

CHAPTER IV

NEGOTIATION PROCESS

In term of having negotiation to reach an agreement, the involved countries should meet and communicate in a negotiation forum and deliver the interests and the goals for having agreement. The involved countries also do persuasive act to reach the deal and sign the agreement. Hence, according to *Hodgetts* and *Luthans*, negotiation stages are planning, building personal relation, bartering information, doing persuasive act, and dealing with the agreement.¹⁶² In addition, a country which has plans to have cooperation with other countries, usually already had plans which can be a path for dealing in cooperation. Next stage is that the involved countries try to build personal relation or informal relation. Thus, communication and best alternative to the negotiated agreement are necessitated in the negotiation between Japan and Indonesia.

Japan has been giving its foreign aid through JICA. In having agreement, Japan tends to maintain the relation among both countries. Moreover, foreign aid can be a tool of diplomatic relations of both countries. Japan feels that Indonesia needs assistances to overcome natural disasters, such as, earthquake, tsunami, or mount eruption. In their long relation, Japan and Indonesia has made bilateral relation and both governments has been visiting each other to have meeting, discussion, negotiation, and cooperation within trading, education, economic,

investment, and others. Both countries should also know each other to get deeper negotiation and to have a deal in the agreement.

As the relation after the agreement become deeper, Japan was hit by earthquake and tsunami on March 2011.¹⁶³ The world showed its sympathy to Japan. The government of Indonesia as one of Japanese partner in bilateral relation sent its humanitarian aid to help the victims in Japan. There are 60 people that consist of 31 people of health team and 29 people of SAR team who come from Ministry of Health, Military, and PMI (*Palang Merah Indonesia*/Indonesian Red Cross).¹⁶⁴ Japanese foreign aid gave impact to Indonesian government, thus, it made Indonesia offered hand to Japan. Japanese foreign aid raised Indonesia-Japan's mutualism relationship. It shows that foreign aid can be a tool for diplomatic relations and as a management strategy for relationship between both governments. It gives good impact in having international cooperation and agreement in disaster management sector.

A. Building Trusteeship

In negotiation stage, building trusteeship is the important way to get closer each other to have deal on agreement. So, Japan and Indonesia tried to build a trust before they are in negotiation forum. The involved countries should know each other and have plans to get the deal of agreement. The purpose of this negotiation is to sustain the environment of the country and orientates in the

¹⁶³ Kbc10, "Ketiga kalinya, Indonesia kirim bantuan ke Jepang," *Kabarbisnis*, May 6, 2011, accessed December 2012, <http://www.kabarbisnis.com/read/2820148>

¹⁶⁴ "Sekretariat Jenderal Kementerian Kesehatan RI," Pusat Komunikasi Publik, accessed January 2013, http://www.bppsdmk.depkes.go.id/index.php?option=com_content&view=article&id=162:pe

sustainability of good relation among these two countries. Thus, to get the deal in the agreement, the involved countries should create warm situation, such as, informal meeting.

First, by giving aid to recipient country, there are surely some purposes on it. Hence, foreign aid can be a tool for diplomacy and a way of getting into cooperation. There are four purposes of foreign aid concept namely diplomatic, development, humanitarian relief, and commercial.¹⁶⁵ In diplomatic purposes, it concerns on international security, international political goals, and management of relationship between governments. Japan and Indonesia work together in disaster management cooperation in Indonesia through JICA (Japan International Cooperation Agency) and BNPB (*Badan Nasional Penanggulangan Bencana*). The aid is given to Indonesia through JICA which is a bridge to bind both countries cooperation. The assistances also have purpose to develop Indonesia in term of economic and disaster management. The writer observes Japan's attempts to make international cooperation with Indonesia in order to increase the people's capacity to face disaster and reduce the disaster's impacts.

Second, the cooperation between Japan and Indonesia has already been started before the agreement of disaster management made in 2007. Japan sensed that Indonesia would need an assistance to overcome natural disasters, such as, earthquake, tsunami, and mount eruption. However, this is a good chance to maintain the relationship of both countries in the diplomatic way through foreign aid and cooperation in disaster management.

