

STRATEGI PERUNDINGAN NEGARA-NEGARA ANGGOTA *TRANS-PACIFIC PARTNERSHIP AGREEMENT* DALAM MENCAPAI KONSENSUS

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ABSTRAK

Tesis ini berupaya untuk mengetahui bagaimana strategi perundingan negara-negara anggota *Trans-Pacific Partnership Agreement* (TPPA) dalam mencapai konsensus. Menggunakan teori unilateralisme dan diplomasi bilateral, tesis ini berupaya untuk menjelaskan bagaimana strategi unilateralisme Amerika Serikat (AS) dan penggunaan mekanisme diplomasi bilateral oleh negara-negara anggota TPPA secara efektif dalam mendorong alur proses perundingan menuju konsensus.

Strategi unilateralisme AS diwujudkan melalui peran sebagai *agenda setter* sekaligus *rule setter* perundingan TPPA. AS berupaya untuk mengendalikan agenda perundingan dan keanggotaan TPPA. Pengendalian agenda perundingan bertujuan untuk mengamankan agenda perdagangan AS dalam TPPA dan mencegah gagalnya proses perundingan menuju konsensus sebagai akibat dari polemik, friksi dan konflik kepentingan di antara negara-negara anggota TPPA. Sedangkan dalam mengendalikan keanggotaan TPPA, AS memainkan peran sebagai *gatekeeper* dengan cara membatasi kekuasaan dan pengaruh negara-negara anggota baru TPPA. Pembatasan ditujukan untuk membentuk sikap akomodatif guna mendukung agenda perundingan TPPA. Didukung oleh *leverage* yang kuat, strategi unilateralisme AS bekerja secara efektif dalam mendikte sikap akomodatif negara-negara anggota TPPA guna mengakomodasi agenda perundingan TPPA.

Untuk mengkatalisasi alur proses perundingan menuju konsensus, negara-negara anggota TPPA memanfaatkan penggunaan mekanisme diplomasi bilateral. Dipilihnya mekanisme diplomasi bilateral bertujuan untuk merundingkan agenda perundingan TPPA yang dianggap sensitif dan berpotensi menggagalkan jalannya proses perundingan. Isu-isu sensitif yang menggerogoti proses perundingan berhasil mencapai kesepakatan di tengah konflik kepentingan di antara negara-negara anggota TPPA. Dengan demikian, penggunaan mekanisme diplomasi bilateral secara efektif membentuk sikap akomodatif negara-negara anggota TPPA terhadap agenda perundingan TPPA sehingga proses perundingan mencapai konsensus.

Kata kunci: diplomasi bilateral, perundingan perdagangan, Amerika Serikat, TPPA, unilateralisme.

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ABSTRACT

This thesis examines how the negotiation strategies of the negotiating parties of the Trans-Pacific Partnership Agreement (TPPA) in promoting the TPPA negotiations to reach into a consensus. By using theories of unilateralism and bilateral diplomacy, it attempts to demonstrate how American unilateralism and the use of bilateral diplomacy mechanism by the negotiating parties works effectively to promote the negotiations process to reach into a consensus.

The U.S. imposes its unilateralism strategy by taking position as agenda setter as well as rule setter of TPPA negotiations. It is visualized by its efforts to control agenda and membership of TPPA. By controlling the TPPA negotiations agenda, the U.S. aims to securitize its trade agenda in TPPA and prevent negotiations from being stalled and collapsed as result of polemic, frictions and conflict of interests amongst the negotiating parties. Meanwhile for controlling the TPPA membership, the U.S. takes position as gatekeeper by limiting the power and influence of new entrants of TPPA which aims to dictate them in order to be accommodative to provide support for the TPPA negotiations agenda. The U.S. unilateralist strategy which is sustained by its powerful leverage works effectively to dictate others negotiating parties's behaviors in order to be accommodative towards the TPPA negotiations agenda.

In catalyzing the negotiations process to reach into a consensus, the negotiating parties also seek to take advantage the use of bilateral diplomacy mechanism to negotiate the TPPA negotiations agenda which is assumed sensitive and potentially threatening the negotiations to get into collapse. By taking advantage of bilateral diplomacy mechanism, those sensitive issues which undermine negotiations are successfully to be moderated in order to reach agreement amidst conflict of interests amongst the negotiating parties. Thus, the use of bilateral diplomacy mechanism works effectively to craft the negotiating parties's behaviors to accommodate the TPPA negotiations agenda. This accommodativeness enables the success of TPPA negotiations to reach into a consensus.

Keywords: bilateral diplomacy, trade negotiation, the U.S., TPPA, unilateralism.