

Abstract

*Full membership in the European Union is something that Turkey wants to achieve. Conformity with Copenhagen Criteria is an obligation that must be fulfilled by EU candidate countries so that this has been pursued by Turkey since it first submitted a full membership proposal. The process of accession to candidate countries must go through the negotiation stage, which includes the conformity of 35 chapters of the *acquis communautaire*. In 2016 there was a change in Turkey's attitude towards the membership process in the European Union, so this paper discusses the reasons for the change in attitude using the Dual Concern Model Theory, Perceived Feasibility Perspective, and one of the alternative strategies in negotiation which is Best Alternative to a Negotiated Agreement (BATNA).*

Keywords: *Turkey, European Union, Accession Process, negotiation strategy.*

Abstrak

*Keanggotaan penuh dalam Uni Eropa menjadi suatu hal yang ingin dicapai oleh Turki. Kesesuaian dengan Copenhagen Criteria merupakan kewajiban yang harus dipenuhi oleh negara kandidat Uni Eropa sehingga hal tersebut yang diupayakan oleh Turki sejak pertama kali mengajukan proposal keanggotaan penuh. Proses aksesi negara kandidat harus melewati tahap negosiasi yang didalamnya dibahas mengenai kesesuaian terhadap 35 bab *acquis communautaire*. Pada tahun 2016 terdapat perubahan sikap Turki terhadap proses keanggotaannya dalam Uni Eropa, sehingga skripsi ini membahas mengenai alasan-alasan adanya perubahan sikap tersebut menggunakan teori Dual Concern Model, Perceived Feasibility Perspective, serta salah satu alternatif berstrategi dalam negosiasi yaitu Best Alternative to a Negotiated Agreement (BATNA).*

Kata kunci: *Turki, Uni Eropa, Proses Aksesi, strategi negosiasi.*