

CHAPTER I

INTRODUCTION

A. Background

The relation between two countries or more is needed to survive on this globalization era, especially in bilateral relation. In every relation, it generally has specific and certain relation in some areas such as economic cooperation, cultural cooperation, political cooperation, and many others. Disaster Management cooperation is one of many cooperation relations among countries.

As an example, Japan has cooperation relation with Indonesia within trading, culture, investment, and others. Beside, Indonesia as developing country, needs aid and assistance from developed country that has experienced well in developing a country, for instance, Japan. Japan, as developed country, gives Indonesia some aids and assistance in developing country such as education aid, economic aid, and many areas. Based on great relationship between Japan and Indonesia, Japan gives some aid and assistance to Indonesia. Through ODA (Official Development Assistance), Japan with its MOFA (Minister of Foreign Affair) gives the aid to Indonesia. Japanese government since 1962 had been giving its through OCTA (Overseas Technical Cooperation Agency).¹ Then, the assistance was continued to disaster management, especially from 1982 to 2008.

As an example, during this 36 years, it had given *Departemen Pekerja Umum*

¹ “Membentuk Negara yang Tangguh Menghadapi Bencana Alam - Kerjasama Indonesia-Jepang Dibidang Penanganan Bencana Alam: Bantuan Bencana Alam (Komite Gabungan Jepang-Indonesia Penanggulangan Bencana Alam),” Japan Embassy, accessed December 2012, http://www.id.emb-japan.go.jp/oda/id/whatisoda_04g.htm

(Department of Public Work) in building “*Pusat Tehnologi Pengendalian Pasir Gunung Berapi*”.²

Hence, in this century, global warming has come to be a common thing and common word that we hear. The increase of earth temperature is one of global warming impacts and indeed, global warming causes many bad impacts to the world and human being. The increase of earth temperature causes uncertain climate. So, this uncertain climate causes unbalanced weather and appears many disasters on earth because of the earth’s illness. Earthquake, tsunami, typhoon, flood, eruption, and others are the disasters that can happen in every place, especially dangerous lands, such as, Japan and Indonesia. These countries are the countries which have earthquake disaster mostly because they are placed in encountered tectonic plates. Thus, the impacts of disaster are damages, sorrow and sadness.

For many years Japan and Indonesia faced disaster, such as, earthquake and tsunami, especially for Japan that had through and faced tsunami foremost. Therefore, they try to analyze the disasters and try to reduce the victims of the disaster. The government also tries to increase the security of the people from disasters and damages, as well as increases the disaster management. This management aims for reducing the damages caused by disaster. Especially for Japan, the country that is agitated with disaster in years, such as, earthquake and tsunami. The country had learned properly to overcome disaster and damage. The Japanese government increased related things that connected each other within

² *Ibid.*

dealing with disaster apparition, experiencing and learning how to face disaster. Moreover, calculating the damage, analyzing the disaster apparition, and handling the victims are also disaster management.

The successfulness of Japanese disaster management has been known by other countries and has made Japan as a model for disaster management. Japan manages and arranges many areas, before and after the disaster. Warning before disaster is to calculate the damages and its effects. Evacuating the victims is also an important part of management as it will reduce the number of victims. Another thing is training for people when disaster coming. It means Japanese people are not panic and stay calm in worse situation. Reconstructing after the occasion is also important for people's prosperity. The active and fast reaction of disaster management is needed in crucial situation. Indeed, there are many actors are involved in the disaster management.

Indonesia, as well as Japan, facing many disasters, especially earthquake and more possibility of tsunami. Indonesia is placed in the same tectonic plate as Japan and plate movement often happens. In addition, Indonesia is also placed in "Ring of Fire" area which means that there are many active volcano mounts. By knowing Indonesia as a country that agitated with disaster, the government of Indonesia is considered late in disaster management. This country has experienced a lot of disaster but the management progress is too slow and the victim of disaster is high.

On Desember 26th, 2004, Sumatera Island hit by earthquake and tsunami. It caused 166.000 died victims.³ This showed that Indonesia was not ready yet to face disaster and was late in disaster management. In addition, on January 1st, 2005, Prime Minister Junichiro Koizumi gave aids to Indonesia in the form of fund, humanitarian aid, and knowledge.⁴ In this case, Japanese government gave aid to Indonesia for Aceh and Nias reconstruction up to US 6.4 billion dollars.⁵ Japan also gave assistance, such as medical, emergency response for disaster, and reconstruction in Aceh and Nias, Sumatera.

