

# Mechanism and Path of Coordinated Development of Heilongjiang's Foreign Trade under the New Dual Circulation Pattern

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**Abstract:** Under the dual background of global economic recovery and domestic economic transformation and upgrading, the new dual circulation development pattern has emerged, aiming to achieve high-quality economic development through the mutual promotion of domestic and international circulations. As an important window for China's foreign trade, Heilongjiang Province's exploration of the mechanism and path of coordinated development in foreign trade holds significant practical importance. Based on the theoretical framework of the new dual circulation pattern, this paper analyzes the current state of foreign trade development in Heilongjiang Province, reveals the mechanism of its coordinated development, and delves into policy measures to promote Heilongjiang's foreign trade, the industrial chain linkage path, regional cooperation models, and the impact of technological innovation on trade model transformation. Through optimizing policies, constructing industrial chain linkage mechanisms, deepening regional cooperation, and promoting technological innovation, Heilongjiang's foreign trade is expected to achieve high-quality development under the new dual circulation pattern.

**Keywords:** new dual circulation pattern; Heilongjiang; foreign trade; coordinated development; policy measures; industrial chain linkage; regional cooperation; technological innovation

## Introduction

With profound changes in the global economic landscape and continuous advancement in domestic economic transformation, China has proposed the construction of a new development pattern where domestic circulation is the mainstay, and domestic and international circulations mutually promote each other. Against this strategic backdrop, Heilongjiang Province, as an old industrial base in Northeast China and a frontier of opening up, has particularly important research on the coordinated development of its foreign trade. Studying the mechanism and path of coordinated development of Heilongjiang's foreign trade not only helps to solve the current economic development bottlenecks and promote coordinated regional economic development but also provides beneficial references and insights for other regions in the country.

## 1. The Mechanism of Coordinated Development of Heilongjiang's Foreign Trade under the New Dual Circulation Pattern

### 1.1 Theoretical Analysis of the New Dual Circulation Pattern

Against the backdrop of global economic recovery and domestic economic transformation and upgrading, the new dual circulation development pattern has emerged. This theory emphasizes domestic circulation as the mainstay, driving high-quality economic development through strong domestic market demand and supply capacity. Domestic and international circulations mutually promote each other, with international market openness and cooperation enhancing the international competitiveness of domestic industries. The proposal of the new dual circulation pattern is both a response to new challenges in the globalization process and an important strategic choice for China's economic restructuring<sup>[1]</sup>.

circulation, as the core of the dual circulation, refers to the efficient cycle of production, distribution, circulation, and consumption by boosting domestic market demand. It emphasizes independent innovation, industrial upgrading, and consumption upgrading. Expanding domestic demand and supply-side structural reform are crucial for achieving high-quality economic development. For Heilongjiang Province, fully tapping into domestic demand potential and optimizing industrial structure are important ways to achieve economic development.

External circulation is an extension and expansion of internal circulation, promoting technological progress and competitiveness of domestic industries through international market openness and cooperation. It emphasizes the development of an open economy, enhancing the internationalization level of the domestic market through trade, investment, and technological exchanges. As a window for China's northeastern opening-up, Heilongjiang's strengthening of economic cooperation with neighboring countries is of great significance for achieving positive development in external circulation.

The core of the new dual circulation pattern lies in internal and external linkage, forming a development pattern where domestic and international markets mutually promote each other through the expansion of domestic demand and the opening up of international markets<sup>[2]</sup>. Heilongjiang Province should fully leverage its geographical advantages, focus on both domestic demand and international market expansion, forming a development model that balances internal and external considerations.

The key to realizing the new dual circulation pattern lies in institutional innovation and policy support. By improving market mechanisms, optimizing the business environment, and enhancing government governance capabilities, strong guarantees for high-quality economic development can be provided. For Heilongjiang Province, promoting market-oriented allocation of factors through institutional innovation, improving resource allocation efficiency, and forming an efficient internal and external linkage development mechanism are necessary.

## ***1.2 Current Status of Heilongjiang's Foreign Trade Development***

As an important province in northeast China, Heilongjiang has a long history and significant status in foreign trade. However, in recent years, due to changes in the domestic and international economic environment, Heilongjiang's foreign trade development faces many challenges. Overall, the scale, structure, and quality of Heilongjiang's foreign trade have certain problems and shortcomings, requiring efforts in multiple areas for improvement and enhancement.

In terms of scale, Heilongjiang's total import and export volume is relatively small, with a noticeable gap compared to other coastal provinces. Although Heilongjiang's foreign trade has grown in recent years, the overall scale remains small, affecting its position and role in national foreign trade. Increasing the scale of foreign trade is an important way to achieve economic development.

