UNIVERSITAS
GADJAH MADA
**Negosiasi Pengaksesan Manuskrip Privat: Studi Kasus Komunitas Makassar Heritage Society di Sulawesi
Selatan**
Mushlihatul Inayah HR, Prof. Dr. Partini, S.U.
Universitas Gadjah Mada, 2026 | Diunduh dari http://etd.repository.ugm.ac.id/

DAFTAR PUSTAKA

Aditya, R. (2025). *Khazanah Manuskrip Nusantara: Data, Persebaran, dan Tantangan Digitalisasi Nasional*. Jakarta: Perpustakaan Nasional RI Press.

Alfiansyah, R. (2023). Modal sosial sebagai instrumen pemberdayaan masyarakat desa. Jurnal Socius: Journal of Sociology Research and Education, 10(1), 41–51.

Alfida. (2023). *Akses informasi dan perilaku pencarian informasi.* Kencana.

Basri, B., & Ahmad, A. (2025). Sexual Ethics and Ritual in Buginese Manuscript Culture: Qur'anic Performative Practices in the Assikalaibineng Heritage of Sulawesi. Mushaf: Jurnal Tafsir Berwawasan Keindonesiaan, 6(1), 1-22.

Bodo, M. (2012). Community heritage and its role in the preservation of cultural resources. Journal of Cultural Heritage, 18(2), 123–137.

Bondar, A. (2008). Kontekstual pelestarian naskah kuno/manuskrip dalam menggali kearifan lokal sebagai social capital membangun bangsa: Sebuah tinjauan UU No. 43/2007 tentang perpustakaan. Media Pustakawan, 15(3).

Boujdad M'kadem, A., & Nieuwenhuysen, P. (2010). Digital access to cultural heritage material: case of the Moroccan manuscripts. Collection Building, 29(4), 137–141. https://doi.org/10.1108/01604951011088862

Bourdieu, P. (1986). *The forms of capital in J. Richardson (Ed.), handbook of theory and research for the sociology of education*. Greenwood.

Bourdieu, P. (1984). *Distinction: A social critique of the judgement of taste* (R. Nice, Trans.). Harvard University Press.

Bourdieu, P. (1991). *Language and Symbolic Power*. Harvard University Press.

Buckland, M. K. (1991). *Information and Information Systems*. Greenwood Press.

Budiman, M. A., et al. (2025). Symbolic Meaning of Bugis Lontara Copying in Andi Oddang To Sessungriu: Knowledge Keepers in the Digital Era. Al-Iftah: Journal of Islamic Studies and Society, 6(2), 173-193.

Burnett, G., Besant, M., & Chatman, E. A. (2001). Small worlds: normative behavior in virtual communities and feminist bookselling. Journal of the American Society for Information Science and Technology, 52(7), 536–547.

Burt, R. S. (1992). *Structural holes: The social structure of competition.* Harvard University Press.

Carsten, J. (Ed.). (2000). *Cultures of relatedness: New approaches to the study of kinship*. Cambridge University Press.

Coleman, J. S. (1988). Social capital in the creation of human capital. American Journal of Sociology, 94(1), S95–S120. http://www.jstor.org/stable/2780243

Coleman, J. S. (1990). *Foundations of social theory*. Harvard University Press.

Dreamsea.co

Eliade, M. (1959). *The Sacred and the Profane: The Nature of Religion.* Harcourt, Brace & World.

Evizariza, & Idayanti, I. (2017). Pendataan dan digitalisasi naskah kuno Melayu di Kabupaten Kampar. Jurnal Ilmu Budaya, 14(1), 29–38. https://doi.org/10.31849/jib.v14i1.1134

Fathurahman, O. (2015). *Filologi Indonesia: teori dan metode*. Prenada Media Group.

