
| RESEARCH ARTICLE

Standards for Auctioneers in Vietnam and Alberta (Canada)

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| ABSTRACT

Auctioneering as a profession has been in existence for many years. The advantage of selling goods through a public auction compared to a normal willing buyer-willing seller process is that the consignor of the goods is likely to get a better price through a competitive bidding process. A professional consignee known as an auctioneer moderates the competitive bidding process during the sale of goods. However, because of the nature of the business and the frequent huge amounts of money involved in the transactions, there is a need to regulate the auctioneering. Every jurisdiction where auctioneering has specific rules that dictate regulate auctioneer standards. This article looks at the auctioneering standards that have been set and legislated in Alberta (Canada) and Vietnam. The paper has identified the minimum requirements that a prospective auctioneer has to meet in the jurisdictions for them to be given a licence to practice. Also, the paper has identified some regulations that guide the auctioneering process in the said jurisdictions. In the article, the researcher further identified key legal prohibitions that are part of the auctioneering standards.

| KEYWORDS

Auctioneer Standards, Auctioneers, Auctioneers in Vietnam, Auctioneers in Alberta, better price, licence.

| ARTICLE INFORMATION

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1. Introduction

According to the Government of Alberta, Canada, an Auctioneer is a professional who organises and advertises public auctions. Auctioneers assess the value of the items to be put up for public auction and run the auctions where the highest bidder buys the items. Auctions are a way of making sales whereby prospective buyers place competing bids, either in public or sealed (Banton, 2023).

There are four main types of auctions: (i) The English Auction- a form of auction that begins with a bid placed by the lowest bidder and keeps ascending as the prospective buyers try to outbid each other. The seller makes sure that if there is a minimum set price set (reserved price), it is met before completing the bidding process. Also known as the open ascending auction (ii) Dutch auction- the auctioneer starts with a very high process, and the bidders bid downwards (available descending auction)(iii) Sealed-Bid Auction- Bidders place bids in reaction to advertisements. The auctioneers do not place prices. The highest bidder carries the day (iv) Double Auction- The seller and buyer place their acceptable price. Then, a third party finds a match for the asking and the bid-price to execute the sale (Cornell University 2024)

Property sellers might opt for a public auction to sell their goods because of the competitive nature of the bidding process. The main advantage of competitive public bidding is that there is a high possibility that the goods placed on auction will fetch a higher price than they would have fetched if only one bidder were involved.

To actualise the process of competitive public bidding for goods, consignors engage the services of a consignee (auctioneer) who conducts the auction on their behalf. The Cornell Law School (2022) defines a consignor as a person who gives their goods or

property to a consignee to sell them on their behalf. At the same time, a consignee is the person who accepts or receives goods from a consignor to sell on their behalf.

Across different jurisdictions in the world, there are some basic rules that dictate the legal standard of conduct for auctioneers. For example, according to Real Estate Training Solutions (RETS) (2023), Anyone who conducts a public auction must be registered as an auctioneer; the persons acting as auctioneers must do so in line with the law of the specific jurisdiction; auctioneers must follow all the stipulated auction day procedures etc. Also, Stimmel Law (2024) says that an auctioneer conducts a sale of goods on behalf of another person and makes a living out of it. The auctioneer acts as an agent of the consignor and must act as per the instructions of the seller. For example, Commonwealth, Pennsylvania Liquor Control Bd. v. Venesky, 101 Pa. Commw. 456 (Pa. Commw. Ct. 1986) as cited in Stimmel Law (2024) in the decision it was noted that dealers are licenced as per individual state laws with each state having the discretion to control auctions within its jurisdiction.

Further, administrative agents within agents can either grant or deny an individual an auctioneering licence. For example, applicants of questionable character and qualifications can be denied an auctioneering licence. A licence application can also be dismissed for the general good of the public. Also, among others, a state licencing board can revoke an auctioneering licence for a licensee has fallen short of the legally acceptable standards of "*honesty, truthfulness, integrity, and competence imposed*" as well an auctioneer who has been reported as having defrauded clients.