In terms of structure, Heilongjiang's import and export commodity structure is relatively single, mainly consisting of primary and resource-based products. The proportion of manufacturing and high-value-added products in export commodities is low, limiting the competitiveness and development potential of foreign trade. Optimizing trade structure and increasing the proportion of high-value-added products are key to enhancing foreign trade competitiveness.

In terms of markets, Heilongjiang's foreign trade is mainly concentrated in neighboring countries, especially Russia. Although trade cooperation with neighboring countries has geographical advantages, the high market concentration increases foreign trade risks. Expanding diversified markets, especially strengthening cooperation with ASEAN, EU, and other markets, is an important way to reduce trade risks.

In terms of quality, Heilongjiang's foreign trade has shortcomings in product quality, technological content, and service levels. Improving product quality, increasing technological content, and enhancing

service levels are important measures for achieving high-quality foreign trade development. Heilongjiang needs to enhance the overall quality of foreign trade through technological innovation and brand building.

In terms of policy support, Heilongjiang has certain deficiencies in policy measures to promote foreign trade development. Although the government has introduced some policies to support foreign trade, issues such as weak policy execution and low enterprise satisfaction exist in the implementation process. Strengthening policy support and optimizing policy implementation are important guarantees for promoting foreign trade development.

### ***1.3 Coordinated Development Mechanism of Heilongjiang's Foreign Trade***

Under the new dual circulation pattern, Heilongjiang Province needs to construct an efficient coordinated development mechanism for foreign trade. This mechanism includes resource allocation, industrial chain linkage, regional economic cooperation, and technological innovation, promoting high-quality foreign trade development through the synergistic effects of these mechanisms.

The resource allocation linkage mechanism is the foundation of Heilongjiang's foreign trade development. By rationally allocating natural, human, and capital resources, resource utilization efficiency can be improved, promoting sustainable economic development. Heilongjiang Province, with its abundant natural and human resources, needs to optimize resource allocation to achieve efficient resource utilization and coordinated foreign trade development.

The industrial chain linkage mechanism is key to enhancing foreign trade competitiveness. Through the linkage of upstream and downstream enterprises in the industrial chain, a complete industrial chain can be formed, enhancing the overall competitiveness of the industry. Heilongjiang Province should focus on selecting and developing key industries, promoting collaborative cooperation among industrial chain enterprises, and forming a strong industrial cluster effect.

The regional economic cooperation mechanism is an important way to achieve coordinated foreign trade development. Heilongjiang Province should strengthen economic cooperation with neighboring provinces and countries, particularly with Russia, North Korea, Japan, and South Korea. Through regional economic cooperation, the market space for foreign trade can be expanded, enhancing the overall competitiveness of foreign trade.

The technological innovation linkage mechanism is a significant driver for foreign trade development. Through technological innovation, product value-added and competitiveness can be improved, promoting the transformation and upgrading of foreign trade. Heilongjiang Province should increase investment in technological innovation, promote industry-academia-research cooperation, and form an innovation-driven foreign trade development model.

The policy support linkage mechanism ensures coordinated foreign trade development. The government should strengthen policy support, optimize policy implementation, and enhance enterprise satisfaction. Heilongjiang Province should provide strong policy support through policy innovation, promoting healthy foreign trade development.

### ***1.4 Analysis of Factors Affecting Coordinated Development***

In constructing the coordinated development mechanism for Heilongjiang's foreign trade, the factors affecting development are complex and diverse, requiring comprehensive consideration and response.

Policy environment and institutional factors are significant influences on coordinated foreign trade development. Government policy orientation, institutional arrangements, and policy implementation strength directly affect the effectiveness and efficiency of foreign trade. Heilongjiang Province should

optimize the policy environment, improve institutional arrangements, and enhance policy implementation strength to provide strong guarantees for coordinated foreign trade development.

Market demand and supply factors are core influences on coordinated foreign trade development. Changes in market demand and improvements in supply capacity directly determine the scale and quality of foreign trade. Heilongjiang Province should focus on analyzing market demand, enhancing supply capacity, meeting market demand, and achieving positive foreign trade development.

Technological innovation and human resources are driving factors affecting coordinated foreign trade development. Support from technological innovation and high-quality human resources is crucial for enhancing foreign trade competitiveness. Heilongjiang Province should increase investment in technological innovation and human resources, forming an innovation-driven foreign trade development model.

International environment and geopolitical factors are external influences on coordinated foreign trade development. Changes in international markets, geopolitical impacts, and adjustments in international trade rules significantly affect Heilongjiang's foreign trade. Heilongjiang Province should closely monitor international environment changes, flexibly adjust foreign trade strategies, and actively respond to external challenges.

