

## **BAB IV**

### **KESIMPULAN**

Amerika Serikat dibawah kepemimpinan Presiden Donald Trump pada tahun 2017 diawali dengan berbagai tindakan yang dirasa proteksionis, seperti kemunduran dari NAFTA dan TPP. Salah satunya adalah tindakan Amerika Serikat untuk mengancam mengundurkan diri dari KORUS FTA apabila Korea Selatan enggan melakukan renegosiasi. Hal ini dikarenakan Amerika Serikat melihat perjanjian KORUS FTA tidak membawa keuntungan yang sebelumnya dijanjikan pada tahun 2012. Pernyataan ini pun menimbulkan berbagai pandangan dengan adanya ahli yang melihat bahwa ini merupakan kesempatan Amerika Serikat untuk memperluas manfaat perdagangan. Disisi lain, ada pula pandangan yang melihat ini sebagai langkah yang gegabah dan tidak perlu dilakukan. Sesuai Keohane, situasi kedua negara akhirnya berada antara kerjasama dan perselisihan. Untuk menjembatannya, penelitian ini berusaha menganalisa alasan dibaliknya dengan mengangkat pertanyaan penelitian “Mengapa Amerika Serikat Melakukan Renegosiasi Perjanjian Dagang dalam U.S-Korea Free Trade Agreement Tahun 2017-2018”. Menggunakan teori neo-merkantilisme, konsep keamanan nasional, teori kerjasama internasional, dan teori negosiasi, peneliti membagi jawaban atas pertanyaan tersebut berdasarkan tiga alasan negara menentukan tindakan dalam teori neo-merkantilisme, yaitu perubahan internal dan eksternal, kondisi rezim internasional, dan hubungan antara negara-negara pemimpin.

Pertama, perubahan internal dan eksternal. Secara faktor internal, Amerika Serikat melakukan renegosiasi akibat adanya reposisi orientasi dagang Amerika Serikat dari masa kepemimpinan Obama menuju Presiden Donald Trump. Presiden Obama sebelumnya yang berorientasi pada kerjasama internasional nyatanya bertolak belakang dengan pandangan Presiden Donald Trump yang melihat bahwa kerjasama internasional selama ini telah membawa banyak kerugian. Maka, Presiden Donald Trump berkomitmen hanya untuk melakukan kerjasama internasional yang menguntungkan ekonomi atau mengarah pada tindakan yang lebih proteksionis. Walau demikian, ini bukanlah langkah yang baru ditandai dengan Amerika Serikat yang sejak merumuskan perjanjian perdagangan internasional masa GATT dan WTO sudah menjalankan tindakan proteksionisme seperti mengusulkan klausa *anti-dumping, countervailing duty, dan safeguards*. Melalui kejadian ini, dapat dilihat bahwa Amerika Serikat mengutamakan kepentingan nasionalnya dalam sektor ekonomi, yang menurut *National Security Strategy* merupakan keamanan nasional. Sesuai dengan Morgenthau, hal ini dilakukan negara untuk memastikan keselamatan penduduknya. Dengan dilihatnya ekonomi sebagai bagian dari keamanan nasional, maka kepentingan ini berada di tingkat vital, dibanding keterbukaan ekonomi dalam tingkat penting. Maka, negara akan melakukan tindakan proteksionis apabila manfaat ekonomi tidak terpenuhi.

Berdasarkan penelitian dari faktor eksternal, dapat dilihat bahwa KORUS FTA belum memenuhi ekspektasi keuntungan, bahkan justru menimbulkan kerugian. Dari empat sektor andalan, hanya agrikultur sektor yang mengalami kemajuan, sedangkan sektor otomotif, baja, dan farmasi mengalami kerugian dan

belum mencapai potensi keuntungan maksimal akibat adanya hambatan dagang. Amerika Serikat harus menanggung kerugian di 34 dari 57 sektor, kehilangan 100,000 lapangan pekerjaan, dan potensi kerugian sebesar USD 142.700.000. Di sisi lain, Korea Selatan justru mengalami peningkatan keuntungan mencapai USD 323.000.000. Teori neo-merkantilisme Balaam dan Dillman melihat bahwa kerjasama internasional bersifat *zero sum game* sehingga kerugian yang dialami Amerika Serikat membawa keuntungan bagi Korea Selatan. Berdasarkan kedua faktor tersebut, perlu ada penyesuaian ke arah proteksionis untuk melindungi negara yang saat ini rentan akibat kerugian ekonomi. Perubahan dalam perjanjian pun diperbolehkan dalam klausa perjanjian KORUS FTA sehingga mungkin dilakukan.

