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Assessing factors influencing the level of readiness to adopt the International Financial Reporting Standard on revenue (IFRS 15) among Vietnamese software enterprises

Thao Phan Huong^{1*}, Thuy Tran Thi²

¹⁻² Thuongmai University, Vietnam

* Corresponding Author: **Thao Phan Huong**

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Abstract

The research aims to examine the factors influencing the level of readiness to adopt the International Financial Reporting Standard on revenue (IFRS 15) among Vietnamese software enterprises. This study employs a quantitative approach based on survey data collected in 2025 from 403 directors, chief accountants, and accountants working in software enterprises. The reliability and structure of the measurement scales are assessed using Cronbach's Alpha and Exploratory Factor Analysis, while the research model is estimated and tested using Partial Least Squares Structural Equation Modeling. The results indicate that the legal system, firm size, the professional qualifications and experience of accountants, professional accounting and auditing consulting organizations, the qualifications and awareness of managers, as well as information technology infrastructure all have positive effects on the level of readiness to adopt IFRS 15. This study provides empirical evidence on the factors influencing the readiness to adopt IFRS 15 in the context of a developing country. The findings also offer useful references for policymakers in formulating appropriate policies and supporting enterprises in effectively implementing IFRS 15.

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1. Introduction

IFRS 15 was issued to establish a unified revenue recognition framework based on contracts with customers and the transfer of control, thereby addressing the fragmentation and lack of consistency in previous standards (Napier and Stadler, 2020) [19]. IFRS 15 not only addresses technical aspects of revenue recognition and financial reporting but also requires entities to apply a highly integrated system of professional judgment, including the identification of performance obligations, the estimation and allocation of transaction consideration, and the selection of the appropriate timing for revenue recognition in accordance with the economic substance of the contract (Grosu *et al.*, 2022) [13]. In this context, IFRS 15 has become a topic of significant importance both in practice- regarding implementation capabilities within organizations and in theory, aiming to clarify the mechanisms underlying the factors influencing the level of readiness to adopt IFRS 15.

This urgency is particularly prominent in the software industry, where revenue is often tied to multi-element arrangements and various performance obligations, such as licensing, implementation, integration, maintenance, and subscription/SaaS, which feature extended performance periods and diverse payment terms (Choi *et al.*, 2023) [7]. In the Vietnamese context, software enterprises exhibit significant disparities in scale, the standardization of contractual agreements, the professional competence of accounting staff, and the development of IT infrastructure (Trinh Le Tan & Dao Thi Dai Trang, 2018). Therefore, examining the factors influencing the readiness to adopt IFRS 15 in the software industry carries both practical significance and scientific value. It clarifies the conditions for implementing an accounting standard that requires a high degree of professional judgment within the context of a developing economy like Vietnam.

From a scientific perspective, previous studies have focused on factors influencing the adoption of IFRS in general, with listed companies as the research subjects, while specialized studies on IFRS 15 and within the context of Vietnamese software companies remain limited.

To address this gap, this study was conducted to identify and test the factors influencing the level of readiness to adopt IFRS 15 among Vietnamese software companies. Based on this, the study contributes in two aspects. Theoretically, it provides empirical evidence regarding the level of readiness to adopt IFRS 15 among Vietnamese software companies. Practically, the study's findings offer a basis for regulatory authorities, professional organizations, and software companies to design roadmaps, prioritize training, and invest in systems to enhance the level of readiness for IFRS 15 adoption.

The objective of this study is to identify and test the factors influencing the level of readiness to adopt IFRS 15 among Vietnamese software companies. The study focuses on answering the following questions: (i) which factors influence the adoption of IFRS 15; (ii) the extent and direction of each factor's impact; (iii) proposing recommendations. The remainder of this paper is structured as follows: Section 2 presents the theoretical foundation; Section 3 provides a literature review and develops hypotheses and models; Section 4 describes the research methodology; Section 5 presents the results and discussion; and Section 6 discusses policy implications and conclusions.

2. Theoretical foundation

The study applies the institutional theory of DiMaggio and Powell (1983) ^[9], which posits that organizations within the same field tend to become similar due to the influence of three mechanisms: coercive pressure, mimetic pressure, and normative pressure. Institutional theory helps explain the role of the institutional environment in firms' readiness to adopt standards. Specifically, the legal system exerts coercive pressure through regulations and the roadmap for IFRS adoption; professional accounting and auditing advisory organizations create normative pressure through training activities, dissemination of standards, and practice guidance, contributing to enhanced professional capacity and supporting firms' readiness to adopt IFRS 15. Therefore, institutional theory provides a basis for explaining how the legal system and professional accounting and auditing advisory organizations influence the level of readiness to adopt IFRS 15.