2. Methods

The article is based on a concise library-based study of existing data in the field of auctioneer standards. The article is based on an in-depth study of regulations governing auctioneer standards in Alberta (Canada) and Vietnam. Therefore, in the study, the author -has performed an analysis and synthesis of the laws of the said jurisdiction to write the paper.

3. Findings and Discussion

3.1 Alberta, Canada Public Auctions Regulation, Alta Reg 196/1999

According to the Canadian Legal Information Institute (2022), in Alberta, Canada, auctions and auctioneers are regulated by the Public Auctions Regulation, Alta Reg 196/1999, which is part of the Consumer Protection Act. Article 26 of the act stipulates that the regulation came into force on September 1, 1999. Further, Article 24 states that the regulation repealed The Auction Sales Business Licensing Regulation (AR 210/82). Moreover, to maintain the relevance of the rules, Article 25 provides for continuous review when necessary until September 30, 2025, when it will expire.

Regarding qualifications for one to be an auctioneer, the stipulations are laid out in Article 6(1)-(2). Article 6 (1) states that for an individual to act as an auctioneer in Alberta, they must meet the following requirements: (a) (i) The person must be aged 18 years and above. (ii) Be a citizen of Canada who has resided in the country for at least the three consecutive months preceding the day of the sale. Moreover, the article further provides that non-residents who have been legally permitted to live in Canada through the '*Immigration and Refugee Protection Act (Canada)*' are eligible to act as auctioneers (iii) The person has undergone and passed a relevant auction training recognised by the director. The alternative is for the individual to have worked as an auctioneer in another jurisdiction for at least one year before the auction day. In addition, Article 6 Subsection 1(b) has stipulated that an individual can act as an Auctioneer in Alberta if they are a bona fide member of the Auctioneers Association of Alberta. Article 6(2) has further provided that individuals who have not met the requirements set out in Subsection (1) of the article cannot practice as auctioneers in Alberta.

The Consumer Protection Act, Public Auctions Regulation, Alta Reg 196/1999 further sets out guidelines on the conditions that auctioneers must meet before an auction. In Article 6.1 (1) subsection (a) and (b), auctioneers are required to read out to the people present what goods are on offer for the auction, the conditions that have been set for the auction, as well as the name of the entity (business) conducting the auction and its licence number. The reading of these conditions has to be done before the auction begins, or in the event it is postponed, on the day it resumes, the auctioneer must start by reading the required conditions. However, Article 6.1 subsection (2) has set an exemption for this requirement. In cases where the bidders in the public auction are regular patrons of the business conducting the auction, then the auctioneer is exempted from the requirements of Article 6.1 subsection (1).

The regulations have also considered cases whereby a bidder who is interested in a particular auction is unable to attend the sale on the day of the public auction. The Public Auctions Regulation, Alta Reg 196/1999 in Article 6.1 subsection (3) has recognised the special conditions whereby some bidders cannot attend the auction by requiring the auctioneers to 3(a) where bidders have expressed their interest to participate in the auction, and they have registered, the auctioneer is required to provide conditions under which the absent bidder will take part in the auction. Also, 3(b) requires auctions to display prominently in an open place the rules governing the bid. In addition, 3(c) requires auctioneers to print the rules for the sale clearly on the bid cards.

Article 6.1 subsection (4)(a), on the one hand has forbidden any actions by the auctioneer that might mislead the bidder in any way. Subsection (i) has expressly forbidden auctioneers from giving bidders information that is inaccurate or misleading about the nature of the goods, particularly regarding *“the quality, quantity, use, size, origin or content of any goods intended for sale by public auction”*. (ii) Has forbidden the bidder from giving wrong information regarding the terms and conditions governing the auction. (iii) Requires the auctioneer to give accurate information concerning the value of the goods that have been offered for auction. (iv) Requires the auctioneer to give correct information concerning their policies and services in their auction business. On the other hand, Article 6.1 subsection 4(b) states that auctioneers shall not allow any of their employees or anyone acting on their behalf to engage in any form of practice that is aimed at deception or misleading the members of the public

