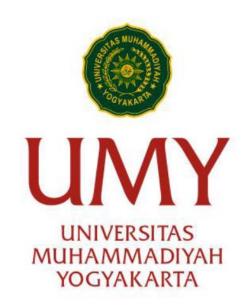
# GANJAR PRANOWO'S POLITICAL MARKETING STRATEGY IN THE 2024 ELECTION THROUGH TWITTER AND INSTAGRAM THESIS

Submitted to Obtain a Bachelor's Degree in Government Science, Faculty of Social and Political Sciences, Universitas Muhammadiyah Yogyakarta

Supervisor: Dr. Dian Eka Rahmawati, S.IP., M.Si.



Unggul & Islami

### Arranged by:

Name : Awang Rajaprakoso Purnomo

Student Number : 20200520281

GOVERNMENT SCIENCE STUDY PROGRAM
FACULTY OF SOCIAL AND POLITICAL SCIENCES
UNIVERSITY OF MUHAMMADIYAH YOGYAKARTA
2024

#### DECLARATION PAGE

Hereby this letter declarate that,

Name

: Awang Rajaprakoso Purnomo

Student Identity Number

: 20200520281

Study Program

: Government Studies

Faculty

: Social and Political Science

I hereby declarate that my thesis entitled: "GANJAR PRANOWO'S POLITICAL MARKETING STRATEGY IN THE 2024 ELECTION THROUGH TWITTER AND INSTAGRAM" I made it with my own work and do not contain work that has been submitted for a bachelor's degree at my university: Furthermore, if it is later proven If there is duplication, and there are other parties who feel aggrieved and sue, then I will be responsible and accept all the consequences that come with it.

Yogyakarta, February 20th 2024

507D6ALX103574705

Awang Rajaprakoso Purnomo

#### ACKNOWLEDGEMENT

Assalamu'alaikum Wr. Wb

Praise and gratitude to the presence of Allah SWT for all His blessings and guidance, as without His approval, the completion of this thesis would not have proceeded smoothly. I also send blessings and greetings to our beloved Prophet Muhammad SAW.

Alhamdulillah, gratitude be to Allah, the writing of the thesis with the title "Ganjar Pranowo's Political Marketing Strategy in The 2024 Election Through Twitter and Instagram" has been completed very smoothly.

This thesis is compiled to fulfill one of the requirements for obtaining a Bachelor's degree in the Government Science Program at the Faculty of Social and Political Sciences, Universitas Muhammadiyah Yogyakarta. In the writing and preparation of this thesis, the author encountered various difficulties and obstacles. However, thanks to the guidance and support from various parties, the author would like to express heartfelt gratitude to:

- 1. Mr. Dr. Ir. Gunawan Budiyanto, M.P., IPM, as the Rector of Universitas Muhammadiyah Yogyakarta.
- 2. Mr. Dr. Takdir Ali Mukti, S.Sos., M.Si., as the Dean of the Faculty of Social and Political Sciences, Universitas Muhammadiyah Yogyakarta.
- 3. Mr. Dr. Tunjung Sulaksono, S.IP., M.Si., as the Head of the Government Science Program, Faculty of Social and Political Sciences, Universitas Muhammadiyah Yogyakarta.
- 4. Mrs. Dr. Dian Eka Rahmawati, S.IP., M.Si., as the thesis supervisor who has assisted and guided in completing this thesis.

5. Mrs. Dr. Titin Purwaningsih, S.IP., M.Si., as Examiner I, and Mr. Dr. Tunjung Sulaksono, S.IP.,

M.Si., as Examiner II, who have taken the time to examine this research and provide input

and suggestions for the smooth completion of this thesis.

6. All lecturers of the Government Science Program at the Faculty of Social and Political

Sciences, Universitas Muhammadiyah Yogyakarta, who have imparted a wealth of valuable

knowledge.

7. All administrative staff of the Faculty of Social and Political Sciences, Universitas

Muhammadiyah Yogyakarta, who have provided excellent administrative services during the

author's research process.

8. All administrative staff of the Department of Government Science, Universitas

Muhammadiyah Yogyakarta, who have provided the best services, facilitating the author in

completing this thesis.

Thus, the expression of gratitude and thanks that the author conveys, I apologize if the

author cannot mention each party involved. Hopefully, the kindness given to assist the author will

receive the best reward from Allah SWT. The author also welcomes any input or criticism that can

be constructive, as the author is aware that this thesis has shortcomings and limitations in both

knowledge and writing skills. The author hopes this thesis can be beneficial for the author

specifically and readers in general.

Yogyakarta, February 20th 2024

Awang Rajaprakoso Purnomo

NIM. 20200520281

4

#### **DEDICATION PAGE**

By mentioning the name of Allah Subhanahu Wa Ta'ala, with all His grace and blessings, and our praises are dedicated to our great Prophet Muhammad SAW. For all the mercy from Allah SWT that consistently provides strength and ease to the author, allowing the completion of the initial stages to the completion of this thesis smoothly. With humility, I express my sincere gratitude, and I dedicate my thesis to:

- 1. Allah SWT, who has bestowed His mercy, Guidance, and facilitated a smooth process from the beginning to the end of writing this thesis.
- 2. My Parents Elly Sustyaningrum, RM Dian Anatomy Agoestian, and Hery Purnomo whom I deeply love and who always strived to nurture me with love and sacrifice. Thank you for your hard work, constantly providing education, and giving me the best of everything.
- 3. To Nona, the love that builds hope and the prayer that gives meaning: Anisya Yuli Marzalia.