Agency theory, systematized in the work of Jensen and Meckling (1976) ^[17], argues that when owners delegate certain tasks and decision-making authority to agents, differing interests may lead to conflicts.

As firms expand in size, their organizational structures and business activities become more complex, leading to higher demands for transparency and reliability of financial information. In this context, IFRS 15 is seen as a tool that contributes to improving the quality of revenue recognition and presentation, thereby helping control managers' opportunistic behavior and reducing agency costs. From this reasoning, the study uses agency theory as a foundation to explain the relationship between firm size and the level of readiness to adopt IFRS 15.

Ajzen's (1991) Theory of Planned Behavior (TPB) holds that an individual's behavior is directly influenced by the intention to perform that behavior. Combined with the Technology Acceptance Model (TAM), these frameworks aim to explain and measure users' acceptance of technology. Accordingly, managers' perceptions and commitment determine strategic priorities and resource allocation for readiness to implement IFRS 15; accountants' competence

and experience determine the quality of judgment and the ability to interpret standard requirements; and IT infrastructure plays a key role because IFRS 15 requires systems to collect, integrate, and trace data by contract, obligation, and progress, supporting price allocation and consistent revenue recognition. From this reasoning, the study uses TPB and TAM as foundations to explain how managers' perceptions and competence, accountants' competence and experience, and IT infrastructure affect the level of readiness to adopt IFRS 15.

3. Literature review and hypothesis development

3.1. Literature review

Studies on the factors affecting the adoption of IFRS have received considerable attention in the academic literature. At the international level, Albaskri (2015) ^[1], through a survey of 288 accountants in Libya, found that government policy and the role of professional organizations have a positive impact on the adoption of IFRS. Similarly, Al-Absy and Ismail (2019) ^[2], in a survey of 41 accountants in Yemen, confirmed that international integration, government policy, capital market development, economic growth, professional organizations, accountants' qualifications, firm size, and financial capacity all significantly affect the adoption of IFRS. In addition to studies at the general level, some research has focused on the revenue standard. Budaraj and Sarea (2015) ^[6], when analyzing compliance with IAS 18 of 36 listed firms in Bahrain, showed that firm size and support from the audit firm positively affect the level of compliance, while financial leverage has the opposite effect. Quagli *et al.* (2021) ^[22] studied the factors influencing the adoption of IFRS 15 using data from 180 firms in five major European economies and indicated that firm size is the strongest influencing factor; in addition, managers' qualifications and awareness as well as the complexity of business operations also have a positive effect on the adoption of IFRS 15.

In Vietnam, empirical studies by Doan *et al.* (2020) ^[10] indicate that the legitimacy of the regulatory system, business characteristics, accounting staff qualifications, and the role of professional associations significantly impact the adoption of IFRS. Nguyen *et al.* (2023) ^[20], using SEM, show that compliance with accounting regulations, the qualifications and experience of accountants, government regulations, and expected benefits from IFRS all positively influence the decision to adopt IFRS. In addition, Think and Lam (2024) ^[23] also assert that firm size, financial capacity, stable growth, and managers' awareness are important factors affecting the ability of Vietnamese firms to adopt IFRS.

3.2. Research Hypotheses

Based on a synthesis of existing studies and consultation with experts, we propose the following hypotheses for the research model.

3.3. Legal Framework

The legal framework is the collection of all legal normative documents issued by competent state agencies, aimed at regulating social relationships and economic activities through specific regulations (Freedman and Power, 1991) ^[11]. Empirical studies have demonstrated that the legal system plays a crucial role in guiding and influencing the adoption of accounting standards in enterprises (Albaskri, 2015) ^[1]. A comprehensive, clear legal framework with a specific implementation roadmap will create favorable conditions and

promote the level of readiness to adopt IFRS/IFRS 15 in enterprises (Al-Absy and Ismail, 2019) ^[2]. Based on the above arguments, the research hypothesis is proposed as follows:

