. H. W., Qian, Q. K., & Lam, P. T. I. (2009). The market for green building in developed Asian cities—the
591 perspectives of building designers. *Energy Policy*, 37(8), 3061-3070. doi: 10.1016/j.enpol.2009.03.057
- 592 Chau, C. K., Tse, M. S., & Chung, K. Y. (2010). A choice experiment to estimate the effect of green experience on
593 preferences and willingness-to-pay for green building attributes. *Building & Environment*, 45(11), 2553-2561. doi:
594 10.1016/j.buildenv.2010.05.017

- 595 Chegut, A., Eichholtz, P., & Kok, N. (2014). Supply, Demand and the Value of Green Buildings. *Urban Studies*, 51(1), 22-
596 43. doi: 10.1177/0042098013484526
- 597 Chen, H., Chen, F., Huang, X., Long, R., & Li, W. (2017). Are individuals' environmental behavior always consistent?—An
598 analysis based on spatial difference. *Resources, Conservation and Recycling*, 125, 25-36. doi:
599 [10.1016/j.resconrec.2017.05.013](https://doi.org/10.1016/j.resconrec.2017.05.013)
- 600 Choi, C. (2009). Removing market barriers to green development: Principles and Action projects to promote widespread
601 adoption of green development practices. *Journal of Sustainable Real Estate*, 1(1), 107-138.
- 602 Croasmun, J. T., & Ostrom, L. (2011). Using Likert-Type Scales in the Social Sciences. *Journal of Adult Education*, 40(1),
603 19.
- 604 Evans, M. (2006). At the interface between theory and practice – policy transfer and lesson-drawing. *Public Administration*,
605 84(2), 479-489. doi: 10.1111/j.1467-9299.2006.00013.x
- 606 Field, A. P. (2009). *Discovering statistics using SPSS: and sex, drugs and rock'n'roll* (Vol. 3rd). London: SAGE.
- 607 Gan, X., Zuo, J., Ye, K., Skitmore, M., & Xiong, B. (2015). Why sustainable construction? Why not? An owner's
608 perspective. *Habitat International*, 47, 61-68.
- 609 Gou, Z., Lau, S. S.-Y., & Prasad, D. (2013). Market readiness and policy implications for green buildings: case study from
610 Hong Kong. *Journal of Green Building*, 8(2), 162-173. doi: 10.3992/jgb.8.2.162
- 611 *Green building: project planning & cost estimating*. (2011). Hoboken, N.J: RSMeans.
- 612 Hair, J. F. (2006). *Multivariate data analysis* (Vol. 6th). Upper Saddle River, N.J: Pearson Prentice Hall.
- 613 Ho, L. W., Dickinson, N. M., & Chan, G. (2010). Green procurement in the Asian public sector and the Hong Kong private
614 sector. In *Natural resources forum* (Vol. 34, pp. 24-38): Wiley Online Library.
- 615 Hoffman, A. J., & Henn, R. (2008). Overcoming the Social and Psychological Barriers to Green Building. *Organization &*
616 *Environment*, 21(4), 390-419. doi: 10.1177/1086026608326129
- 617 Hwang, B.-G., Shan, M., Xie, S., & Chi, S. (2017). Investigating residents' perceptions of green retrofit program in mature
618 residential estates: The case of Singapore. *Habitat International*, 63, 103-112. doi: [10.1016/j.habitatint.2017.03.015](https://doi.org/10.1016/j.habitatint.2017.03.015)
- 619 Isa, M., Rahman, M. M. G. M. A., Sipan, I., & Hwa, T. K. (2013). Factors Affecting Green Office Building Investment in
620 Malaysia. *Procedia-Social and Behavioral Sciences*, 105, 138-148.
- 621 Kats, G. (2009). *Greening Our Built World: Costs, Benefits, and Strategies*. (pp. 276).
- 622 Kelly, W. E. (2007). Introducing Standards and Sustainable Design. *Journal of ASTM International*, 4(7), 1-11. doi:
623 [10.1520/JAI101070](https://doi.org/10.1520/JAI101070)
- 624 Kenny, C. (2007). *Construction, Corruption, And Developing Countries*. Retrieved from <https://ssrn.com/abstract=996954>
- 625 Komurlu, R., Arditi, D., & Gurgun, A. P. (2015). Energy and atmosphere standards for sustainable design and construction
626 in different countries. *Energy and Buildings*, 90(2015), 156-165. doi: 10.1016/j.enbuild.2015.01.010