UNIVERSITAS
GADJAH MADA
Negosiasi Pengaksesan Manuskrip Privat: Studi Kasus Komunitas Makassar Heritage Society di Sulawesi Selatan
Mushlihatul Inayah HR, Prof. Dr. Partini, S.U.
Universitas Gadjah Mada, 2026 | Diunduh dari http://etd.repository.ugm.ac.id/

Fathy, R. (2019). Modal sosial: konsep, inklusivitas dan pemberdayaan masyarakat. Jurnal Pemikiran Sosiologi, 6(1), 1. https://doi.org/10.22146/jps.v6i1.47463

Foucault, M. (1980). *Power/Knowledge: Selected Interviews and Other Writings, 1972–1977*. Pantheon Books.

Fukuyama, F. (2001). Social capital: the key to understanding modern society. The Journal of Economic Perspectives, 15(1), 15–25.

Gadamer, H.-G. (1975). *Truth and method* (G. Barden & J. Cumming, Trans.). Seabury Press

Gallop, A. T. (2013a). Seals as Sources for the History of Negeri Sembilan. Journal of the Malaysian Branch of the Royal Asiatic Society, 86(2), 1–32. https://doi.org/10.1353/ras.2013.0017

Gallop, A. T. (2013b). The preservation of manuscripts: the role of filology and conservation in the modern world. Journal of Manuscript Studies, 19(2), 78–92.

Geertz, C. (1960). The Javanese Kijaji: The changing role of a cultural broker. Comparative Studies in Society and History, 2(2), 228–249.

Giddens, A. (1984). *The Constitution of Society: Outline of the Theory of Structuration*. University of California Press.

Giddens, A. (2006). *Sociology* (5th ed.). Polity Press.

Gilligan, C. (1982). *In a different voice: Psychological theory and women's development*. Harvard University Press.

Gilliland, A. J. (2014). *Conceptualizing 21st-Century Archives*. Society of American Archivists.

Goffman, E. (1959). *The presentation of self in everyday life.* Anchor Books.

Halbwachs, M. (1992). *On collective memory* (L. A. Coser, Ed. & Trans.). University of Chicago Press.

Hall, E. T. (1959). *The Silent Language*. Doubleday & Company.

Haris, A., Yamin, A., & Andriani, N. (2025). Pelestarian naskah kuno sebagai identitas kebudayaan dan kekayaan khasanah intelektual daerah Sumbawa. Jurnal Pengabdian Kepada Masyarakat, 5(2), 79–84.

Harrison, R. (2013). *Heritage: critical approaches*. Routledge.

Huber, V. (2024). The Fabrication of lineage: genealogical manuscripts and the administration of the Spanish Empire (Fifteenth–Eighteenth Century). In Genealogical Manuscripts in Cross-Cultural Perspective (pp. 269–298). De Gruyter. https://doi.org/10.1515/9783111382876-009

Idham, I., dkk. (2017). *Katalog naskah keagamaan: Maluku Utara, Sulawesi Selatan, Sulawesi Barat, Sulawesi Tenggara, dan Gorontalo*. Balai Litbang Agama Makassar.

Irfaniah, H. (2023). Community archives' role in safeguarding Intangible Cultural Heritage. Jurnal Kajian Informasi & Perpustakaan, 11(2), 257–268.

Jarusawat, P. (2020). Sustainable Preservation of Lanna Palm Leaf Manuscripts Based on Community Participation. IAFOR Journal of Literature & Librarianship.

Julien, H. (2012). Looking for information: a survey of research on information seeking, needs, and behavior. Journal of the American Society for Information

Negosiasi Pengaksesan Manuskrip Privat: Studi Kasus Komunitas Makassar Heritage Society di Sulawesi
Selatan
Mushlihatul Inayah HR, Prof. Dr. Partini, S.U.
Universitas Gadjah Mada, 2026 | Diunduh dari http://etd.repository.ugm.ac.id/

Science and Technology, 63(12), 2557–2558. https://doi.org/10.1002/asi.22777

Khadijah, U. L. S., Winoto, Y., Shuhidan, S. M., Anwar, R. K., & Lusiana, E. (2024). Community participation in preserving the history of heritage tourism sites. Journal of Law and Sustainable Development, 12(1), e2504. https://doi.org/10.55908/sdgs.v12i1.2504

Koeswinarno. (2015). Memahami Etnografi Ala Spradley. Jurnal SMaRT, 1(2), 257–265. https://doi.org/10.18784/smart.v1i2.256

Latour, B. (2005). *Reassembling the Social: An Introduction to Actor-Network-Teory*. Oxford University Press.

