

Strategi negosiasi kepolisian dalam pencegahan terjadinya konflik skala besar (Studi kasus : Kepolisian daerah Jawa Timur dalam pengendalian eskalasi konflik terhadap permasalahan semburan lumpur lapindo di Porong, Sidoarjo dengan pendekatan negosiasi level atas) = Negotiation strategy of police department in prevent a big scale conflict (Case study : East Java police department to direct the conflict escalation as a lapindo's mud flow effect at Porong Sidoarjo with high level negotiation approach)

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Abstrak

Penelitian bertujuan mengetahui peranan strategi negosiasi Polda Jatim dalam pencegahan terjadinya konflik skala besar kasus Lapindo. Metode penelitian kualitatif, sifat penelitian deskriptif kualitatif Data diperoleh melalui; wawancara mendalam satu narasumber (key informan) yaitu Kapolda Jatim, studi kepustakaan, kajian literatur terkait, observasi, mengumpulkan artikel di media cetak yang berhubungan dengan penelitian. Penelitian menyimpulkan strategi negosiasi yang diterapkan ialah strategi negosiasi level atas, pencapaian tujuan akhir negosiasi strategis. Dengan strategi negosiasi level atas, konflik skala besar sampai sekarang dapat diredam. Penelitian merekomendasikan untuk melakukan penelitian strategi negosiasi level menengah atau bawah dengan pencapaian tujuan akhir negosiasi berbeda, taktis dan teknis.

.....This research is to know the function of negotiation strategy in East Java Police Department to prevent big scale of conflict in Lapindo's case. Using a qualitative descriptive interpretive. The exploration data by depth interview to one single source which is Head Office of East Java Police Department, librarian study, literature theories, observation, and articles in print media connected with the research. The research concluded that negotiation strategy in high level has been used with the strategic achievement as on The big scale conflict has been reduced with the use of negotiation strategy high level. The research recommended that there should be another research in middle and low level negotiation strategy with different achievement on it, tactical and technical.