Therefore, the experience of earthquake in Sumatera and tsunami in Indian Ocean, Japan proposed an initiative to help Indonesian government in the establishment of well-built country to overcome natural disaster.⁶ Thus, after the great Aceh tsunami disaster in 2004, there was communication between Japan's Prime Minister Junichiro Koizumi, and Indonesian President, Susilo Bambang Yudhoyono to have more deep cooperation within disaster management about "Bilateral Cooperation Aid to Reduce Natural Disaster Victims" on June 2005.⁷ By Japanese technology, Japan will help Indonesia to conduct disaster management; therefore, Indonesia can be a well-built country in overcoming natural disaster. The next meeting was held in July 24th, 2006. There were two committees of special envoy of Japan Cabinet in Natural Disaster Sector, Tetsuo Kutsukake, and Coordinator of Ministry of People's Welfare, Aburizal Bakri

³ *Ibid.*

⁴ *Ibid.*

⁵ *Ibid.*

⁶ *Ibid.*

⁷ *Ibid.*

under the title "Building the Resilience of Indonesia and its Communities to Disasters for the Next Generation."⁸

Japan and Indonesia had a three-year agreement to sign in 2007. Then, Japan and Indonesia work together in disaster management cooperation to overcome disaster impact and sign the agreement or Memorandum of Understanding to support the establishment of mitigation expert and establishment of Disaster Prevention Research Institute in Indonesia on February 13th, 2007.⁹ This agreement is very important for both Japan and Indonesia. Indonesia needs assistance from Japan on disaster management to reduce disaster risks and disaster victims. Indonesia also needs support on the establishment of mitigation expert and establishment of Disaster Prevention Research Institute from Japan. Indonesia also wants to learn Japanese disaster management and educates people about disaster management. Otherwise, Japan also needs Indonesian sources to support development of Japanese Economic and to keep export-import activity within Indonesian market.

B. Writing Purpose

1. To fulfil the requirement to achieve bachelor degree in international relation.
2. To describe the way of Japan and Indonesia come to an agreement on disaster management cooperation in Indonesia.

⁸ *Ibid.*

⁹ Pusat Komunikasi Publik, "Kerjasama Mitigasi Bencana Indonesia-Jepang," PDF Kerjasama Mitigasi Bencana Indonesia-Jepang (2007), 2.

3. To describe every policy, action, and response of both and each government of Japan and Indonesia within handling disaster management.
4. To seek Japan's and Indonesia's cooperation to reduce the victim of disaster through disaster management program.

C. Research Question

How did Japan and Indonesia get to an agreement on disaster management cooperation in Indonesia?

D. Theoretical Framework

The writer uses Negotiation Concept by *Roger Fisher and William Ury*¹⁰, Diplomatic Theory, and MEO (Mutually Enticing Opportunity) concept to build and to conduct the analysis of this research.

1. Negotiation Concept

In general definition, negotiation is an instrument of communication between two or more countries to achieve a deal or agreement based on the negotiation. There are three negotiation methods based on general form; first, produce a wise agreement in the middle way if the deal is achieved, second, to the point, and third, increase or keep the good relations.¹¹

In addition, there is Principled Negotiation Method or Negotiation on the Merits that designed by Harvard Negotiation Project. It has four main

¹⁰ Roger Fisher & William Ury, *Getting to Yes*, ed. Bruce Patton (Jakarta: Yayasan Obor Indonesia, 2003).

¹¹ *Ibid*, 4.

concerns; Separate the People from the Problem, Focus on Interest, Not Position, Invent Options Mutual Gain, and Insist on Using Objective Criteria.¹²

In this Separate the People from the Problem method, there is important thing that should be concerned such as *Negotiators are People First*. In every negotiation, two countries or more should be included and involved to achieve good deal. The process of working out an agreement may produce a psychological commitment to a mutually satisfactory outcome.¹³ So, both negotiators can have agreement with mutual understanding. Japan and Indonesia have simetric relations. They need each other within the cooperation; therefore, they made an agreement in disaster management. Also, they will use BATNA (Best Alternative to a Negotiated Agreement) to measure any proposed agreement.¹⁴

Besides, there are three negotiation strategies to have in an agreement namely Win-Win solution, Win-Lose Solution, and Lose-Lose solution. First, Win-Win solution is used to understand each other, to get same benefits from the agreement, to build good relation, and to build trust between two negotiators or countries.¹⁵ Second, Win-Lose solution is used to create situation that one side controls the situation until negotiation in the

¹² *Ibid*, 12.

¹³ *Ibid*, 21.

¹⁴ *Ibid*, 119.

