

ABSTRAK

Penerapan kebijakan hilirisasi nikel Indonesia pada 2014 mengubah hubungan ekonomi Indonesia–China dari perdagangan bijih mentah menjadi pengolahan domestik bernilai tambah. Perubahan ini menantang China karena pasokan nikel Indonesia penting bagi industri *stainless steel* dan kendaraan listriknya. Penelitian ini menganalisis operasionalisasi diplomasi ekonomi China melalui pendekatan kualitatif dan studi kasus eksplanatif periode 2013–2018. Data diperoleh melalui studi dokumen dan dianalisis dengan analisis konten kualitatif berdasarkan empat fase diplomasi ekonomi Kishan S. Rana. Temuan menunjukkan bahwa China tidak menempuh konfrontasi perdagangan, melainkan beradaptasi melalui investasi langsung, pembangunan smelter, penyediaan teknologi, dan integrasi rantai produksi. *Economic salesmanship* memadukan diplomasi tingkat tinggi, pembiayaan, dan promosi teknologi, sedangkan *economic networking and advocacy* menghubungkan pemerintah, perusahaan, lembaga keuangan, jaringan politik, dan mitra Indonesia. *Image building* membangun legitimasi melalui *Green BRI*, *win-win cooperation*, dan tanggung jawab sosial perusahaan, meskipun dibatasi persoalan emisi. *Regulatory management and resource mobilization* mempertahankan keterlibatan China melalui penyesuaian korporasi dan koalisi lintas negara. Dengan demikian, keempat fase tersebut bekerja saling menguatkan, tetapi memiliki kontribusi berbeda dalam mendukung keberlanjutan strategi ekonomi China. Penelitian menyimpulkan bahwa diplomasi ekonomi China efektif karena mampu menyesuaikan instrumen tanpa mengubah tujuan pengamanan nikel. Namun, peningkatan posisi tawar Indonesia tetap disertai risiko ketergantungan pada modal, teknologi, dan jaringan operasional China.

Kata kunci: diplomasi ekonomi; China; hilirisasi nikel; Indonesia; Kishan S. Rana.

ABSTRACT

The implementation of Indonesia's nickel downstream policy in 2014 changed the Indonesia-China economic relationship from raw ore trade to value-added domestic processing. This change challenges China because Indonesia's nickel supply is important for its stainless steel and electric vehicle industries. This research analyzes the operationalization of China's economic diplomacy through a qualitative approach and explanatory case studies for the 2013–2018 period. Data was obtained through document study and analyzed using qualitative content analysis based on Kishan S. Rana's four phases of economic diplomacy. The findings show that China is not pursuing trade confrontation, but is adapting through direct investment, building smelters, providing technology, and integrating production chains. Economic salesmanship combines high-level diplomacy, financing, and technology promotion, while economic networking and advocacy connects governments, companies, financial institutions, political networks, and Indonesian partners. Image building builds legitimacy through Green BRI, win-win cooperation and corporate social responsibility, even though it is limited by emissions issues. Regulatory management and resource mobilization maintain China's involvement through corporate adjustments and cross-border coalitions. Thus, the four phases work to strengthen each other, but have different contributions in supporting the sustainability of China's economic strategy. The research concludes that China's economic diplomacy is effective because it is able to adjust instruments without changing the goal of securing nickel. However, increasing Indonesia's bargaining position is still accompanied by the risk of dependence on Chinese capital, technology and operational networks.

Keywords: economic diplomacy; China; downstream nickel; Indonesia; Kishan S. Rana.