Limbong, P. F. (2019). Karakter Arsip Sultan Ternate Koleksi Perpustakaan Nasional Republik Indonesia (The Characteristics of Sultan Ternate's Manuscripts Collection National Library 0f Indonesia). Sawerigading, 25(1), 47. https://doi.org/10.26499/sawer.v25i1.619

Lin, N. (2001). *Social capital: a theory of social structure and action*. Cambridge University Press.

Lindholst, M. (2014). *Negotiation Planning and Preparation in Practice*. Paper presented at the 27th Annual Conference of the IACM, Leiden, Netherlands.

Maddux, R. B. (2001). *Successful negotiation: Effective "win-win" strategies and tactics*. Crisp Publications.

Marx, K. (1990). *Capital: a critique of political economy* (B. Fowkes, Tran.; Vol. 1). Penguin Books.

Mamik. (2015). *Metodologi kualitatif* (N. Retnowati (ed.)). Zifatama Publisher

Mauss, M. (1954). *The Gift: Forms and Functions of Exchange in Archaic Societies* (I. Cunnison, Trans.). Cohen & West.

Nain, U., Kadir, M. D. F., & Sosiawan, A. (2023). Modal sosial melalui kepercayaan (trust) masyarakat di Dusun 1 Daungparue Desa Betao Riase Kecamatan Pitu Riawa Kabupaten Sidenreng Rappang. Jurnal Pallangga Praja, 5(1), 57–62. https://doi.org/10.61076/jpp.v5i1.3430

Nofiyanti, Asbari, M., Fajri, A., & Ayunita, D. (2025). Teknik Negosiasi dan Komunikasi Bisnis: Solusi Efektif Mengatasi Konflik dan Meningkatkan Kinerja Berdasarkan Study Literatur Review. Jurnal Ilmu Sosial, Manajemen, Akuntansi Dan Bisnis, 2 (1), 7–11.

Nofrizal. (2020). Pelestarian manuskrip kuno Melayu Nusantara perspektif industries. Al-Adyan: Jurnal Studi Lintas Agama, 15(2), 163–194. https://doi.org/10.24042/ajsla.v15i2.6110

Nopriani, R., & Rodin, S. (2020). Manuscripts as cultural memory: preserving indigenous knowledge through writing. Heritage Studies Journal, 8(4), 118-134., 8(4), 118–134.

Noprizal, R. (2020). Manuscripts as bridges of knowledge: connecting the past with the present. Journal of Cultural Memory, 13(2), 67–80.

Noy, C. (2008). Sampling Knowledge: The Hermeneutics of Snowball Sampling in Qualitative Research. International Journal of Social Research Methodology, 11(4), 327–344. https://doi.org/10.1080/13645570701401305

Paeni, Mukhlis et al. 2003. *Katalog Induk Naskah-Naskah Nusantara Sulawesi Selatan.* Jakarta: Arsip Nasional Republik Indonesia.

Negosiasi Pengaksesan Manuskrip Privat: Studi Kasus Komunitas Makassar Heritage Society di Sulawesi
Selatan
Mushlihatul Inayah HR, Prof. Dr. Partini, S.U.
Universitas Gadjah Mada, 2026 | Diunduh dari http://etd.repository.ugm.ac.id/

Poleg, E. (2022). *New technologies, training initiatives and the future of manuscript studies*. https://www.nationalarchives.gov.uk/palaeography/where_to_start.htm

Portes, A. (1998). Social capital: Its origins and applications in modern sociology. Annual Review of Sociology, 24(1), 1–24.

Prasetyawan, N. A. (2022). *Petunjuk teknis konservasi manuskrip*. Badan Pengembangan dan Pembinaan Bahasa.