¹⁵ Robert Kristaung and Yupiter Gulu, "*Teori dan Teknik Negosiasi: Perkembangan dan Prospeknya*," (1995), 10.

way of that one side, but, the solution will not drawback another side.¹⁶ Third, Lose-Lose solution is mostly used for extreme negotiation and in form of authority using.¹⁷ Hence, the writer prefers to use Win-Win solution which is to build a trust between two negotiators, in this research to support the analysis. To support the negotiation strategies, there is tactical negotiation namely Tactical Cooperative by Alan Fowler¹⁸ that aims to find good relationship, to help other side moves forward, and to use communication to negotiate. Thus, Japan and Indonesia formed a friendship organization namely “Sabo Family” to build a trust among them. Otherwise, Japan would convince Indonesia by discussing about economic partnership, besides Japan gives its assistance and support in Indonesian disaster management.

In addition, the other way to get agreement is by having cooperation or creating good relation before the agreement. Building trusteeship is to create good relation to reach the agreement. Japan and Indonesia would have intensive meeting on bilateral cooperation aid to reduce natural disaster victim and building the resilience of Indonesia and its communities to disasters for the next generation to achieve the agreement.

By having negotiators involved together in a negotiation, each negotiator can deliver their concern and their interest perception clearly. Besides, mutual understanding in each perception of negotiators is basically

¹⁶ *Ibid*, 10.

¹⁷ *Ibid*, 10.

¹⁸ *Ibid*, 16.

needed to reach the agreement. *Discuss each other's perceptions* is one way to deal with differing perceptions to make them explicit and to discuss them with the other side.¹⁹ Hence, Indonesia and Japan share their interests clearly. Indonesia needs Japan's assistances for its disaster management which can be learned. Indonesia also needs Japan's support in mitigation disaster agreement. Otherwise, Japan wants to have economic partnership within export-import activity in Indonesia. Japan also needs Indonesian international market for trading activity. Additionally, one thing that is included in *Negotiators are People First* is to give the partner a stake in the outcome by making sure they participate in the process.²⁰

Second method is *Focus on Interest, Not Position*. In every negotiation, talking about interest always come into view between negotiators. Delivering interest in explicit way is a must in order to have a clear look and trust. One way to attract other sides to accept the interest is that delivering the interest becomes the truth which can be accepted by all negotiators.²¹ However, Japan and Indonesia would tend to have cooperation in and maintain bilateral relation, such as, sign disaster management agreement, besides sign economic partnership agreement.

The third method is *Invent Options Mutual Gain. Look for mutual gain*²² is also one way to get agreement. Invent mutual gain makes it easier for both sides easier to decide and to take the deal. Hence, *identify shared*

¹⁹ *Ibid*, 29.

²⁰ *Ibid*, 32.

²¹ *Ibid*, 59.

²² *Ibid*, 84.

interests should be done by two negotiators. In concept, it is obvious that shared interests help to produce agreement and by definition, inventing an idea which meets shared interests is good for two sides.²³ For better result to make Japan and Indonesia having same benefit on the agreement, they would sign disaster management and economic partnership agreement. These agreements are to fulfill both interests in the cooperation.

The last method is *Insist on Using Objective Criteria*. Objective Criteria is better if it does not depend on each other's interest.²⁴ The idea is to fasten the wise agreement or both negotiators see each other and proposed best alternative that is fair for both sides.

Thus, to support this paper, the writer prefers to use negotiation methods and negotiation strategies which is Win-Win solution, BATNA (Best Alternative to a Negotiated Agreement) to measure any agreement that proposed by two parties, and Tactical Cooperative for the best arrangement in negotiation.

2. Diplomacy Theory

To support the first theory, the writer also uses Diplomacy theory. There are some definitions of the word "diplomacy". According to the Chamber's Twentieth Century Dictionary, diplomacy is the art of negotiation, especially of treaties between states; political skill.²⁵ Based on

²³ *Ibid*, 85.

²⁴ *Ibid*, 102.

²⁵ S. L. Roy, *Diplomacy*, trans. Harwanto dan Mirsawati (Jakarta: PT. Raja Grafindo Persada, 1995), 2.