Kedua, secara rezim internasional, Amerika Serikat pun sudah bergeser kekuatannya kearah oligopoli sehingga tidak mudah untuk mencapai kepentingan nasionalnya. Tiongkok yang maju sebagai negara pemimpin dengan program AIIB, BRI, dan *Made in China 2025* telah menggait banyak aliansi dari Eropa, Asia, Afrika, bahkan organisasi internasional. Dalam faktor ketiga, hubungan kedua negara pemimpin yaitu Amerika Serikat dan Tiongkok juga tidak dapat dikatakan baik. Hal ini dapat dilihat dari bagaimana kepemimpinan Presiden Donald Trump menjadi era pertama yang menyatakan Tiongkok sebagai ancaman dan melancarkan perang dagang. Selain itu, Tiongkok juga seringkali menggunakan kekuatan ekonomi untuk mencapai kepentingannya seperti kasus THAAD dan Laut Cina Selatan. Bahkan Amerika Serikat pun meluncurkan strategi khusus untuk menghalau dominasi Tiongkok yang dilihat agresif. Maka, dapat dilihat bahwa

hubungan antar kedua negara pemimpin tidak baik dan memunculkan urgensi bagi Amerika Serikat untuk meningkatkan kekuatan demi menghalau Tiongkok.

Berdasarkan faktor-faktor tersebut, maka Amerika Serikat perlu melakukan tindakan proteksionisme untuk menghalau dampak negatif perjanjian dagang yang saat ini terjadi. Meyakini sistem internasional yang *zero-sum-game*, strategi ini perlu dilakukan agar Amerika Serikat tidak terus dirugikan dan hanya menguntungkan Korea Selatan, serta memiliki kekuatan yang cukup untuk menghalau Tiongkok. Kepentingan ekonomi dan politis yang ingin dicapai dapat dikategorikan sebagai keamanan nasional dalam tingkat kepentingan nasional vital sehingga keterbukaan ekonomi dapat dikorbankan.

Walau demikian, Amerika Serikat tidak menjadi isolasionis, namun lebih selektif seperti teori neo-merkantilisme. Amerika Serikat dalam rencana kerjasamanya menyatakan bahwa kerjasama bilateral tetap diutamakan karena membawa keuntungan lebih dibanding bilateral, yang sesuai dengan Blum. Maka, Amerika Serikat melihat bahwa satu-satunya cara adalah untuk melakukan renegosiasi dengan Korea Selatan.

Tindakan Amerika Serikat yang berani untuk melakukan renegosiasi dapat dianalisa dengan teori negosiasi oleh Korobkin. Amerika Serikat akhirnya memutuskan untuk mengancam melakukan renegosiasi walau ada kemungkinan akan batal dan membawa kerugian bagi Amerika Serikat dikarenakan Amerika Serikat memiliki kekuatan lebih untuk memenuhi BATNA. Amerika Serikat memenuhi dua syarat yaitu memberikan ancaman eksplisit dengan pernyataan pengunduran diri, dan implisit dengan kekhawatiran penarikan tantara ditengah

ketegangan dengan Korea Utara. Ancaman ini sesuai dengan cara negosiasi Rapoport untuk melimitasi cara dengan menunjukkan adanya dampak negatif apabila tidak dipenuhi, yaitu secara keuntungan dagang dan keamanan. Amerika Serikat pun memenuhi syarat kedua dengan menunjukkan Amerika Serikat betul-betul mundur dari TPP, merengosiasi NAFTA, dan melakukan perang dagang. Selain itu, Amerika Serikat pun menunjukkan bukti penarikan tentara di berbagai negara Timur Tengah. Maka, hal ini menjadi ancaman yang membuat Korea Selatan percaya bahwa dampak buruk akan terjadi apabila tidak menuruti keinginan Amerika Serikat, dan akhirnya memutuskan untuk setuju. Berdasarkan IkleFred Charles, negosiasi ini berhasil mencapai tiga tujuan yaitu memperpanjang kesepakatan, redistribusi perjanjian dan inovasi.

Dengan demikian, dapat disimpulkan bahwa tindakan Amerika Serikat merupakan tindakan yang didasari oleh kepentingan nasional dengan skala prioritas kepentingan nasional yang diutamakan. Hal ini sejalan dengan teori neomerkantilisme yang menjunjung kepentingan nasional, terlebih dalam kondisi dunia yang *zero-sum-game*. Amerika Serikat pun melakukan negosiasi tetap didasari pada kepentingan nasional, dan dilakukan karena memiliki kekuatan untuk mendorong kepentingannya. Maka, tindakan Amerika Serikat adalah tindakan yang diperhitungkan untuk melindungi kepentingan nasional.

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