Infrastructure and logistics systems are support factors affecting coordinated foreign trade development. Well-developed infrastructure and efficient logistics systems are crucial for smooth foreign trade operations. Heilongjiang Province should strengthen infrastructure construction, optimize logistics systems, and improve foreign trade efficiency and convenience.

## **2. Pathways for Coordinated Development of Heilongjiang's Foreign Trade**

### ***2.1 Policy Measures to Promote Heilongjiang's Foreign Trade***

To effectively promote the coordinated development of Heilongjiang Province's foreign trade under the new dual circulation pattern, the government should introduce a series of targeted policy measures.

Firstly, optimizing the trade environment is crucial. The government should simplify administrative approval processes, reduce operating costs for enterprises, and enhance trade facilitation. Additionally, strengthening intellectual property protection and creating a fair competition market environment will provide security for enterprise innovation and development<sup>[3]</sup>.

Secondly, fiscal support policies are important tools for promoting foreign trade. The government can reduce taxes, provide export subsidies, and establish special funds to alleviate enterprise burdens and encourage them to expand export scales. More fiscal support should be given to enterprises with high technological content and high added value products, promoting product structure optimization and enhancing the quality and efficiency of foreign trade.

Financial support measures are also vital. The government should encourage financial institutions to innovate financial products, provide more financing channels and tools, and help enterprises solve funding shortages. Furthermore, financial institutions should be encouraged to develop cross-border financial services to support enterprises in financing and investing in international markets, thereby enhancing their international competitiveness.

Moreover, the government should strengthen the coordination of foreign trade policies and the construction of service systems. Establishing a comprehensive cross-departmental and cross-regional policy coordination mechanism will create policy synergy. Improving the foreign trade service system to provide enterprises with information consulting, legal assistance, and market development services will help them better adapt to the international market environment.

Finally, the government should promote international cooperation and exchanges in foreign trade. Strengthening policy alignment with major trade partners, signing more free trade agreements and investment protection agreements, reducing trade barriers, and expanding market access are necessary. Actively participating in international economic governance and enhancing China's voice in the formulation of international trade rules will create a more favorable international trade environment for enterprises.

## ***2.2 Specific Paths for Industrial Chain Linkage Development***

Under the new dual circulation pattern, Heilongjiang Province should fully leverage the advantages of industrial chain linkage development to promote high-quality foreign trade development.

Selecting key industries is the foundation for achieving industrial chain linkage development. Based on its resource endowments and market demand, Heilongjiang should focus on developing competitive industries such as agricultural product processing, equipment manufacturing, new materials, and biomedicine, forming competitive industrial clusters.

Promoting the collaboration of upstream and downstream enterprises in the industrial chain is key. By linking upstream and downstream enterprises, a complete industrial chain can be formed, enhancing the overall competitiveness of the industry. Heilongjiang should strengthen cooperation among these enterprises, promote information sharing, technical cooperation, and market synergy, forming a coordinated development mechanism for the industrial chain.

Enhancing the technological level of the industrial chain is an important way to promote linkage development. Heilongjiang should increase investment in technological research and development, promoting breakthroughs and applications of key technologies. Through technological innovation, the technological level and added value of the industrial chain can be enhanced, boosting the competitiveness of foreign trade. Additionally, establishing industry-academia-research cooperation mechanisms will promote the transformation and application of research results, enhancing the innovation capacity of the industrial chain.

Optimizing the resource allocation of the industrial chain is the guarantee for achieving coordinated development. Heilongjiang should use market-oriented methods to optimize resource allocation, improving resource utilization efficiency. Promoting resource integration among upstream and downstream enterprises will form an efficient resource allocation mechanism. Additionally, strengthening infrastructure construction and improving the logistics system will provide strong support for the coordinated development of the industrial chain.

Promoting the internationalization of the industrial chain is an effective way to enhance foreign trade competitiveness. Heilongjiang should encourage enterprises to "go global," establishing production bases and sales networks in international markets, thus enhancing the internationalization level of the industrial chain. International development will strengthen the industrial chain's risk resistance and enhance the comprehensive competitiveness of foreign trade.

## ***2.3 New Models of Regional Cooperation and Opening Up***

Under the new dual circulation pattern, Heilongjiang Province should actively explore new models of regional cooperation and opening up to promote coordinated development in foreign trade.

Deepening economic cooperation with neighboring countries is a significant direction for regional cooperation. Heilongjiang should leverage its geographical advantages to strengthen economic cooperation with Russia, North Korea, Japan, and South Korea, forming a new pattern of regional economic cooperation. Through regional cooperation, the market space for foreign trade can be expanded, enhancing the comprehensive competitiveness of foreign trade.

