

DIPLOMASI INDONESIA DALAM UPAYA PENAMBAHAN KUOTA HAJI ARAB SAUDI TAHUN 2024

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ABSTRAK

Kompleksitas diplomasi Indonesia dalam upaya penambahan kuota haji Arab Saudi tahun 2024 dilatarbelakangi krisis antrean 5,3 juta orang dengan masa tunggu hingga 47 tahun, akibat kebijakan pembatasan Saudi pascapandemi dan transformasi Saudi Vision 2030. Penelitian ini menganalisis proses diplomasi menggunakan teori Lima Tahapan Proses Negosiasi Öncel Sençerman. Metode kualitatif deskriptif-analitis dengan studi pustaka, dokumentasi, dan wawancara PIHK digunakan untuk mengkaji diplomasi haji dalam hubungan bilateral Indonesia-Arab Saudi. Temuan menunjukkan keberhasilan Indonesia melalui lima tahapan yang saling memengaruhi. Pra-negosiasi diawali identifikasi krisis antrean dan lobi personal Presiden Jokowi kepada MBS, menghasilkan komitmen tambahan 20.000 kuota. Persiapan diwujudkan melalui kesiapan teknis-finansial, inovasi skema Murur, dan adaptasi penuh terhadap digitalisasi Nusuk Smart Card. Perundingan inti mengonversi komitmen menjadi kesepakatan Ta'limatul Hajj dengan kuota rekor 241.000 jemaah, perluasan Makkah Route ke tiga embarkasi, dan fleksibilitas layanan. Implementasi meraih serapan kuota 99,98% dan pengelolaan puncak haji efektif. Pasca-negosiasi mencatat apresiasi Pemerintah Arab Saudi atas profesionalisme pengelolaan, sementara survei BPS mencatat Indeks Kepuasan Jemaah (IKJHI) mencapai 88,20 poin. Namun, tahap ini juga mengungkap kerapuhan domestik melalui kasus korupsi Rp622 miliar dan sifat temporer kuota yang kembali ke 221.000 pada tahun berikutnya. Hal ini menegaskan bahwa keberhasilan negosiasi internasional harus ditopang akuntabilitas domestik, dan kerangka Lima Tahapan Proses Negosiasi relevan untuk menganalisis diplomasi non-tradisional secara berkelanjutan.

Kata Kunci: Diplomasi Haji, Kuota Haji, Negosiasi Internasional, Indonesia-Arab Saudi, Lima Tahapan Proses Negosiasi.

INDONESIAN DIPLOMACY IN EFFORTS TO INCREASE THE SAUDI ARABIAN HAJJ QUOTA FOR 2024

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ABSTRACT

The complexity of Indonesian diplomacy in efforts to increase the Saudi Arabian Hajj quota for 2024 is set against the backdrop of a queue crisis of 5.3 million people with a waiting time of up to 47 years, resulting from Saudi restriction policies in the post-pandemic period and the transformation through Saudi Vision 2030. This research analyzes the diplomatic process using Öncel Sençerman's Five Stages of Negotiation Process theory. A descriptive-analytical qualitative method utilizing literature reviews, documentation, and interviews with Special Hajj Organizers (PIHK) was employed to examine Hajj diplomacy within Indonesia-Saudi Arabia bilateral relations. The findings demonstrate Indonesia's success through five interconnected stages. The pre-negotiation stage began with identifying the queue crisis and President Jokowi's personal lobbying to Crown Prince MBS, yielding a commitment for an additional 20,000 quotas. The preparation stage was realized through technical-financial readiness, the innovation of the Murur crowd management scheme, and full adaptation to the Nusuk Smart Card digitalization. The negotiation proper converted this commitment into the Ta'limatul Hajj agreement, securing a record quota of 241,000 pilgrims, the expansion of the Makkah Route service to three embarkation points, and service flexibility. The implementation stage achieved a 99.98% quota absorption rate and effective management during the Hajj peak. The post-negotiation stage recorded appreciation from the Saudi Arabian government for management professionalism, while a BPS survey recorded the Pilgrim Satisfaction Index (IKJHI) reaching 88.20 points. However, this stage also revealed domestic fragility through a corruption case causing state losses of Rp622 billion and the temporary nature of the quota, which reverted to 221,000 in the following year. This confirms that successful international negotiations must be supported by domestic accountability, and the Five Stages of Negotiation framework is relevant for analyzing non-traditional diplomacy sustainably.

Keywords: Hajj Diplomacy, Hajj Quota, International Negotiation, Indonesia-Saudi Arabia, Five Stages of Negotiation Process.