- 627 Kumar, S., Kapoor, R., Rawal, R., Seth, S., & Walia, A. (2010). *Developing an energy conservation building code*
628 *implementation strategy in India*. Paper presented at ACEEE Summer Study on Energy Efficiency in Buildings.
629 Retrieved from <http://www.aceee.org/files/proceedings/2010/data/papers/2174.pdf>
- 630 Le, T. B. T. (2008). Kiến trúc xanh và những vấn đề đang tồn tại ở Việt Nam [Green architecture and barriers in Vietnam].
631 *Architecture Magazine of Vietnam Association of Architects*.
- 632 Le, T. B. T. (2014). Xóa bỏ quan niệm cho rằng chi phí cao khi xây dựng công trình xanh [Eliminating misconceptions about
633 green building costs]. *Architecture Magazine of Vietnam Association of Architects*.
- 634 Li, Y., Zhang, X., Ding, G., & Feng, Z. (2016). Developing a quantitative construction waste estimation model for building
635 construction projects. *Resources, Conservation and Recycling*, 106, 9-20. doi: [10.1016/j.resconrec.2015.11.001](https://doi.org/10.1016/j.resconrec.2015.11.001)
- 636 Li, Y. Y., Chen, P.-H., Chew, D. A. S., Teo, C. C., & Ding, R. G. (2011). Critical Project Management Factors of AEC
637 Firms for Delivering Green Building Projects in Singapore. *Journal of Construction Engineering and Management*,
638 137(12), 1153-1163. doi: 10.1061/(ASCE)CO.1943-7862.0000370
- 639 Liu, Y., Guo, X., & Hu, F. (2014). Cost-benefit analysis on green building energy efficiency technology application: A case
640 in China. *Energy and Buildings*, 82, 37-46. doi: [10.1016/j.enbuild.2014.07.008](https://doi.org/10.1016/j.enbuild.2014.07.008)
- 641 Meade, N., & Islam, T. (2006). Modelling and forecasting the diffusion of innovation – A 25-year review. *International*
642 *Journal of Forecasting*, 22(3), 519-545. doi: 10.1016/j.ijforecast.2006.01.005
- 643 Mellross, M., & Bud Fraser. (2012). Developing municipal policy and programs to accelerate market transformation in the
644 building sector. *Journal of Green Building*, 7(4), 46-61. doi: 10.3992/jgb.7.4.46
- 645 Minh Do, T., & Sharma, D. (2011). Vietnam's energy sector: A review of current energy policies and strategies. *Energy*
646 *Policy*, 39(10), 5770-5777. doi: 10.1016/j.enpol.2011.08.010
- 647 Mulligan, T. D., Mollaoglu-Korkmaz, S., Cotner, R., & Goldsberry, A. D. (2014). Public policy and impacts on adoption of
648 sustainable built environments: learning from the construction industry playmakers. *Journal of Green Building*, 9(2),
649 182-202. doi: 10.3992/1943-4618-9.2.182
- 650 Nalewaik, A., & Venters, V. (2009). Cost benefits of building green. *Cost Engineering*, 51(2), 28-34.
- 651 Ngacho, C., & Das, D. (2014). A performance evaluation framework of development projects: An empirical study of
652 Constituency Development Fund (CDF) construction projects in Kenya. *International Journal of Project Management*,
653 32(3), 492-507.
- 654 Nguyen, H.-T., & Gray, M. (2016). A Review on Green Building in Vietnam. *Procedia Engineering*, 142, 314-321. doi:
655 [10.1016/j.proeng.2016.02.053](https://doi.org/10.1016/j.proeng.2016.02.053)
- 656 Nguyen, H. K. (2016). Những nhận thức sai lầm về Công trình Xanh ở Việt Nam [The misconceptions about Green
657 buildings in Vietnam]. *Architecture Magazine of Vietnam Association of Architects*.
- 658 Oishi, S. (2003). *How to conduct in-person interviews for surveys*. United States.
- 659 Pham, D. N. (2015, 12/10/2015). Phát triển công trình xanh ở Việt Nam – Thực trạng và đề xuất [Developing green building
660 in Vietnam - status quo and recommendations]. *Tạp Chí Kiến Trúc Việt Nam [Journal of Vietnamese Architecture]*.
- 661 Potbhare, V., Syal, M., & Korkmaz, S. (2009). Adoption of green building guidelines in developing countries based on U.S.
662 and India experiences. *Journal of Green Building*, 4(2), 158-174.