Sir Ernest Satow in his book *Guide to Diplomatic Practice*, diplomacy is the application of intelligence and tact to conduct official relations between the governments of independent states.²⁶ In addition, Harold Nicholson said that there are four main concerns within diplomacy namely foreign policy, negotiation, the mechanism of negotiation, and a branch of foreign affairs.²⁷ Moreover, diplomacy has some purposes. According to Kautilya, the purposes of diplomacy are acquisition, preservation, augmentation, and proper distribution.²⁸ To support and to reach diplomacy's purpose, according to Kautilya, there are four main instruments namely peaceful or negotiation, reward or punishment, create wrangle, and threat.²⁹

In every bilateral relation among two states, there must be cooperation in certain aspect, such as, economic, education, and culture. A true cooperation for development implies an association which can only be possible based on mutual respect and equality of the countries.³⁰ In addition, the basic thing in diplomacy is cooperation. For Japan and Indonesia, they cooperate and work together in such as disaster management to get an agreement on it. Thus, negotiation is a must to get cooperation and an agreement because negotiation is a main function of diplomacy.³¹

²⁶ *Ibid*, 2-3.

²⁷ *Ibid*, 3.

²⁸ *Ibid*, 6.

²⁹ *Ibid*, 16.

³⁰ ACI (Agencia De Cooperacion E Inversion De Medellin Y El Area Metropolitana), *The Concept Of International Cooperation*, (Colombia, Medellin, 2009), accessed January 2013, [www.acimedellin.org/en/Cooperation/The Concept of Cooperation.aspx](http://www.acimedellin.org/en/Cooperation/The%20Concept%20of%20Cooperation.aspx)

³¹ S. L. Roy, 1995.*op. cit.*, 17.

Hence, there is also Associative Diplomacy which has main elements, such as, some measurements of coordination policies and scheme to promote economic relations of the groups like generalized scheme of preferences project aid and financial loans.³²

3. MEO (Mutually Enticing Opportunity) Concept

I William Zartman wrote in his book “Negotiation and Conflict Management”, MEO concept³³ for achieving an agreement. MEO is important in the broader negotiation process and has its place in extending ripeness theory into the agreement and post-agreement phases.³⁴ This concept has its role in form of negotiation of two parties and long term of parties’ relations to reach the agreement and to maintain the post-agreement phases. An MEO is a resolving formula that is seen by parties as meeting their needs and interests better than the status quo.³⁵ This concept is seen as a media to have intensive meeting for delivered interests of both parties. MEO makes for durable agreements because they resolve problems and start parties on the road of cooperation.³⁶ The two parties have intensive meeting to get same frame to reach an agreement. They can offer one another of their best alternative and interest in negotiation phase to gain cooperation.

³² R. P. Barston, *Modern Diplomacy* (New York: Longman Inc., 1988), 108.

³³ I William Zartman, *Negotiation and Conflict Management: Essays on theory and practice* (New York: Routledge, 2008).

³⁴ *Ibid*, 236.

³⁵ *Ibid*, 236.

³⁶ *Ibid*, 244.

E. Hypothesis

Japan and Indonesia get to an agreement on disaster management cooperation in Indonesia by building trusteeship, sharing different and same interests, and having negotiation in term of disaster management between both countries.

F. Methods of Writing

In writing this thesis, the writer is using qualitative descriptive method.³⁷ All of data that collected can be possible keys for the research. The data collected are in form of words, pictures, and non numerical data. The empirical data is found through librarian research with the assistance of printed media like books, newspaper, magazine, journal, and also electronic media, like, internet.

G. Research Area

To limit the problem matter and research, the research area is the process to get the disaster management cooperation between Japan and Indonesia. The relation between Japan and Indonesia working together in disaster management.

H. Organization of Writing

Chapter one : To introduce the topic, it contains background of the problem, writing purpose, research question, theoretical framework, hypothesis, method of writing, research area, and organization of writing.

³⁷ Prof. Dr. Lexy J. Moleong, M.A., *Metodologi Penelitian Kualitatif* (Bandung: PT. Remaja Rosdakarya, 2001), 6-7.

Chapter two : It describes the general and specific definition of disaster management and things that related to disaster management. Japanese disaster management model and Indonesian disaster management model and the relation between Japan and Indonesia.

Chapter three: To describe disasters in Indonesia when Japan gives its assistances. It also describes Japan's contribution to Indonesia in term of the aid and assistance of Japan government and its respon in emergency management on disasters. To describe situation in Indonesia that need help from Japan. To describe things that Japan needs in Indonesia. This also describes road of Japan and Indonesia to agreement.

Chapter four : To describe the process to get the disaster management cooperation in Indonesia and the negotiation between Japan and Indonesia. Thus, it describes also the cooperation between Japan and Indonesia in disaster management. And also, it explains the relation between hypothesis and theory.

Chapter five : This chapter concludes the whole chapters of this research which summarizes the discussion mention in the previous chapter.