Moreover, the Public Auctions Regulation, Alta Reg 196/1999 act has outlined acceptable standards of conduct for auctioneers. In Article 8, the regulations have tackled the responsibilities of businesses. The regulations as laid out in Article 8 are: (a) Businesses handling auctions are required to accord the best possible service to the consignor as well as all the people present during the auctions. (b) Regarding the cost of handling auctions, auctioneers are required to be fair and reasonable regarding the amount they charge as commissions for facilitating the auction. The commissions charged should be reasonably pegged on the prevailing auction industry rates. (c) When an auction business conducts an auction, it is its responsibility to facilitate and handle the money that is to be paid as a result of the public auction it conducts. (d) The auction sales business is responsible for the actions that its employees and authorised representatives will do. Article 8 subsection (d) has stipulated that in (i) The business will remain accountable for how its employees or appointed agents or representatives carry out auctions. (ii) The business will be held responsible for the manner in which its employees and agents record the proceedings during the public auction it performs. (iii) The business is responsible for how its employees or agents account for the money to be paid as proceedings of the public auction it performs.

The Public Auctions Regulation, Alta Reg 196/1999, has also created guidelines for the manner in which employees of the auctioneering company must conduct themselves regarding bidding. Article 9(1) States that employees or agents of a company that is holding a public auction are forbidden from placing bids for the goods on sale unless they intend to buy the goods. However, Article 9(2) has created an exemption for subsection 9(1). The restrictions that have been put in place in 9(1) do not apply in case an employee or an agent of an auction business is placing a bid on behalf of a bidder who will be absent during the auction. Therefore, a bidder who will be absent during the public auction can legally request an employee or an agent of the company holding the public auction to place a bid on their behalf.

In a bid to cement the regulations contained in Article 9(1) further, Article 9(3) obligates businesses conducting auction sales to ensure their employees adhere to the former. Sub-article 9(3) stipulates that the businesses conducting auction sales shall not permit any of their employees or an agent action on their behalf to contravene Article 9(1). The regulations guiding the placement of bids by employees of auction sales businesses also have prescribed the manner in which an employee of an auction sales business or an agent acting on behalf of the business may place a bid for themselves. Article 9(4), in addressing this eventuality, dictates that when an employee of an auction sales business or an agent acting on behalf of the said business places a bid on an item that is being auctioned by the business, then the auctioneer is obligated by law to declare publicly the bid before the sale begins or in the event that the sale is adjourned, the auctioneer has to announce the bid by the employee or agent before the sale recommences.

The regulations have also envisioned cases where the consignor of the goods being sold in a public auction may place a bid on the same. The regulations in Article 10(2) stipulate that an auctioneer conducting a sale may not knowingly accept a bid for goods on auction placed by the consignor of the said goods or an agent acting on behalf of the consignor. In addition, Article 10(3) requires all auction businesses to ensure the auctioneers acting on their behalf adhere to the regulation in 10(2).

The regulations also further strove to maintain openness in the bidding process regarding reserved goods. Article 11(1) of the regulations holds that it is forbidden for businesses engaged in auctioneering to conceal information concerning goods slated for reserved bids. Therefore, if any goods on offer during the public auction will be subject to reserved bids, then the auctioneer is required to make that information as per the requirements of Article 11(2).

Regarding the manner in which an auction shall be deemed complete in compliance with legal requirements of Article 12, the law requires the auctioneer conducting a public auction to announce before the auction begins or before it restarts if it had been adjourned that 12(a) The auction of any item on offer is deemed to be complete when the auctioneer announces that by the fall of the hammer, or using any other method that is recognised as a way of announcing that the auction is complete. 12(b) During the process of bidding, any prospective buyer who has placed a bid is free to withdraw it before the auctioneer announces the bidding to be complete. In addition, the law in Article 12.1 has given an auctioneer who has completed the bidding process as required by Article 12 to reopen it. This happens if the auctioneer notices that there are two more active bidders, and therefore, they may reopen the bidding process.