663 Qian, Q. K., & Chan, E. H. W. (2010). Government measures needed to promote building energy efficiency (BEE) in China.
664 *Facilities*, 28(11/12), 564-589. doi: 10.1108/0263277101106662
665 Qian, Q. K., Fan, K., & Chan, E. H. W. (2016). Regulatory incentives for green buildings: gross floor area concessions.
666 *Building Research & Information*, 44(5-6), 675-693. doi: 10.1080/09613218.2016.1181874
667 Retzlaff, R. (2010). Developing policies for green buildings: what can the United States learn from the Netherlands.
668 *Sustainability: Science, Practice, & Policy*, 6(1), 29-38.
669 Samari, M., Godrati, N., Esmailifar, R., Olfat, P., & Mohd Wira Mohd, S. (2013). The Investigation of the Barriers in
670 Developing Green Building in Malaysia. *Modern Applied Science*, 7(2), 1. doi: 10.5539/mas.v7n2p1
671 Sayyed, A. M., & Do, N. D. (2015). Green buildings in Vietnam - barriers in National technical codes and standards [Phát
672 triển công trình xanh tại Việt Nam – Những vấn đề liên quan đến Quy chuẩn – Tiêu chuẩn Xây dựng]. Retrieved from
673 Journal of Vietnamese Architecture website: <http://kientrucvietnam.org.vn/phat-trien-cong-trinh-xanh-tai-viet-nam-nhung-van-de-lien-quan-den-quy-chuan-tieu-chuan-xay-dung/>.
674
675 Sev, A. (2009). How can the construction industry contribute to sustainable development? A conceptual framework.
676 *Sustainable Development*, 17(3), 161-173. doi: 10.1002/sd.373
677 Shafii, F., & Othman, M. Z. (2006). Sustainable buildings in South-East Asia: Opportunities and implementation. In
678 *Proceedings of the Conference on Sustainable Building South-East Asia (SB04SEA)* (pp. 1-9).
679 Shafii, F., & Othman, M. Z. (2007). Sustainable building in the Malaysian context. In *International conference of*
680 *sustainable building Asia*.
681 Shen, L., Zhang, Z., & Long, Z. (2017). Significant barriers to green procurement in real estate development. *Resources,*
682 *Conservation and Recycling*, 116, 160-168. doi: 10.1016/j.resconrec.2016.10.004
683 Solidiance, & VGBC. (August 2013). *Is there a future for green buildings in Vietnam?* Retrieved from
684 <http://www.solidiance.com/whitepaper/is-there-a-future-for-green-buildings-in-vietnam.pdf>
685 Tatarski, M. (2013). Green buildings in Vietnam. *Asia Life Magazine*.
686 Teng, J., Zhang, W., Wu, X., & Zhang, L. (2015). Overcoming the barriers for the development of green building
687 certification in China. *Journal of Housing and the Built Environment*. doi: 10.1007/s10901-015-9445-6
688 Thilakarathne, R., & Lew, V. (2011). Is LEED leading Asia?: An analysis of global adaptation and trends. *Procedia*
689 *Engineering*, 21, 1136-1144. doi: 10.1016/j.proeng.2011.11.2122
690 van Bueren, E. (2009). *Greening governance: an evolutionary approach to policy making for a sustainable built*
691 *environment*. Amsterdam: IOS Press.
692 Vu, H. P. (2015). Thị trường Công trình Xanh tại Việt Nam: Tiềm năng và cơ hội [Green building market in Vietnam:
693 Potential and opportunities]. *Architecture Magazine of Vietnam Association of Architects*.
694 Yang, J., & Yang, Z. (2015). Critical factors affecting the implementation of sustainable housing in Australia. *Journal of*
695 *Housing and the Built Environment*, 30(2), 275-292. doi: 10.1007/s10901-014-9406-5
696 Yang, Z., & Yang, J. (2009). *Sustainable housing implementation through mutual benefits to stakeholders : a decision*
697 *making approach*. Paper presented at CRIOCM2009 International Symposium on Advancement of Construction
698 Management and Real Estate, Nanjing, China.
699 Yau, Y. (2012a). Eco-labels and willingness-to-pay: a Hong Kong study. *Smart and Sustainable Built Environment*, 1(3),
700 277-290. doi: 10.1108/20466091211287146
701 Yau, Y. (2012b). Willingness to pay and preferences for green housing attributes in Hong Kong. *Journal of Green Building*,
702 7(2), 137-152. doi: 10.3992/jgb.7.2.137
703 Zhang, X., Liyin, S., & Wu, Y. (2011). Green strategy for gaining competitive advantage in housing development: a China
704 study. *Journal of Cleaner Production*, 19, 157-167. doi: 10.1016/j.jclepro.2010.08.005
705 Zhang, X., Platten, A., & Shen, L. (2011). Green property development practice in China: Costs and barriers. *Building and*
706 *Environment*, 46(11), 2153-2160. doi: 10.1016/j.buildenv.2011.04.031
707 Zhang, Y., & Wang, Y. (2013). Barriers' and policies' analysis of China's building energy efficiency. *Energy Policy*, 62, 768-
708 773. doi: 10.1016/j.enpol.2013.06.128
709 Zhao, X., Hwang, B.-G., & Gao, Y. (2016). A fuzzy synthetic evaluation approach for risk assessment: a case of Singapore's
710 green projects. *Journal of Cleaner Production*, 115, 203-213. doi: 10.1016/j.jclepro.2015.11.042
711 Zuo, J., Ben, R., Pullen, S., & Qian, S. (2012). Achieving carbon neutrality in commercial building developments -
712 Perceptions of the construction industry. *Habitat International*, 36, 278-286. doi: 10.1016/j.habitatint.2011.10.010
713
714