Promoting cross-regional economic cooperation is an effective way to achieve coordinated development. Heilongjiang should strengthen economic cooperation with other provinces, especially with economically developed regions such as Beijing-Tianjin-Hebei, the Yangtze River Delta, and the Guangdong-Hong Kong-Macao Greater Bay Area. Through cross-regional economic cooperation, resource sharing, industrial docking, and market linkage can be promoted, forming a coordinated development mechanism for regional economies<sup>[4]</sup>.

Establishing a regional economic cooperation mechanism is an important measure to ensure coordinated development. Heilongjiang should promote the establishment of intergovernmental cooperation mechanisms, forming policy coordination and information sharing mechanisms. Additionally, promoting cooperation among enterprises by establishing enterprise alliances and industrial alliances will facilitate technical cooperation and market docking among enterprises, forming a coordinated development mechanism for regional economic cooperation.

Innovating the mode of opening up is key to enhancing foreign trade competitiveness. Heilongjiang should actively explore new modes of opening up, promoting the construction of free trade zones and cross-border economic cooperation zones. By constructing free trade zones and cross-border economic cooperation zones, more foreign-funded enterprises and multinational corporations can be attracted, raising the level of opening up in foreign trade. Simultaneously, promoting foreign investment and international capacity cooperation will form a diversified pattern of opening up.

Optimizing the business environment for opening up is the guarantee for achieving coordinated development. Heilongjiang should strengthen the optimization of the business environment, simplify administrative approval processes, and enhance trade facilitation. Strengthening intellectual property protection and creating a fair competition market environment are also essential. Improving government service levels to provide comprehensive support and services for enterprises will promote healthy development in foreign trade<sup>[5]</sup>.

#### ***2.4 Technological Innovation and Trade Mode Transformation***

Under the new dual circulation pattern, technological innovation is the key driving force for transforming the trade mode.

Promoting technological research and innovation is the foundation for enhancing foreign trade competitiveness. Heilongjiang should increase investment in technological research and development, promoting breakthroughs and applications of key technologies. Through technological innovation, product value-added and competitiveness can be improved, enhancing the comprehensive strength of foreign trade.

Promoting industrial technology upgrading is an important way to achieve trade mode transformation. Heilongjiang should drive the technological upgrading of traditional industries through technological innovation, enhancing the overall competitiveness of the industry. By upgrading industrial technology, product structure can be optimized, and the technological content and quality of products can be improved, promoting the transformation and upgrading of foreign trade.

Promoting the development of emerging industries is an effective way to achieve trade mode transformation. Heilongjiang should accelerate the development of emerging industries, especially high-tech and strategic emerging industries. Through the development of emerging industries, the technological level and innovation capacity of foreign trade can be enhanced, forming new growth points for trade and promoting the transformation and upgrading of the trade mode.

Promoting digitalization and intelligentization is a crucial means for trade mode transformation. Heilongjiang should drive the development of the digital economy and intelligent manufacturing, enhancing the digitalization and intelligentization levels of industries. Through digitalization and intelligentization, production processes can be optimized, and production efficiency and product quality can be improved<sup>[6]</sup>.

Promoting green and sustainable development is an important direction for trade mode transformation. Heilongjiang should promote the development of green technologies and environmental protection industries, enhancing the greening of industries. Through the development of green technologies and environmental protection industries, the environmental costs of foreign trade can be reduced, achieving sustainable trade development. Additionally, promoting the export of green products will enhance the greening of foreign trade, forming a new model of green trade.

## Conclusion

This paper systematically analyzed the mechanism and pathways for the coordinated development of Heilongjiang Province's foreign trade under the theoretical framework of the new dual circulation pattern. The study found that optimizing policy measures, constructing industrial chain linkage mechanisms, deepening regional cooperation, and promoting technological innovation are key pathways for promoting the high-quality development of Heilongjiang's foreign trade. However, the research also has certain limitations, such as the difficulty in obtaining data and the constraints of the analysis methods. Future research could further deepen the evaluation of the effects of specific policy implementations, explore more precise industrial chain linkage models, and investigate how to better achieve sustainable foreign trade development amid increasing global economic uncertainties. Through these efforts, Heilongjiang Province is expected to achieve comprehensive economic revitalization and high-quality development under the new dual circulation pattern.

## Fund Project

1.2023 Annual "Scientific Research Fund Project" of Cambridge University of Harbin: Mechanism and Path of Coordinated Development of Heilongjiang's Foreign Trade under the New Dual Circulation Pattern, Project No.: 2023JQKY05.

2.2023 Key Project of Heilongjiang Provincial Education Science Planning: Research on the Construction of Teaching Community in Applied Undergraduate Colleges Based on the Concept of "Three Recognitions" (No.: GJB1423300).

3.Research on the Path of Constructing the IEM Industry-Education Integration Talent Training Ecosystem in the International Trade Major under the Background of New Liberal Arts JQJG2022005.

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