The regulations on auctions recognise the need for openness and fair practices during the auction process. Therefore, Article 13(1) has mandated all businesses that conduct public auctions with the task of ensuring all the members of the public interested in the purchase of the items on offer get an opportunity to attend and place their bids without any hindrances. However, the same Article 13 subsection (2) leaves it at the discretion of the auctioneer to disregard Subsection (1) if the auctioneer has reasonable grounds pointing to the fact that a prospective bidder may (a) harbour ill intention, and might behave in a manner aimed at disrupting the auction of items and (b) Even if they are given an opportunity to place bids, they will be unable to pay for items if their bid wins.

Public auction of goods or items has a monetary aspect. This means that during the sale and purchase of goods during the auction, there will be an exchange of money. The money received during the auction of goods is placed in the custody of the auctioneer as a trustee, Article 15(1). Article 15 Subsection (2) requires auctioneers to deposit all the money received in relation to a public auction in accordance with the guidelines laid out in Section 16 of the regulations without making any deductions. Still, Article 15 Subsection (2)(a) is very clear that all the money received during the auctioning of items must be deposited within three days, while (2)(b) If the money received for auctioned items is received after the bidding process (later date) the same amount must be deposited within three days.

The handling of money realised during an auction requires that it be deposited in a trust account that has been opened and solely operated for that purpose. Article 16, which spells out the nature of and operation of a trust account, requires that 16(1) The auctioneer must operate a trust account where the money raised in relation to public auctions shall be deposited; 16(2) Auction trust account must be held "in a bank, loan corporation, trust corporation, credit union or treasury branch in Canada"; 16(3) Only money realised in relation to the public auction of items can be deposited in a trust account as opened in accordance with subsection 16(1).

Matters regarding the payments to the respective beneficiaries of the auction proceedings fall under Article 17, which has tackled issues regarding the auctioneers' withdrawal of money from a trust account. Auctioneers are required to follow the necessary steps for the withdrawal of money from trust accounts and channelling it to the beneficiaries within 21 days of receiving the money 17(1). The transfer of money is strictly regulated because of the several aspects that might have triggered the public auction. Article 17 subsection (1)(a) requires that if an auctioneer has prior knowledge that the auctioned goods were subject to a lien: (i) draw a cheque from the auction trust account in favour of consignor and goods lienholder and ensure that they take legally reasonable steps to make sure that lienholder receives the rightful share; (ii) From the money received in the auction trust account draw a cheque in favour of the consignor of the goods. The consignor will receive their share of the goods purchase price after the deduction of the amount that is to be paid to the lienholder(s), applicable statutory deductions (taxes), as well as the commission and fees due to the auctioneer. But, if the goods that the auctioneer sold during the public auction were not subject to a lien, then they issue a cheque to the consignor (of their share of the purchase price) after statutory deductions (taxes), and the commission and fees payable to the auctioneer.

There are instances of disputes that emanate regarding who the rightful beneficiary/ beneficiaries of the proceedings of the auctioned goods is/are. In such a case, the auctioneer, if required by Article 17 Subsection 2, after making necessary statutory deductions and deduction of auctioneer commissions and fees to pay the balance to the Court of the King's Bench. Then the court will proceed to adjudicate the matter and make payments to the rightful beneficiary/ beneficiaries. Subsection 3 has also placed further restrictions on how an auction business may conduct itself regarding the payment of its commissions and fees. Such a business can only withdraw money from a trust account to pay its commissions and fees after drawing cheques as dictated under subsection (1) or section 17.1 or paid the proceeds to the Court of King's Bench under subsection (2). Finally, Subsection (4) requires that after meeting the requirements of issuing cheques as per Subsection (1) or (2) of 17.1, the auctioneer must complete making all the necessary payments within 21 days.