Pudjiastuti, T. (2023). Old manuscript collection of Pontianak community. International Review of Humanities Studies, 8(1), 1-15. https://scholarhub.ui.ac.id/irhs/vol8/iss1/1

Putnam, R. D. (1993). *Making democracy work: civic traditions in modern Italy*. Princeton University Press.

Putnam, R. D. (2000). *Bowling alone: the collapse and revival of American community.* Simon & Schuster.

Rahman, T. (2026). *The art of influence: Strategi lobi dan negosiasi di era disrupsi*. Revormasi.

Rahmawati, L., & Wahdah, S. (2024). Preservasi naskah kuno (manuskrip) Kalimantan Selatan: studi kasus pada Dinas Perpustakaan dan Kearsipan Provinsi dan Museum Lambung Mangkurat Kalimantan Selatan. Pustaka Karya: Jurnal Ilmiah Ilmu Perpustakaan dan Informasi, 12(1), 95–111. https://doi.org/10.18592/pk.v12i1.12459

Smith, L. T. (1999). *Decolonizing Methodologies: Research and Indigenous Peoples*. Zed Books.

Smith, L. (2006). *Uses of heritage*. Routledge.

Schutz, A. (1944). The Stranger: An Essay in Social Psychology. American Journal of Sociology, 49(6), 499-507

Sukmawati, D. L. (2014). Inventarisasi naskah lama Madura. Manuskripta, 1(2), 17–30.

Sukmawati, Ni Made Rai., I. Made Budiasa. (2013). Negosiasi dan Kontrak Dagang dalam Perdagangan Internasional "Export" di Fa. Jurnal Sosial dan Humaniora, Vol. 3 No. 1.

Sugiyono. (2008). *Metode Penelitian Kuantitatif, Kualitatif, dan R&D*. Bandung: Alfabeta.

Tazkiya, A., Aldiansyah, M., Sonia, G., & Saparingga, H. (2021). Meraih keberhasilan negosiasi bisnis melalui keterampilan berkomunikasi. Jurnal Sosial Sains, 1(5), 345–358. https://doi.org/10.36418/sosains.v1i5.74

Tinambunan, T. M., & Siahaan, C. (2022). Implementasi Teknik Lobi dan Negosiasi yang Efektif dalam Melakukan Bisnis. MASSIVE: Jurnal Ilmu Komunikasi, 2 (2), 55. https://doi.org/10.35842/massive.v2i2.21

Warscheid, I. (2024). Exploring the manuscripts of Tuwāt: history and community memory in the Algerian Sahara. Journal of Islamic Manuscripts, 15(3), 373–401.

Wilson, T. D. (1999). Models in information behaviour research. Journal of Documentation, 55(3), 249–270. https://doi.org/10.1108/EUM0000000007145

Wibowo, A. (2023). *Seni negosiasi bisnis.* Penerbit Yayasan Prima Agus Teknik.

UNIVERSITAS
GADJAH MADA
**Negosiasi Pengaksesan Manuskrip Privat: Studi Kasus Komunitas Makassar Heritage Society di Sulawesi
Selatan**
Mushlihatul Inayah HR, Prof. Dr. Partini, S.U.
Universitas Gadjah Mada, 2026 | Diunduh dari http://etd.repository.ugm.ac.id/

Woolcock, M. (1998). Social capital and economic development: toward a theoretical synthesis and policy framework. Theory and Society, 27(2), 151–208. https://doi.org/10.1023/A:1006884930135

Yusuf, A. M. (2014). *Metode penelitian: kuantitatif, kualitatif dan penelitian gabungan*. Prenamedia Group.

Zakiyyah, F. N., Damayanti, N. A., Khadijah, U. L., & Khoerunnisa, L. (2022). Preservasi naskah kuno pada Yayasan Sastra Lestari berbasis digital. Al-Kuttab : Jurnal Kajian Perpustakaan, Informasi dan Kearsipan, 4(2), 1–12. https://doi.org/10.24952/ktb.v4i2.4845