



ABSTRAK

Pihak pemerintah Indonesia sedang melakukan penataan kembali Sistem Transportasi Nasional. Salah satu upaya yang dilakukan pemerintah Indonesia yaitu mengembalikan jalur kereta api yang sudah mati, termasuk jalur Maos-Banjarnegara. Berkaca dari zaman Hindia Belanda, banyak aspek penting untuk mencapai ambisi tersebut, salah satunya aspek negosiasi. Dalam negosiasi pembangunan jalur kereta api Maos-Banjarnegara pada 1877-1884 terdapat tiga permasalahan pokok yaitu apa kepentingan pemerintah kolonial Hindia Belanda dan pihak swasta? Bagaimana proses negosiasi kedua belah pihak? Kemudian poin-poin apa saja yang harus disepakati antara kedua belah pihak?

Penelitian ini menggunakan metode penelitian sejarah yang terdiri dari lima tahap. Pertama yaitu pemilihan topik, kemudian pengumpulan sumber primer maupun sekunder, dilanjutkan dengan verifikasi sumber. Kemudian dilakukan analisis pada sumber-sumber yang telah diverifikasi. Terakhir yaitu tahap historiografi. Teknik pengumpulan data penelitian ini menggunakan literatur arsip, buku, jurnal, tesis, maupun skripsi.

Hasilnya menunjukkan bahwa, pertama, baik pihak pemerintah kolonial Hindia Belanda maupun pihak swasta memiliki kepentingan masing-masing pada pembangunan kereta api jalur Maos-Banjarnegara. Sehingga harus melakukan negosiasi agar kepentingan kedua belah pihak dapat terakomodir. Kedua, terdapat fase kekosongan konsesi yang menyebabkan proses negosiasi berhenti sejenak. Ketiga, yaitu dilakukan renegotiasi antara pihak pemerintah kolonial Hindia Belanda dengan pihak swasta. Negosiasi pembangunan kereta api jalur Maos-Banjarnegara pada akhirnya berhasil dan poin-poin kesepakatan kedua belah pihak pun tercapai.

Kata Kunci: Negosiasi, Kereta Api, Pemerintah Kolonial Hindia Belanda, Swasta.



ABSTRACT

The Indonesian government is conducting a restructuring of the National Transportation System. One of the efforts made by the Indonesian government was to restore the dead railway lines, including the Maos-Banjarnegara route. Reflecting on the Dutch East Indies era, there are many important aspects to achieving this ambition, one of which is the aspect of negotiation. In negotiating the construction of the Maos-Banjarnegara railway in 1877-1884 there were three main problems, namely what was the interests of the Dutch East Indies government and the private sector? What is the negotiation process between the two parties? Then what points must be agreed upon between the two parties?

This study uses a historical research method consisting of five stages. First is the selection of topics, then collection of primary and secondary sources, followed by source verification. Then an analysis is carried out on verified sources. Finally, the historiography stage. The data collection technique of this research uses archival literature, books, journals, theses, and undergraduate theses.

The results show that, first, both the Dutch East Indies colonial government and the private sector have their respective interests in the construction of the Maos-Banjarnegara railway line. So it must negotiate so that the interests of both parties can be accommodated. Second, there is a phase of concession vacancies which causes the negotiation process to pause. Third, namely the renegotiation between the Dutch East Indies colonial government and the private sector. The negotiations on the construction of the Maos-Banjarnegara line train were finally successful and the points of agreement between the two parties were reached.

Keywords: Negotiation, Railways, Dutch East Indies Colonial, Private Sector.