H1: The legal framework affects the level of readiness to adopt IFRS 15

3.4. Firm Size

Large firms often have advantages in terms of financial and human resources, while also facing higher levels of supervision and greater requirements for information transparency from stakeholders; therefore, they adopt IFRS 15 to enhance information transparency (Budaraj and Sarea, 2015; Alnaas and Rashid, 2019) ^[6,4]. In addition, large firms typically participate in various fields of operation, which increases the complexity of economic transactions; consequently, the level of readiness to adopt IFRS 15 tends to be higher (Quagli *et al.*, 2021) ^[22]. In contrast, small firms often face limitations in resources, leading to difficulties in fully implementing IFRS 15 (Nguyen *et al.*, 2023) ^[20]. Based on the above arguments, the research hypothesis is proposed as follows:

H2: Firm size affects the level of readiness to adopt IFRS 15

3.5. Professional Qualifications and Experience of Accountants

Albu *et al.* (2011) ^[3] indicate that the higher the qualifications of the accounting staff, the more favorable and effective their ability to access, understand, and apply international accounting standards in practice compared with individuals with lower professional qualifications. Studies by Al-Absy and Ismail (2019) ^[2], Doan *et al.* (2020) ^[10], and Nguyen *et al.* (2023) ^[20] also confirm that accounting teams that are well trained, possess in-depth knowledge, and have strong professional judgment tend to adapt more effectively to principle-based standards such as IFRS/IFRS 15, thereby minimizing errors and costs during the transition process. In addition, the study by Tran Manh Tuong (2025) ^[24] notes that practical experience enables accountants to flexibly apply standard requirements to complex situations in practice, thereby improving the level of compliance and the effectiveness of implementation. Based on the above arguments, the research hypothesis is proposed as follows:

H3: The professional qualifications and experience of accountants affect the level of readiness to adopt IFRS 15

3.6. Professional accounting and auditing advisory organizations

Albaskri (2015) ^[1] emphasizes that professional accounting and auditing advisory organizations influence the implementation of IFRS/IFRS 15 in listed enterprises in Libya through their role as a bridge that transforms the provisions of the standards into practical implementation guidance. In addition, in each country, professional consulting organizations play a proactive role in building and developing education and training systems aimed at improving the quality of the accounting workforce (Al-Absy and Ismail, 2019) ^[2]; at the same time, they provide advisory services and guidance in implementing the design of accounting policies and accounting process systems, thereby reducing transition costs and promoting the process of

adopting IFRS/IFRS 15 in enterprises (Tran Manh Tuong, 2025) ^[24]. Based on the above arguments, the research hypothesis is proposed as follows:

H4: Professional accounting and auditing advisory organizations affect the level of readiness to adopt IFRS 15

3.7. Qualifications and Awareness of Organizational Managers

Within the framework of behavioral theory, managers are considered the key actors shaping decisions for change within organizations; therefore, the awareness and attitudes of managers play a decisive role in the process of transition and the adoption of IFRS. Empirical evidence shows that managerial awareness can generate significant changes in the adoption of IFRS (Moqbel *et al.*, 2013) ^[18]. In addition, managers' awareness of legal compliance and their commitment to ensuring the reliability of accounting information are recognized as factors promoting the adoption of IFRS/IFRS 15 (Nguyen *et al.*, 2023) ^[20]. Based on the above arguments, the research hypothesis is proposed as follows:

H5: The qualifications and awareness of organizational managers affect the level of readiness to adopt IFRS 15