Section 17.1 of the regulations has allowed the Auctioneer to draw a cheque from a general to pay a consignor as required in 17(1) his share as they wait for the winning bidder to meet his obligation of paying for goods. However, the payment procedure in 17 and 17.1 is bolstered by a prohibition in 17.2 that prevents an auctioneer from issuing a cheque unless they have sufficient funds to avoid cases of bouncing cheques and possible fraud. Moreover, under Article 18, the auctioneer must provide the consignor and the lienholder (if any) within 21 days a detailed statement of the amount of money received from the auction of each of the items sold during a public auction.

Every licensed auctioneer and former licenced auctioneer is required to keep records for a minimum of 3 years from the auction date. The records to be kept are Article 19

- (a) statutory declarations provided to it under section 7;
- (b) records of every sale by public auction held by it;
- (c) records in accordance with section 19.1 of payments made from its general account to a consignor under section 17.1;

- And Article 19.1
- (d) records of statements provided to a consignor or lienholder under section 18.
- (a) the names and addresses of every consignor paid under section 17.1 from the general account;
 - (b) the location and date of the sale to which the payment relates;
 - (c) a description of the goods sufficient to identify the goods to which the payment relates;
 - (d) the amount disbursed in respect of the goods.

Further records that an auctioneer who is licenced or was licenced to operate in Alberta must keep for a minimum of three years from the day of the auction include Trust records 21(1), including among others under 21(2) (a)The municipal address and location of the sale, (b) when the sale was made, (c) the consignor, etc.

Finally, an auctioneer or an auction business is said to have contravened the law and therefore committed an offence if, as per Article 22, acts in contravention of the section "6(2), 6.1(1), (3) or (4), 7, 8, 9, 10(2) or (3), 11, 12, 13(1), 15(2), 16, 17(1), (3) or (4), 17.1, 17.2, 18, 19, 19.1, 20 or 21 is, for the purposes of section 162 of the Act."

3.2 Vietnam

In Vietnam, the practice of auctioneers and auctioneering is regulated by Vietnam's 2016 Law on Auction, which was updated on January 4, 2023. The Vietnam Law on Auction 2016 has clearly spelled out the standards for auctioneers in Article 10. According to the stipulations of Article 10, the following requirements must be fulfilled for one to practice as an auctioneer in Vietnam: Being a Vietnamese citizen residing permanently in Vietnam, complying with the Constitution and the law, and having good ethics and character; Having a university or postgraduate degree majoring in one of the fields of law, economics, accounting, finance or banking; Having graduated the auctioneer professional training course, except where auctioneer professional training is exempted; Having passed the required test result of auctioneer apprenticeship.

Before attending the auctioneer apprenticeship examination, persons possessing an auction training certificate and persons exempt from auction training may be admitted as apprentices in asset auction organisations (LawNet, 2022).

3.2.1 Auctioneer Practice Certificate issued by the Minister of Justice

When a prospective auctioneer has met the requirements of the law as detailed in Article 10, they may proceed to apply for a practising certificate from the Ministry of Justice. Article 14 (1) of the law says that the prospective auctioneer may apply for a practising certificate by submitting the required documents (the documents are detailed in Article 14 (1)(a)-(e)) and paying the statutory fee for the practising certificate. As per Article 14(2), the Minister of Justice has 15 days from the day he received a practising certificate application file to decide whether to issue or decline to issue the certificate. (The reasons for declining an application for an auctioneer practised certificate are contained in Article 15 (1-5)).In case of a rejection, the applicant is notified in writing, and they have a right to appeal the decision or initiate legal proceedings over the matter.

However, an auctioneer practice certificate may be withdrawn as detailed in Article 16 of the law. Some of the reasons for the revocation of the certificate as per Article 16 include failing to meet any of the standards of Article 15: when an auctioneering certificate holder has not practised for a period of two years from the day the practising certificate was issued unless it is because of force majeure; breaching Article 9.1(b) or 9.1(c) of the law; the auctioneer voluntarily desires to stop practising; if the certificate holder has been declared deceased or their whereabouts are unknown.