Third, Japan and Indonesia relation is a symmetric relation because they need each other. Both countries have similar interests and to reach the agreement, they are involved in discussion and negotiation forum. Surely, submission of interest is very important to declare what will be reached in building trusteeship. In the negotiation stage, preparation and planning is a must before doing deeper negotiation. So, to build the trusteeship, it is better if both countries know each country's situation. Japan is a great trading partner for Indonesia as well as Indonesia is a recipient country that receives many aids. Indonesia is also Japan's international market for trading, export and import, and investment areas. Japan is a donor country which has given its aids and assistance in long term as well as many contributions to Indonesia to the development of the country.

Fourth, Japan and Indonesia formed informal meeting in a friendship organization named "Sabo Family"¹⁶⁶ It was established after long projects between Japan and Indonesia in helping *Departemen Pekerjaan Umum* (Department of Public Work) in Indonesia.¹⁶⁷ It was formed since Japan help Indonesia for Department of Public Work from 1982 in the establishment of "*Pusat Teknologi Pengendalian Pasir Gunung Berapi*" (The Control Technology Center of Sand Volcano).¹⁶⁸ There was also training for experts in arranging disaster management policy to protect the villagers around Mount Merapi.¹⁶⁹ The assistance had been given from 1982 to 2008 to Indonesia. And, these 36 years is

¹⁶⁶ "Empat Hal Penting Untuk Memperkuat Hubungan Indonesia-Jepang," PresidenRI, last

not a short passage for Japan and Indonesia bilateral relations. Then, this project got prestige from Governor of DIY, Sultan Hamengku Buwono X. Therefore, the former of this project established a friendship organization with the name "Sabo Family" (Japan-Indonesia Sabo Technical Cooperation).¹⁷⁰ There are two chairs that lead this organization in Sabo Family, the Vice Minister of Economy member Tadahiro Matsushita from Japan and the former Public Works Minister Suyono Sosrodarsono from Indonesia.¹⁷¹ Otherwise, during the period of 1960 to 2008, Japan's Official Development Assistance (ODA) gave to Indonesia about US 20.6 billion dollars or 45% of total amount of the ODA received by Indonesia.¹⁷² So, Indonesia is the biggest recipient of ODA from Japan and reached US 1.22 billion dollars or 17% in 2005.¹⁷³ Giving warm response and respecting what partner has given, like aids and assistances, are the important things to persuade other negotiators to give more than what can be requested from the cooperation that has been tied. It can make both negotiators reach the certain goals and interests.

Indonesia already trusted Japan that can be seen in their relationship since 1954 where Japan should give its foreign aid as war reparation. However, Japan's contribution in Indonesia on tsunami in Aceh in 2004 and earthquake in Bantul in 2006 made Indonesia believing Japan as role model in disaster management and wanting to have cooperation on it. Thus, this relation is seen as building trusteeship among both countries. After building trusteeship, both countries are

¹⁷⁰ *Ibid.*

¹⁷¹ "Keluarga SABO in Japan and Indonesia intercommunicated again," JICA, accessed February 28, 2013, <http://www.jica.go.jp/project/english/indonesia/0800040/news/general/110208.html>

¹⁷² "JICA at a Glance: A Bridge linking Japan and Indonesia." *op. cit.*

expected to reach a situation that interests which delivered can be accepted and understood by both countries.

B. Sharing Different and Same Interests

The agreement and cooperation can make better relationship among both Japan and Indonesia. Japan gives its aid to Indonesia especially to help Indonesia facing natural disaster. Cooperation is effective only if it meets common priorities, strategies, and goals which are defined based on the discussion made by two parties involves.¹⁷⁴ Therefore, foreign aid builds the international cooperation among them. Sharing same interests and having negotiation in term of disaster management make the two countries easier to get to the agreement in advantaged deal. Besides, delivering the interests has a purpose to achieve the goal which can make the countries have same advantages and not disadvantages from the cooperation or in other word, negotiation is to have same benefits for the involved countries. Hence, this is like Japan and Indonesia which work together in disaster management. Yet, there are different and same interests that can be delivered clearly by both countries to make clear vision of the agreement.