3.8. Information Technology Infrastructure

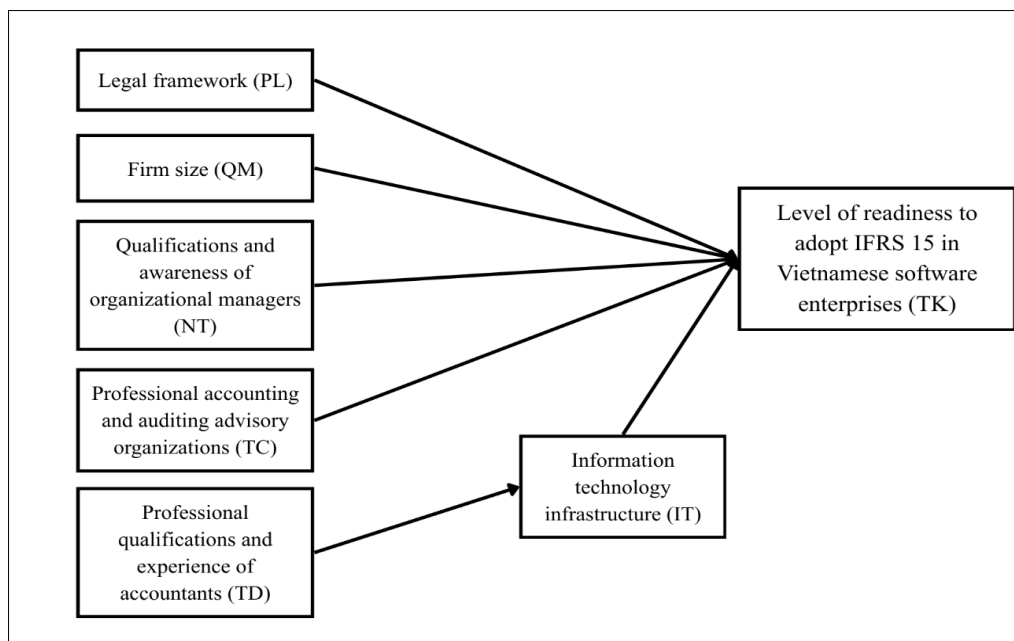
Information technology infrastructure reflects the level of modernization and the integration capability of systems such as accounting software and ERP, together with data storage and processing capacity and the level of process automation. A well-developed information technology platform will help enterprises standardize and manage contract data, automate related transaction processing steps, shorten reporting time, and enhance the ability to control and reconcile transactions (Aprilia *et al.*, 2023) ^[5]. Enterprises with strong information technology platforms often have a more favorable and consistent ability to meet the technical requirements of IFRS 15 (Hoang Thi Huong, 2023) ^[15].

In addition, the effective adoption of IFRS 15 depends on the role of the accounting team, as IFRS 15 requires the standardization of contract data and disclosure information, thereby creating significant pressure to upgrade information systems and redesign accounting processes. In this context, information technology systems can only be effective when they are implemented and operated based on close coordination with the qualifications and expertise of accountants (Garcia Osma *et al.*, 2023) ^[12]. Furthermore, the experience of the accounting team plays a guiding role and promotes the selection, implementation, and effective utilization of information technology infrastructure, thereby enhancing the adoption of IFRS 15 (Herriau *et al.*, 2022) ^[16]. Based on the above arguments, the research hypotheses are proposed as follows:

H6: Information technology infrastructure plays a mediating role in promoting the relationship between the professional qualifications and experience of accountants and the level of readiness to adopt IFRS 15

H6.1: Information technology infrastructure affects the level of readiness to adopt IFRS 15.

Based on the research hypotheses, we develop the following formal research model:



Source: The authors' proposal

Fig 1: Research model of factors affecting the level of readiness to adopt IFRS 15 in Vietnamese software enterprises

4. Research Design and Methodology

This study uses primary data collected through a questionnaire survey of enterprises operating in the software field in Vietnam. Accordingly, the sample was conducted in three typical economic and technology centers representing the three regions of Vietnam, namely Hanoi, Da Nang, and Ho Chi Minh City. Based on the minimum required sample size of 370 observations, the study approached 210 enterprises, with an estimated 70 enterprises in each location. It was expected to collect 2 to 3 responses from each enterprise, focusing on respondents who were able to provide information relevant to the research objectives. A total of 417 responses were returned; after screening and removing invalid responses, 403 valid responses remained and were used for quantitative analysis.

The research used in the article is a mixed research method, qualitative and quantitative. In there, the qualitative research method was implemented through the synthesis of both domestic and international studies, combined with consultations with experts including lecturers, chief accountants, and auditors with knowledge of IFRS 15, in

order to strengthen the theoretical foundation and confirm the relevance of the hypotheses; based on that, the research model, variables, and the measurement scales were developed to serve the subsequent quantitative analysis. The quantitative research method was employed to test the research model and hypotheses. The reliability and validity of the measurement scales were assessed using Cronbach's Alpha and Exploratory Factor Analysis (EFA), the model was estimated and tested using PLS-SEM, as the model is exploratory in nature, aiming to identify and uncover new issues rather than fully re-test existing theories; therefore, CB-SEM was not used.

5. Results and Discussion

5.1. Data Quality Assessment Results

To examine the issue of common method bias (CMB), the study employed Harman's single-factor test. The criterion proposed by Philip M. Podsakoff *et al.* (2003) [21] states that the data are considered free from inflation or bias if the total variance explained by a single factor is less than 50%.