3.2.2 Auctioneer cards issued by the Department of Justice

According to Article 14(3), when a prospective auctioneering practitioner has made a successful auctioneering certificate application as prescribed in Article 14(1) and approved according to Article 14(2) then they are issued with an auctioneer card. The auctioneer card application is made to the issuing authority- in this case, the Department of Justice- by the organisation for which the auctioneering professional works. However, the validity of an auctioneer card is tied to the validity of the auctioneer practice certificate. If the auctioneer practice certificate is revoked as per Article 16, then the auctioneer card is also invalidated.

The auctioneer card is only valid when the auctioneer practices in the organisation applying for the card. The auctioneer may conduct an auction only after being granted an auctioneer card by the Department of Justice. When conducting an asset auction, the auctioneer must wear the card. The holder of an auctioneer card may not concurrently practice as a notary or a bailiff.

3.2.3 Forms of practice by auctioneers

According to Article 18 Clause 1 of the Vietnam Law on Asset Auction 2016, Law No. 01/2016/QH14 in Vietnam, licenced auctioneers can legally work in the following settings:

1(a) Asset auction service centres. Asset auction service centres, according to Article 22(1), are specialised auction places created in conformance with a decision by the provincial people's committee creating them; (2) The director of such a centre is an auctioneer. This public centre belongs to the Department of Justice and has its own seal, office and accounts. Auctioneers practising in accordance with Article 18 clause 1 (a) do so as per Article 18 (2), which requires them to act in accordance with Vietnam Law on Asset Auction, Law on State Cadres and officials and the law on State employees.

1(b) Practising at an asset auction enterprise: Article 23(1) states that Asset auction enterprises can be established and registered to operate as private enterprises or partnerships as per the requirements of the Law on Property Auction and any other law that might apply. Regarding the enterprise's name, Article 23(2) says that the private auction company owner chooses its name while, at the same time, in the case of partnerships, the partners agree on a name while adhering to the requirements of the '*Law on Enterprises*'. However, it is mandatory for the registered enterprise name to include the terms 'private auction enterprise' or 'auction partnership'. For the registration of 'asset auction enterprises,' Article 23 clause 3(a) requires the privately owned auction enterprise to have its owner registered as both the director and auctioneer. On the other hand, for partnerships, at least one of the partners must be registered as a general director and the other as the auctioneer, or one of the partners must be registered as both the general director and the auctioneer. Also, the private auction enterprise must have a physical address and the facilities required to run a legal auctioneering entity, 3(b).

1(c) Practising at a wholly state-owned organisation established by the Government to settle non-performing loans of credit institutions, the auctioneer must comply with the provisions of the Law on Asset Auction and the Labor Law.

3.3 Some problems and recommendations

3.3.1 Regarding the revocation of auctioneer cards:

According to the provisions of Clause 3, Article 14 of the 2016 Law on Asset Auction, the auctioneer's card shall be revoked when he/she has his/her auction practice certificate revoked under Article 16 of this Law, specifically as follows:

- + One of the cases where the Auctioneer Practice Certificate is not granted as prescribed in Article 15 of the 2016 Law on Asset Auction;
- + Fail to practice auction as prescribed for two years after being granted the auctioneer practice certificate, except in case of force majeure;
- + Be administratively sanctioned for the following acts: (i) Taking advantage of their capacity as auctioneers to act for self-seeking purposes; (ii) Colluding or being in cahoots with auctioned asset sellers, bidders, price assessment organisations, auctioned asset appraisal organisations, and other individuals or organisations to falsify information about the auctioned asset, suppress prices, falsify auction dossiers or asset auction results.
- + Stop practising as desired;
- + Be declared missing or dead.

Thus, the revocation of the auctioneer card is not set in case the auctioneer changes the auction practice organisation. In case the practising auctioneer through the establishment or participation in the establishment of the asset auction enterprise, it shall be recorded by the Department of Justice of the locality where the enterprise is located through the operation registration and the change in operation registration contents (according to the provisions of Clause 1, Article 26 of the Law on Asset Auction, in case an asset auction enterprise changes its operation registration contents on its name, address of its head office, branch or representative office or its legal representative). In the case of changing the general partner (not the legal representative) and the auctioneer working under the employment contract, the Department of Justice can hardly grasp the information.

