

ABSTRAK

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Judul Tesis : Proses Negosiasi Perdagangan Bebas dan Faktor Domestik Pihak-Pihak yang Bersepakat: Perjanjian Perdagangan Bebas di Bidang Perdagangan Barang ASEAN-India

Tesis ini menganalisa penyusunan Perjanjian Perdagangan Bebas di Bidang Perdagangan Barang ASEAN-India. Waktu yang panjang dan lama dibutuhkan oleh ASEAN dan India untuk menyusun perjanjian itu, yaitu selama enam tahun dari tahun 2003 hingga 2008. Metode yang digunakan dalam penelitian ini adalah studi kasus dan data-data diperoleh melalui *litterature review* dan wawancara dengan beberapa pihak yang terlibat langsung dalam perundingan maupun tidak. Berdasarkan data statistik, kebijakan ekonomi dan hubungan yang terjalin di antara keduanya menunjukkan bahwa mereka sangat layak untuk melakukan integrasi ekonomi. Hasil penelitian menunjukkan bahwa penyusunan perjanjian yang lama dipengaruhi oleh lamban dan alotnya proses negosiasi terutama dalam pembahasan *modalities* perdagangan barang akibat penggunaan strategi *mix* (dari *integrative-* ke *distributive*) serta dipengaruhi pula oleh faktor domestik yang tidak kondusif dari salah satu pihak.

Kata Kunci :

Integrasi ekonomi, proses negosiasi, *modalities* perdagangan barang, kondisi domestik, Perjanjian Perdagangan Bebas.

ABSTRACT

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Title : Free Trade Negotiation Process and Domestic Factors the
Concerned Parties: ASEAN-India Agreement on Free
Trade in Goods

This thesis analyses the formulation of ASEAN-India Agreement on Free Trade in Goods. ASEAN and India agreed on 2002 to establish India-ASEAN Regional Trade and Investment Area (RTIA), which includes Free Trade Area (Agreement) in goods, services and investment. It took six years for both parties to finalize the Agreement in Goods, from 2003 – 2009. This research was conducted using a case study method, the data was collected thorough literature review and interviews with various sources who was directly or indirectly involved in drafting the Agreement. Based on ASEAN and India economic statistics, the economic policy of both parties, and also their long standing relationship, the idea of economic integration among them is very feasible. The result of the research has shown that the formulation of the Agreement in which ASEAN and India took six years to finalize it was the result of the tough negotiation process on the modalities due to Indian gradual strategy changes (from integrative to distributive). Besides that, the unconducive domestic situations in India also have an significant effect on the formulation process of the Agreement.

Key Words:

Economic integration, negotiation process, *modalities* of trade in goods, domestic situation, Free Trade Agreement.