Table 1: Results of Harman's Single-Factor Analysis (N = 403)

KMO		0.96
Kiểm định Bartlett's	Chi-Square/df	9793.50/595
	P. value	0.000
Number of observed variables		35
Number of extracted factors		1
Total variance explained (%)		45.95%

Source: The authors' analysis

The CMB test results in Table 1 show that the total variance explained by a single factor is 45.95%, which is less than 50%. Therefore, the collected data in this study are not inflated or biased, and thus the subsequent estimation results are considered reliable.

5.2. Reliability and Validity Assessment of the Measurement Scales

The measurement scales are considered reliable when Cronbach's Alpha and Composite Reliability (CR) are greater than 0.7. Validity is ensured when the Average

Variance Extracted (AVE) is greater than 0.5, indicating convergent validity. In addition, discriminant validity is confirmed when the Fornell–Larcker criterion is satisfied (i.e., the square root of AVE is greater than the correlations between constructs) and the Heterotrait–Monotrait ratio

(HTMT) is below 0.85 (Hair *et al.*, 2014) ^[14]. Furthermore, the quality of observed variables is considered acceptable when the squared outer loading (outer loading²) is greater than 0.5 (Hair *et al.*, 2013).

Table 2: Reliability and Convergent Validity Assessment of the Measurement Model

Scale	Cronbach's Alpha	Composite Reliability	Average Variance Extracted (AVE)
IT	0.862	0.901	0.644
TK	0.899	0.922	0.664
NT	0.915	0.936	0.745
PL	0.893	0.921	0.700
QM	0.899	0.930	0.767
TC	0.904	0.929	0.723
TD	0.877	0.910	0.669

Source: The authors' analysis

The analysis results indicate that all measurement scales have Cronbach's Alpha greater than 0.7, Composite Reliability (CR) greater than 0.7, and Average Variance Extracted (AVE) greater than 0.5, thereby satisfying the required criteria for measurement scales.

5.3. Discriminant Validity Assessment of the Measurement Scales

Discriminant validity was assessed using two criteria: the Fornell–Larcker criterion and the heterotrait–monotrait ratio (HTMT).

Table 3: Discriminant Validity (Fornell–Larcker Criterion)

	IT	TK	NT	PL	QM	TC	TD
IT	0.80						
TK	0.70	0.82					
NT	0.64	0.68	0.86				
PL	0.59	0.61	0.60	0.84			
QM	0.63	0.65	0.57	0.51	0.88		
TC	0.63	0.65	0.67	0.65	0.58	0.85	
TD	0.54	0.57	0.48	0.53	0.51	0.54	0.82

Source: The authors' analysis

The results of the Fornell–Larcker criterion presented in Table 3 indicate that the Fornell–Larcker values (below the diagonal) for all measurement scales are lower than the square root of the Average Variance Extracted (\sqrt{AVE})

(values on the diagonal). Therefore, all measurement scales in this study satisfy the requirement for discriminant validity according to the Fornell–Larcker criterion.

Table 4: Discriminant Validity (HTMT Criterion)

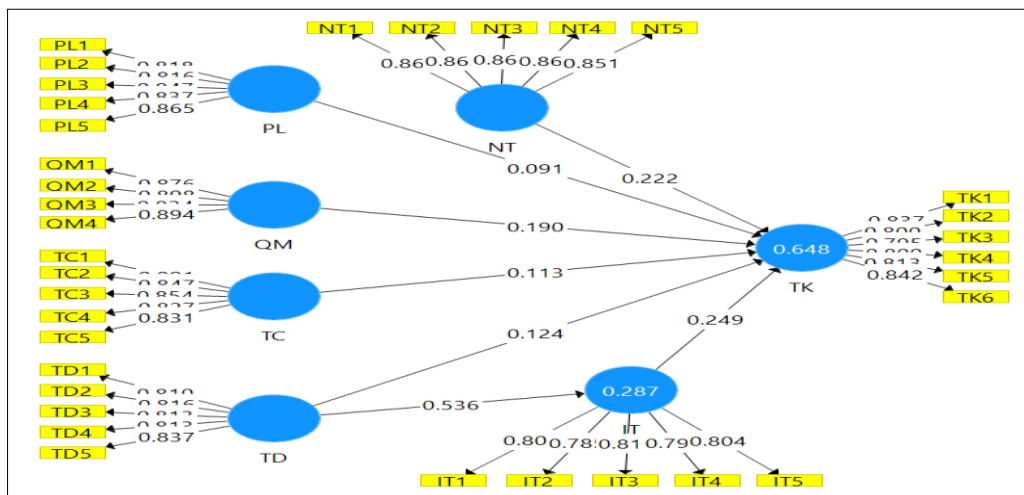
	IT	TK	NT	PL	QM	TC	TD
IT							
TK	0.80						
NT	0.71	0.75					
PL	0.67	0.68	0.66				
QM	0.71	0.72	0.63	0.57			
TC	0.71	0.72	0.73	0.72	0.64		
TD	0.61	0.64	0.53	0.60	0.57	0.61	