715 Appendices

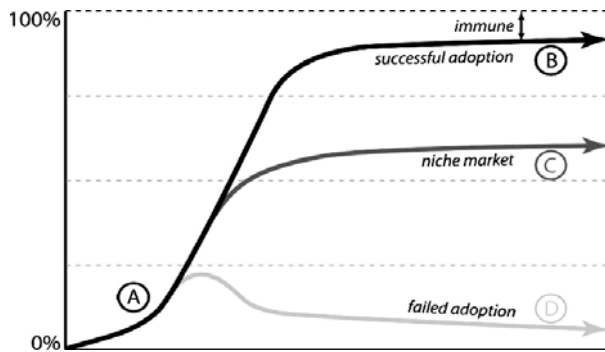
716 Appendix A

717 Rating systems applied in Vietnam

Rating system	Organisation	Country of origin	Definition
Leadership in Energy & Environmental Design (LEED)	U.S. Green Building Council (USGBC)	United States	A point based rating system that rewards points across several areas that address sustainability issues such as water, energy, materials.
LOTUS	Vietnam Green Building Council (VGBC)	Vietnam	A set of voluntary market-based green building rating systems developed by the VGBC specifically for the Vietnamese built environment.
Excellence in Design	International Finance	United	Certify based on EDGE standard that articulates a

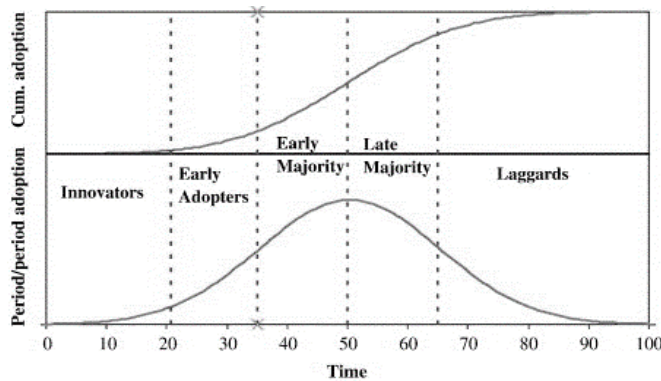
for Greater Efficiencies (EDGE)	Corporation -World bank group	States	universal definition for a green building: 20 percent less energy use, 20 percent less water use, and 20 percent less embodied energy in materials.
Green Star	Green Building Council Australia	Australia	Australia's trusted mark of quality for the design, construction and operation of sustainable buildings, fit-outs and communities.
Green Mark	Building & Construction Authority	Singapore	A benchmarking scheme that incorporates internationally recognized best practices in environmental design and performance.
Green Globe Standard	Green Globe Ltd.	United States	A structured assessment of the sustainability performance of travel and tourism businesses and their supply chain partners
EarthCheck	Australian Government Sustainable Tourism Co-operative Research Centre	Australia	A scientific benchmarking certification and advisory group for travel and tourism developed based on the international standards relative to greenhouse gas protocols, responsible tourism and certification.