  Thank you for helping all aspects before and after the thesis process is complete. Hopefully today and until tomorrow we can through the push and the pull until our lives end.
- 4. My friends Mukmin Alwan, Nicky Alifio Satrio Wibowo, and Rayhandika Alif Bramasta who have colored my days with joy.
- Moch. Noerizza Ananta, Adil Ario Fernandy, Luthfiyyah Putri Ningrum, and Danny Rizky
  Ramadhan who have accompanied me during my wandering and providing help without a
  penny in return.
- 6. Kak Nadira as a mentor, sister, mother, leader, and co-worker who always supports by giving permission not to enter the office or helping to handle work when I have to take care of lecture activities.

- 7. Erajaya's CRM brothers who have given laughter, let go of all the workload to help smooth the work.
- 8. Thank you also to friends or people who have met me and I can't name one by one.

  Hopefully we can be at odds next time and new experiences.

## TABLE OF CONTENTS

TITLE PAGE	1
DECLARATION PAGE	2
ACKNOWLEDGEMENT	3
DEDICATION PAGE	5
TABLE OF FIGURES	iii
TABLE OF TABLES	iv
CHAPTER 1	1
INTRODUCTION	1
1.1 Background	1
1.2 Problem Statement	5
1.3 Research Objectives	5
1.5 Previous Studies	6
1.6 Theoretical Framework	11
1.7 Conceptual Definition	24
1.8 Operational Definitions	25
1.9 Frame of Mind	26
1.10 Research Methods	27
CHAPTER II	31
DESCRIPTION OF THE OBJECT OF RESEARCH	31
2.1 Ganjar Pranowo	31
2.2 Social Media	35
2.3 Ganjar Pranowo's Twitter and Instagram	37
CHAPTER III	41
RESULT AND DISCUSSION	41
3.1 Segmentation	41
3.2 Targeting	48
3.3 Positioning	52
3.4 Political Marketing Campaign Strategy	54
3.4.2 Pull Political Marketing	57
CHAPTER IV	65
CLOSING	65

	4.1 Conclusion	65
	4.2 Recommendation	67
R	REFERENCES	69

## **TABLE OF FIGURES**

Figure 2. 1 Graphic Number of Active Users in Indonesia	35
Figure 2. 2 Graphic Why Indonesians Use Social Media	36
Figure 2. 3 Ganjar Pranowo's Instagram and Twitter accounts	38
Figure 2. 4 Several Content who Mirroring form Instagram to Twitter	38
Figure 2. 5 Ganjar Pranowo's Interaction on Twitter Platform	39
Figure 2. 6 Example of Ganjar Pranowo's Content Plunge into the Community	39
Figure 2. 7 Ganjar Pranowo responds to people's complaints through comments	40
Figure 3. 1 Electability of Presidential Candidates by Island	
Figure 3. 2 Ganjar Pranowo Frequently Discussed Hot Issues and Topics	
Figure 3. 3 Voter Turnout for the 2024 Election	
Figure 3. 4 Voter Turnout for the 2024 Election	
Figure 3. 5 Ganjar Pranowo's Twitter Post in Interacting with Netizens	
Figure 3. 6 Ganjar Pranowo activity discussing with Youth through Twitter	
Figure 3. 7 Graphic of Internet Users in Indonesia by Age	
Figure 3. 8 Ganjar Pranowo's Activities with Youth	
Figure 3. 9 Ganjar Pranowo's Activities with the Community regardless of Segmentation	50
Figure 3. 10 Ganjar Pranowo Visits West Java Pepadi Chairman	51
Figure 3. 11 Community Aspiration Distribution Activities in Various Regions	51
Figure 3. 12 Positioning done by Ganjar Pranowo	
Figure 3. 13 Push Political Marketing Ganjar Pranowo	
Figure 3. 14 Ganjar Pranowo's Push Political Marketing on Twitter	56
Figure 3. 15 Ganjar Pranowo's Push Political Marketing on Instagram	57
Figure 3. 16 Pull Political Marketing Ganjar Pranowo	
Figure 3. 17 Pass Political Marketing Ganjar Pranowo	
Figure 3. 18 Pass Political Marketing Ganjar Pranowo	61

## TABLE OF TABLES

Table 1. 1 Number of Content Posts of 3 Presidential Candidates on Twitter and Instagram	4
Table 1. 2 Previous Studies	8
Table 3. 1 Electability of PDIP Parties by Region	43
Table 3. 2 Number of Social Media Posts According to Island Visited	
Table 3. 3 Analysis of Instagram and Twitter Effectiveness	64