Source: The authors' analysis

Furthermore, the results of the discriminant validity assessment using the HTMT criterion presented in Table 4 show that all HTMT values among the measurement scales in the research model are below 0.85, indicating that they fall within the acceptable threshold.

5.4. Structural Equation Modeling Results

To examine the effects of the factors on the level of readiness to adopt IFRS 15 (TK), this study employs Structural Equation Modeling (SEM).



Source: The authors’s analysis

Fig 2: Structural Equation Model (SEM)

Regarding the Model fit, the analysis results show that the R² value for TK is 0.648. This implies that the independent variables included in the model, namely the legal framework, firm size, the professional qualifications and experience of accountants, professional accounting and auditing advisory

organizations, the competence and awareness of organizational managers, and IT infrastructure, represent the main and significant factors influencing the level of readiness to adopt IFRS 15 among Vietnamese software enterprises.

5.5. Structural Model Results

Table 5: Structural Model Results (SEM)

Independent Variable	Dependent Variable	Coefficient	t-value	P-Values
IT	TK	0.25	4.93	0.000
NT		0.22	4.61	0.000
PL		0.09	2.20	0.028
QM		0.19	3.60	0.000
TC		0.11	2.31	0.021
TD		0.12	2.68	0.008
TD	IT	0.54	15.34	0.000
Indirect effect (TD → IT → TK)		0.14	4.458	0.00
Total effect (TD → TK)		0.26	5.21	0.00

Source: The authors ’s analysis

Table 5 presents the detailed effects of the variables included in the research model. The results indicate that all variables incorporated into the model (IT, NT, PL, QM, TC, and TD) have positive and statistically significant effects on TK (p-value < 0.05). In addition, TD (the qualifications and skills of accountants) also exerts an indirect effect on TK through the mediating variable of IT infrastructure (IT), and this effect is positive and statistically significant.

Based on the results reported in the Table 5, several conclusions can be drawn:

The estimation results indicate that all factors in the model positively influence the level of readiness to adopt IFRS 15 among Vietnamese software enterprises; however, the magnitude of these effects differs considerably.

The legal framework, with a coefficient of $\beta = 0.09$, is statistically significant and consistent with the findings of Albu *et al.* (2011) [3], Albaskri (2015) [1], Al-Absy and Ismail (2019) [2], and Doan *et al.* (2020) [10]; however, it has the smallest coefficient among the factors in the model. This result implies that the legal environment does influence the level of readiness to adopt IFRS 15. Nevertheless, due to the institutional context in Vietnam, where the legal system is strongly influenced by tax regulations, the impact of the legal

framework, although statistically significant, is not particularly strong.

Regarding internal firm factors, firm size, with a coefficient of $\beta = 0.19$, has a positive effect on the adoption of IFRS 15, which is consistent with the findings of Quagli *et al.* (2021) [22] and Nguyen *et al.* (2023) [20]. This result suggests that larger firms possess advantages in terms of resources, processes, and data systems, and are also subject to greater monitoring and transparency pressures. Therefore, they tend to proactively implement IFRS 15 in order to better control risks and appropriately recognize revenue in complex contracts.

Furthermore, the professional qualifications and experience of accountants have a moderate direct effect with a coefficient of $\beta = 0.12$, which is consistent with the findings of Al-Absy and Ismail (2019) [2]. However, the results highlight that the mechanism of influence is not only direct but also indirect through IT infrastructure: TD → IT ($\beta = 0.54$), TD → IT → TK ($\beta = 0.14$), and the total effect of TD on TK reaches $\beta = 0.26$. The fact that the indirect effect is larger than the direct effect indicates that accountants’ capabilities become more effective when they are translated into the ability to design and utilize contract data systems,

standardize operational processes, and manage IT systems in order to meet the requirements of IFRS 15.

