

## **ABSTRACT**

MNC's operation in host country is related with two type of dimension; economy and politics, because there are three actors in its activity ; corporations, host country, and home country. In its host country, MNC often causes many dilemma, on one side it brings good impact for host country because of its capital and sophisticated technology, but in the other side it causes many social problems such as violation of labor rights, environmental problems, and bad impacts for domestic industry.

Wal-Mart and China negotiation in labor issue and energy efficiency policy is one of the complicated relations. Wal-Mart is one of the biggest retailer in the world which based on Arkansas, United States and China is a mega trader nation and also an emerging market for multinationals. Wal-Mart and China have been strong relationship since 1996, when the biggest retailer entered the biggest population country for the first time. China is one of the most important country for Wal-Mart because China is an emerging market and also the center of its supply chain, while Wal-Mart is also important for China because Wal-Mart is China's five biggest trading partner.

**Keywords :** Wal-Mart, China, Obsolescing Bargain, Labor Issue, and Energy Efficiency Program

## **ABSTRAK**

Operasionalisasi MNC di sebuah negara berkaitan dengan dua dimensi, yaitu ekonomi dan politik karena melibatkan tiga aktor sekaligus yaitu korporasi, negara tuan rumah, dan negara asal. Kehadiran MNC di sebuah negara menimbulkan banyak dilemma, karena di satu sisi kehadirannya mampu memberi manfaat secara ekonomis namun di sisi lain terdapat banyak permasalahan yang menjadi kritikan atas aktivitas MNC di negara tersebut, seperti isu perburuhan dan lingkungan.

Hubungan negosiasi antara Wal-Mart dan China adalah salah satu proses yang kompleks. Hal ini disebabkan karena Wal-Mart adalah salah satu retailer terbesar di dunia sedangkan Cina adalah negara dengan penduduk dan aktivitas perdagangan terbesar di dunia. Wal-Mart dan China memiliki hubungan kerjasama sejak tahun 1996 ketika Wal-Mart pertama kali memasuki China. China adalah salah satu negara terpenting bagi Wal-Mart karena China merupakan salah satu pasar terbesar dan basis supply chain bagi Wal-Mart, sedangkan bagi China Wal-Mart adalah termasuk dalam lima pihak yang memiliki kerjasama perdagangan terbesar dengan China.

Kata kunci : Wal-Mart, China, Obsolescing Bargain, Isu Perburuhan, dan Program Efisiensi Energi