718 **Appendix B**
719 Adoption of green construction (adapted from Hoffman & Henn, 2008, p. 394)



720

721 **Appendix C**
722 Stylised diffusion curves (adapted from Meade & Islam, 2006)



723

724 **Appendix D**
725 Barriers to GB perceived in developed, developing markets and in Vietnam

No	Barrier to GB adoption	Key reference		
		Developed market	Developing market	Vietnam
1	Unavailable/unreliable sustainable technology/materials	(Gou, et al., 2013)	(Teng et al., 2015)	(Tatarski, 2013)
2	Insufficient cost-benefit data from interdisciplinary research	(Chan, et al., 2009)	(Samari et al., 2013)	(Le, 2014)
3	Lack of integrated design for life cycle management	(Mulligan, et al., 2014)	(Qian & Chan, 2010)	

4	Lack of professional education and training	(Yang & Yang, 2015)	(Isa, et al., 2013; Samari, et al., 2013)	(Le, 2008; Solidiance & VGBC, August 2013)
5	Lack of methods to consistently define and measure sustainability	(Gou, et al., 2013)	(Samari, et al., 2013)	(Pham, 2015)
6	Lack of information	(Bond, 2011; Yau, 2012b)	(Zhang, et al., 2011)	(Vu, 2015)
7	Lack of demonstration projects	(Chan, et al., 2009)	(Potbhare, et al., 2009)	
8	Lack of technical understanding of designers, builders and project teams	(Li et al., 2011; Mulligan, et al., 2014)	(Ahn et al., 2013; Isa, et al., 2013)	(Solidiance & VGBC, August 2013)
9	Different accounting methods	(Chan, et al., 2009)		(Le, 2014)
10	High risks associated with investment	(Yang & Yang, 2015; Zhao, et al., 2016)	(Qian & Chan, 2010)	
11	High initial costs	(Ahn, et al., 2013; Li, et al., 2011)	(Shen, et al., 2017)	(Le, 2014; Vu, 2015)
12	Inadequate/inefficient fiscal incentives	(Yang & Yang, 2015)	(Samari, et al., 2013; Shen, et al., 2017)	(Le, 2014)
13	Long payback period	(Ahn, et al., 2013; Gou, et al., 2013)		
14	Inappropriate pricing of electricity and other energy commodities		(Qian & Chan, 2010)	(Solidiance & VGBC, August 2013; Tatarski, 2013)
15	Lack of an explicit financing mechanism	(Gou, et al., 2013)	(Qian & Chan, 2010)	(Le, 2014)
16	Costs incurred in seeking certification	(Gou, et al., 2013)		(Sayyed & Do, 2015)
17	Split incentives due to ownership structure	(Bond, 2011)		(Solidiance & VGBC, August 2013)
18	Reluctance to adopt change	(Choi, 2009)		
19	Insufficient brand recognition and competitive advantage	(Yang & Yang, 2015)		
20	Lack of social science in climate change and natural resource preservation	(Yang & Yang, 2015)		
21	Misconception and lack of public awareness	(Chan, et al., 2009; Yau, 2012a)	(Teng, et al., 2015)	(Solidiance & VGBC, August 2013; Tatarski, 2013)
22	Contested functionality for end users	(Yang & Yang, 2015)		
23	Behaviour of occupants	(Mulligan, et al., 2014)	(Ahn, et al., 2013; Chen et al., 2017)	
24	Larger homes and smaller households	(Bond, 2011)		
25	Lack of interest from clients	(Gou, et al., 2013)	(Samari, et al., 2013)	(Solidiance & VGBC, August 2013)
26	Lack of interest from project teams	(Gou, et al., 2013)	(Potbhare, et al., 2009)	
27	Lack of GB movement		(Potbhare, et al., 2009)	(Le, 2014; Pham, 2015)
28	Different level of regional economic development		(Teng, et al., 2015)	
29	Lack of collaborative integration	(Yang & Yang, 2015)	(Zhang, et al., 2011)	(Pham, 2015)
30	Lack of a stakeholder communication network	(Choi, 2009; Li, et al., 2011)	(Zhang, et al., 2011)	(Pham, 2015)
31	Slow and unwieldy administration processes in certifying and policy making	(Chan, et al., 2009)	(Qian & Chan, 2010)	
32	Lack of a comprehensive code/policy package to guide action on sustainability	(Yang & Yang, 2015)	(Isa, et al., 2013)	(Sayyed & Do, 2015)
33	Duplication and confusion arising from parallel policies/legislation	(Yang & Yang, 2015)		
34	Negative impact of public policy		(Shafii & Othman, 2006)	(Minh Do & Sharma, 2011)
35	Inappropriate attitude of government agencies	(Chan, et al., 2009)	(Samari, et al., 2013)	
36	Weak enforcement of legislation		(Qian & Chan, 2010)	(Vu, 2015)