In addition, professional accounting and auditing advisory organizations, with a coefficient of $\beta = 0.11$, have a statistically significant effect, which is consistent with the findings of Albaskri (2015)^[1] and Al-Absy and Ismail (2019)^[2]. This result confirms the supporting role of external institutions through training, practical guidance, and implementation consultancy, although their impact is not as strong as that of internal firm factors.

At the managerial level, the competence and awareness of organizational managers, with a coefficient of $\beta = 0.22$, represent one of the strongest direct effects, which is consistent with the findings of Thinh and Lam (2024)^[23]. This suggests that the adoption of IFRS 15 is an organizational-level transformation process, requiring commitment, coordination capability, and resource allocation decisions from top management, rather than being merely a technical accounting issue.

Finally, information technology (IT) infrastructure, with a coefficient of $\beta = 0.25$, represents the factor with the strongest direct effect, which is consistent with the findings of Moqbel

et al. (2013)^[18] and Hoang Thi Huong (2023)^[15]. This result indicates that IT infrastructure is a key prerequisite for effectively implementing the core requirements of IFRS 15, including identifying performance obligations, determining the transaction price, allocating the transaction price, and monitoring contract progress in order to recognize revenue appropriately.

5.6. Model Robustness Test

To examine the robustness of the model, the study employs the Bootstrap method, in which the regression analysis is conducted with 5,000 random resamples. The estimation results obtained from the 5,000 bootstrap replications are then compared with the estimation results from the original research sample, and the critical value of the difference is calculated. If the calculated critical value is less than 1.96 (where 1.96 is the critical value corresponding to $p < 0.05$), it can be concluded that there is no statistically significant difference between the estimation results from the original sample and those obtained from the bootstrap procedure. Therefore, the model constructed in this study is considered robust and representative of the population.

Table 6: Results of the Model Robustness Test

Independent Variable	Dependent Variable	Original Sample	Bootstrap Mean (5000 samples)	Bias	SE	t(0.05)
IT	TK	0.249	0.248	-0.001	0.002	-0.400
NT		0.222	0.222	0.00	0.002	0.000
PL		0.091	0.092	0.001	0.002	0.498
QM		0.190	0.192	0.002	0.003	0.771
TC		0.113	0.113	-0.001	0.002	-0.400
TD		0.124	0.123	0.001	0.002	0.454
TD	IT	0.536	0.538	-0.002	0.002	1.134

Source: The authors' analysis

The results indicate that there is no significant difference between the estimates obtained from the original research sample and those derived from the 5,000 bootstrap samples, as all critical values are below 1.96. This finding confirms that the estimated model is reliable and robust, and is considered appropriate for representing the population.

6. Policy Implications

Based on the research findings, the author proposes several important policy implications to promote the level of readiness for the adoption of IFRS 15 in Vietnamese software enterprises.

Firstly, state regulatory authorities need to continue to refine the legal framework related to IFRS 15 in a way that is clear, consistent, and synchronized with existing regulations. The issuance of detailed and consistent guidance documents will help enterprises minimize uncertainty in the application process, while also creating a favorable legal environment for the practical implementation of IFRS 15.

Secondly, it is necessary to strengthen the role of professional organizations and specialized agencies in supporting enterprises in the adoption of IFRS 15. These organizations need to step up in-depth training activities, develop and disseminate specific practice guidelines, and provide technical support to enhance the awareness and professional competence of accountants and enterprise managers.

Thirdly, enterprises need to proactively develop policies to invest in IT infrastructure and enhance the capabilities of their accounting staff. Comprehensive investment in

technological systems and personnel training is considered an important foundation enabling enterprises to meet the complex requirements of IFRS 15, thereby promoting the level of readiness to adopt IFRS 15 effectively and sustainably in the long term.

7. Conclusion

The study identified and examined the factors influencing the level of readiness to adopt IFRS 15 in Vietnamese software enterprises. The results of the PLS-SEM analysis indicate that all factors in the model have a positive effect on the adoption of IFRS 15. Among these, IT infrastructure and managers' awareness are the two factors with the strongest influence. In addition, the qualifications and experience of accountants also create a significant indirect effect through technological infrastructure. The research findings provide a valuable reference basis for policymakers and enterprises, thereby contributing to the formation of comprehensive assessments and proposing feasible solutions to enhance the effectiveness of IFRS 15 implementation in enterprises in general and Vietnamese software enterprises in particular.

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