

DIPLOMASI EKONOMI TERHADAP UNI EROPA DALAM COMPREHENSIVE ECONOMIC PARTERSHIP AGREEMENT

Oleh
RIVALDI FATWA DWI PUTRA
NIM 2205050042

ABSTRAK

Penelitian ini menganalisis faktor-faktor penghambat dan upaya penyelesaiannya dalam proses negosiasi Indonesia–European Union Comprehensive Economic Partnership Agreement (IEU-CEPA). Meskipun merupakan perjanjian dagang terbesar Indonesia, perundingan berlangsung hampir sembilan tahun dan baru mencapai Kesepakatan Substansial pada 23 September 2025 di Bali. Menggunakan pendekatan kualitatif deskriptif analitis dengan metode studi kepustakaan serta teori Two-Level Game dan konsep Asimetri Kekuatan, penelitian ini bertujuan mengidentifikasi hambatan sekaligus upaya konkret yang ditempuh kedua pihak untuk mengatasinya. Hasil penelitian menunjukkan bahwa hambatan bersifat multidimensional. Secara substantif, terjadi kebuntuan antara kepentingan hilirisasi nikel dan perlindungan sawit Indonesia dengan agenda regulasi lingkungan Uni Eropa melalui EUDR, di mana 97,5% petani kecil tidak mampu memenuhi persyaratan dokumen, sementara kebijakan larangan ekspor bijih nikel digugat di WTO dan isu BUMN juga menjadi penghambat. Secara prosedural, koordinasi domestik Indonesia yang lemah dan birokrasi Uni Eropa yang multi-layer menyebabkan stagnasi, diperparah oleh sempitnya win-set akibat tekanan kelompok kepentingan seperti GAPKI dan serikat buruh. Secara struktural, asimetri kekuatan menciptakan systemic misperception di mana Uni Eropa menganggap standarnya universal sementara Indonesia menganggapnya proteksionis, memicu mortal resistance pada isu strategis. Upaya penyelesaiannya ditempuh melalui kompromi bertahap, seperti akses preferensial produk olahan nikel, kerangka dialog pada bab Trade and Sustainable Development, dan mekanisme positive list dalam pengadaan pemerintah, yang seluruhnya memperluas win-set kedua pihak melalui synergistic linkage hingga tercapainya Kesepakatan Substansial.

Kata Kunci: Two-Level Game, Asimetri Kekuatan, Faktor Penghambat, Upaya Penyelesaian, IEU-CEPA

INDONESIA'S ECONOMIC DIPLOMACY TOWARD THE EUROPEAN UNION IN THE COMPREHENSIVE ECONOMIC PARTNERSHIP AGREEMENT

By
RIVALDI FATWA DWI PUTRA
NIM 2205050042

ABSTRACT

Research analyzes the barrier factors and resolution efforts in the negotiation process of the Indonesia–European Union Comprehensive Economic Partnership Agreement (IEU-CEPA). Although it is Indonesia's largest trade agreement, negotiations lasted nearly nine years and only reached a Substantial Conclusion on 23 September 2025 in Bali. Using a qualitative descriptive-analytical approach with a literature study method and the theoretical framework of Two-Level Game and the concept of Power Asymmetry, this study aims to identify the obstacles as well as the concrete efforts undertaken by both parties to resolve them. The findings reveal that the obstacles are multidimensional. Substantively, a deadlock occurred between Indonesia's interests in nickel downstreaming and palm oil protection with the EU's environmental regulatory agenda through the EUDR, where 97.5% of smallholders are unable to meet documentation requirements, while the ban on raw nickel ore exports was challenged at the WTO and the SOE issue also became an obstacle. Procedurally, Indonesia's weak domestic coordination and the EU's multi-layer bureaucracy caused stagnation, exacerbated by narrow win-sets due to pressure from interest groups such as GAPKI and trade unions. Structurally, power asymmetry created systemic misperception where the EU views its standards as universal while Indonesia perceives them as protectionist, triggering mortal resistance on strategic issues. Resolution efforts were undertaken through gradual compromises, such as preferential access for processed nickel products, a dialogue framework on the Trade and Sustainable Development chapter, and a positive list mechanism in government procurement, all of which expanded both parties' win-sets through synergistic linkage until the Substantial Conclusion was reached.

Keywords: Two-Level Game, Power Asymmetry, Negotiation Barriers, Resolution Efforts, IEU-CEPA, Negotiation Barriers