Hence, some asset auction enterprises have had fraud when opening dossiers for scoring according to Circular No. 02/2022/TT-BTP dated February 8, 2022, by the Minister of Justice on guiding the selection of asset auction organisations, specifically: such

enterprises increase the number of auctioneers of the organisation because they still hold auctioneer cards even though such auctioneers have transferred their practice to another organisation.

With the above inadequacy, it is recommended that competent agencies consider regulating the issuance and the revocation of auctioneer cards when auctioneers change their places of practice to ensure state management.

3.3.2 Regarding apprenticeship in auction practice:

According to the provisions of Article 13 of the 2016 Law on Asset Auction, persons possessing an auction training certificate and persons exempt from auction training may be admitted as apprentices in asset auction organisations. The duration of an auction practice apprenticeship is 06 months and shall be counted from the date an asset auction organisation notifies the list of its auction practice apprentices to the Department of Justice of the locality where it is located.

According to the provisions of Article 9 of Circular No. 06/2017/TT-BTP, no later than 15 days from the end of the apprenticeship period, the apprentice submits the apprenticeship report to the Department of Justice, where they are listed on the apprenticeship list. However, the normative documents have not specified the handling of the apprentice who does not submit the report at the end of the apprenticeship period and the responsibilities of the apprenticeship organisation.

Since then, although there is no need for an apprenticeship, some asset auction organisations "hire" apprentices to practice auction to raise the score in the scoring according to Circular No. 02/2022/TT-BTP dated February 8, 2022, by the Minister of Justice guiding the selection of asset auction organisations.

To overcome the above situation, it is recommended that the competent authority specify the handling of the apprentice who does not submit the report at the end of the apprenticeship period.

4. Conclusion

It is noteworthy that Alberta, Canada, and Vietnam have very comprehensive regulations regarding the operations of auctioneers and auctioneering businesses. The regulations are set for the purpose of protecting both the consignors and consignees in the auction business.

The article set out to establish auctioneer standards in Vietnam and Alberta, Canada. It has been established that both Vietnam and Alberta, Canada, have laws regulating the conduct of auctioneers. First, the most important regulation in both jurisdictions is that an individual or business must be registered and licensed to carry out auctions. Second, the person applying for an auctioneer license must be of impeccable character. To be granted an auctioneer license in Vietnam, you must be a Vietnamese citizen residing permanently in Vietnam with a minimum of a university degree. On the other hand, to obtain an auctioneer license in Alberta, the applicant must be a citizen of Canada who has resided in the country for a minimum of three consecutive months to the day of the application. Also, non-residents who have been legally permitted to live in Canada through the 'Immigration and Refugee Protection Act (Canada)' are eligible to act as auctioneers.

In both Jurisdictions, the minimum age for one to apply for an auctioneer license is 18 years of age. It was also noted that in Alberta, Canada, and Vietnam, transparency and ethics are the cornerstone of the auctioneering profession. Moreover, there is a difference in the way auctioneers practice their profession in Alberta and Vietnam. In Alberta, Canada, an individual who has met the requirements of practicing as an auctioneer and is a member of the Alberta Auctioneers Association of Alberta may practice. In the case of Vietnam, when an auctioneer has applied and got a practicing certificate, they must still get an auctioneer card which is applied for by the auctioneer organization that the professional works for.

The findings of this study apply to researchers in the field of business law, particularly auctioneer standards. It will contribute to the existing body of knowledge on auctioneer standards.

The research was, however, limited because it was based on library data analysis over a short time, and it tackled only two jurisdictions. For further research, researchers can conduct quantitative research over an extended time. The practical nature of the quantitative research will add new knowledge to the field of auctioneering standards and the profession of auctioneering.

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