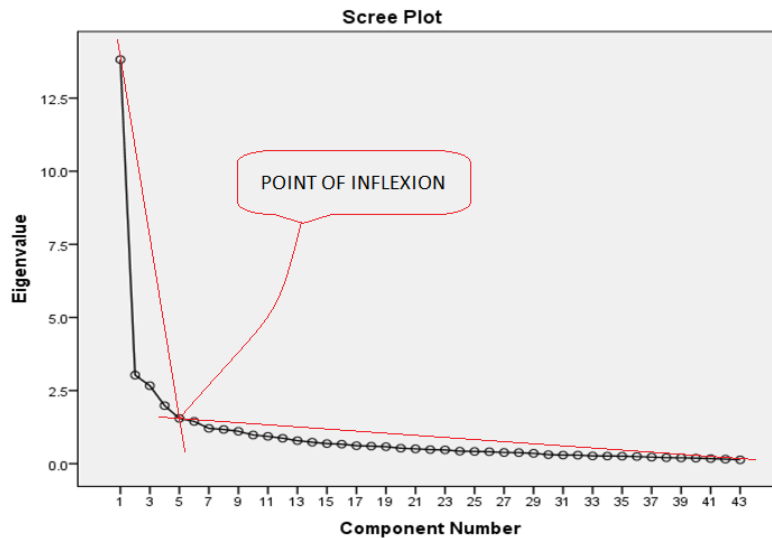
37	Unorganised nature of the construction industry		(Potbhare, et al., 2009)	
38	Lack of well know sources of information	(Gou, et al., 2013)	(Potbhare, et al., 2009)	
39	Price sensitivity			(Solidiance & VGBC, August 2013)
40	Constraints of existing infrastructure			(Tatarski, 2013)
41	Lack of sustainable energy			(Tatarski, 2013)

726 **Appendix E**
727 First EFA result - Component Transformation Matrix

Component	1	2	3	4	5	6	7	8	9
1	.516	.491	.409	.278	.292	.239	.238	.152	.158
2	-.510	.546	-.198	.570	-.144	-.193	-.080	.055	.106
3	.462	-.385	-.458	.558	-.028	-.103	-.073	.305	-.084
4	-.438	-.487	.348	.396	.498	.152	.147	-.025	.000
5	-.088	-.204	.449	-.008	-.548	-.177	.159	.566	.268
6	-.189	.111	-.092	-.137	.068	.603	-.362	.580	-.298
7	-.127	.002	-.468	-.271	.325	.037	.376	.286	.601
8	.026	.098	.147	-.181	.485	-.674	-.344	.334	-.127
9	.090	-.107	.108	.067	.000	.144	-.703	-.174	.648

Extraction Method: Principal Component Analysis.
Rotation Method: Varimax with Kaiser Normalization.

728 **Appendix F**
729 Second EFA result - Scree plot of components



730