

## DAFTAR ISI

|  |      |
|--|------|
| LEMBAR PENGESAHAN.....                           | ii   |
| LEMBAR PERNYATAAN KEASLIAN .....                 | iii  |
| KATA PENGANTAR.....                              | iv   |
| DAFTAR ISI .....                                 | vi   |
| DAFTAR TABEL.....                                | viii |
| DAFTAR GAMBAR .....                              | ix   |
| INTISARI.....                                    | x    |
| ABSTRAK .....                                    | xi   |
| BAB I PENDAHULUAN .....                          | 1    |
| <b>1.1. Latar Belakang</b> .....                 | 1    |
| <b>1.2. Rumusan Masalah</b> .....                | 5    |
| <b>1.3. Pertanyaan Penelitian</b> .....          | 5    |
| <b>1.4. Tujuan Penelitian</b> .....              | 6    |
| <b>1.5. Batasan Penelitian</b> .....             | 6    |
| <b>1.6. Manfaat Penelitian</b> .....             | 7    |
| <b>1.7. Sistematika Laporan Penelitian</b> ..... | 7    |
| BAB II TINJAUAN PUSTAKA .....                    | 9    |
| <b>2.1. Strategi Korporat</b> .....              | 9    |
| <b>2.2. Strategi Diversifikasi</b> .....         | 10   |
| <b>2.3. Strategi Integrasi</b> .....             | 15   |
| <b>2.4. Penciptaan Sinergi</b> .....             | 17   |
| <b>2.5. Parenting Fit Matrix (PFM)</b> .....     | 19   |
| <b>2.6. Penelitian Terdahulu</b> .....           | 21   |
| <b>2.7. Tinjauan Regulasi</b> .....              | 28   |
| BAB III METODOLOGI PENELITIAN .....              | 32   |
| <b>3.1. Jenis Penelitian</b> .....               | 32   |
| <b>3.2. Tahapan Penelitian</b> .....             | 32   |
| 3.2.1. Pengumpulan Data .....                    | 32   |
| 3.2.2. Pengolahan Data .....                     | 33   |
| 3.2.3. Analisa Data .....                        | 35   |

|   |  |           |
|---|--|-----------|
| 3.2.4.  | Simpulan dan Saran.....  | 35        |
| <b>3.3.</b>   | <b>Definisi .....</b>  | <b>35</b> |
| <b>BAB IV HASIL PENELITIAN DAN PEMBAHASAN .....</b> |  | <b>42</b> |
| <b>4.1.</b>   | <b>Critical Success Factors .....</b>                          | <b>42</b> |
| 4.1.1.  | Kalimantan Prima Persada.....                                  | 44        |
| 4.1.2.  | Tuah Turangga Agung.....                                       | 47        |
| 4.1.3.  | Danusa Tambang Nusantara .....                                 | 51        |
| 4.1.4.  | Energia Prima Nusantara .....                                  | 55        |
| <b>4.2.</b>   | <b>Parenting Opportunities .....</b>                           | <b>59</b> |
| 4.2.1.  | Kalimantan Prima Persada.....                                  | 60        |
| 4.2.2.  | Tuah Turangga Agung.....                                       | 61        |
| 4.2.3.  | Danusa Tambang Nusantara .....                                 | 63        |
| 4.2.4.  | Energia Prima Nusantara .....                                  | 65        |
| <b>4.3.</b>   | <b>Parent Characteristic.....</b>                              | <b>66</b> |
| 4.3.1.  | <i>Critical success factors vs parent characteristic .....</i> | <i>66</i> |
| 4.3.2.  | <i>Parenting opportunities vs parent characteristic .....</i>  | <i>69</i> |
| <b>4.4.</b>   | <b>Parenting Fit Matrix.....</b>                               | <b>72</b> |
| <b>4.5.</b>   | <b>Analisis Parenting Fit Matrix .....</b>                     | <b>73</b> |
| <b>BAB V KESIMPULAN DAN SARAN .....</b>             |  | <b>75</b> |
| <b>5.1.</b>   | <b>Kesimpulan .....</b>  | <b>75</b> |
| <b>5.2.</b>   | <b>Saran .....</b>   | <b>78</b> |
| <b>5.3.</b>   | <b>Keterbatasan.....</b>                                       | <b>81</b> |
| <b>DAFTAR PUSTAKA .....</b>                         |  | <b>82</b> |
| <b>LAMPIRAN .....</b>                               |  | <b>85</b> |

## DAFTAR TABEL

|   |    |
|---|----|
| Tabel 1.1 Perbandingan Cost dan Gross Profit PAMA Group 2010-2020.....  | 4  |
| Tabel 4.1 Pengaruh UU Minerba terhadap critical success factors industri mineral.....   | 44 |
| Tabel 4.2 <i>Critical success factors vs Parenting characteristics</i> unit bisnis KPP.....   | 67 |
| Tabel 4.3 <i>Critical success factors vs Parenting characteristics</i> unit bisnis TTA.....   | 68 |
| Tabel 4.4 <i>Critical success factors vs Parenting characteristics</i> unit bisnis DTN.....   | 68 |
| Tabel 4.5 <i>Critical success factors vs Parenting characteristics</i> unit bisnis EPN.....   | 69 |
| Tabel 4.6 <i>Parenting opportunities vs Parenting characteristics</i> unit bisnis KPP.....  | 70 |
| Tabel 4.7 <i>Parenting opportunities vs Parenting characteristics</i> unit bisnis TTA.....  | 70 |
| Tabel 4.8 <i>Parenting opportunities vs Parenting characteristics</i> unit bisnis DTN.....  | 71 |
| Tabel 4.9 <i>Parenting opportunities vs Parenting characteristics</i> unit bisnis EPN.....  | 71 |
| Tabel 4.10 Nilai <i>parenting characteristics</i> terhadap <i>parenting opportunities</i> dan <i>critical success factor</i> masing-masing unit bisnis..... | 72 |

## DAFTAR GAMBAR

|   |    |
|---|----|
| Gambar 1.1 Grafik Trend Harga Batubara 2012-2018.....         | 2  |
| Gambar 1.2 Proses Diversifikasi PT Pamapersada Nusantara..... | 3  |
| Gambar 2.1 Corporate Strategy Triangle.....                   | 9  |
| Gambar 2.2 Parenting Fit Matrix.....                          | 21 |
| Gambar 2.3 Parenting Fit Matrix dengan titik koordinat.....   | 39 |
| Gambar 4.1 Matrix kesesuaian pengasuhan unit bisnis.....      | 73 |