First, beside Japan gives assistances to Indonesia, Japan has interests to export-import activity or trading with Indonesia as well as its goals for disaster risk reduction. Indonesia is an international market for Japan and Japan is a major trading partner in export-import for Indonesia.¹⁷⁵ So, Japan wants to keep export-

¹⁷⁴ ACI (Agencia De Cooperacion E Inversion De Medellin Y El Area Metropolitana), *The Concept Of International Cooperation*, (Colombia, Medellin, 2009), retrieved from [www.acimedellin.org/en/Cooperation/The Concept of Cooperation.aspx](http://www.acimedellin.org/en/Cooperation/The%20Concept%20of%20Cooperation.aspx)

import activity within its disaster management assistance and after the signing of this agreement. Japanese export to Indonesia was US 6.5 billion dollars in 2007.¹⁷⁶ Also, Japan needs resources for its industries. Indonesia exported oil, liquefied natural gas, coal, mining, shrimp, pulp, textiles, textile products, machinery, electrical equipment, and others to Japan and reached US 23.6 billion dollars.¹⁷⁷ Japan needs Indonesia to have these sources for its economy. Japan knows well about Indonesian market during its 52 years of relations; President Susilo Bambang Yudhoyono said,

*"Jepang tahu pasar Indonesia dengan baik, tahu bagaimana berurusan dengan birokrasi Indonesia, memiliki partner di Indonesia dan tahu potensi kita,"*¹⁷⁸ (Japan knows well about Indonesian market, knows how to deal with Indonesian bureaucracy, has partner in Indonesia, and knows its potential).

So, Japan and Indonesia conducted meeting about "Bilateral Cooperation Aid to Reduce Natural Disaster Victims" on June 2005.¹⁷⁹ This meeting forum was held at the same time which both countries had formal negotiation in EPA (Economic Partnership Agreement) on June 2005 and signed it on August 20th, 2007.¹⁸⁰ This agreement was negotiated by President Susilo Bambang Yudhoyono and the former Prime Minister Abe. Furthermore, EPA would be implemented on July 1st, 2008.¹⁸¹ As shown in table 5, Mr. Abe visited Indonesia in 2007 to have appointment on the signing of EPA. This is the alternative to keep export-import

¹⁷⁶ *Ibid.*

¹⁷⁷ *Ibid.*

¹⁷⁸ "Empat Hal Penting Untuk Memperkuat Hubungan Indonesia-Jepang." *op. cit.*

¹⁷⁹ "Membentuk Negara yang Tangguh Menghadapi Bencana Alam - Kerjasama Indonesia-Jepang Dibidang Penanganan Bencana Alam: Bantuan Bencana Alam (Komite Gabungan Jepang-Indonesia Penanggulangan Bencana Alam)." *op. cit.*

¹⁸⁰ *Ibid.*

¹⁸¹ "Hubungan Perekonomian Indonesia-Jepang." *op.cit.*

activity between Japan and Indonesia aside from the agreement on disaster management. Both countries have different and similar interests and to reach the agreement, they are involved in discussion and negotiation forum. From this side, the relation between Japan and Indonesia is a symmetric relation because they need one another. Indonesia needs to improve its disaster management and makes Japan as a role model for disaster management. Surely, submission of interest is very important to make what will be reached after the agreement signed clearer.

Hence, on the other hand, Indonesia proposed a condition in which Japan could contribute namely ASEAN Coordinating Center for Humanitarian Assistance on Disaster Management and Emergency Response. It can be seen that both countries need each other and have mutualism relations. This is like what President of Indonesia said about the concern of Indonesia within the contribution of Japan on the activity that held by ASEAN Coordinating Center.

*"Indonesia juga berharap Jepang dapat berkontribusi dalam kegiatan yang diselenggarakan ASEAN Coordinating Center for Humanitarian Assistance on Disaster Management and Emergency Response (AHA Center). Kami percaya bahwa upaya kita dalam meningkatkan kesiapan menghadapi bencana di Indonesia dan Jepang akan berkontribusi positif."*¹⁸² (Indonesia wished that Japan can contribute in the activity that held by ASEAN Coordinating Center for Humanitarian Assistance on Disaster Management and Emergency Response (AHA Center). We believe that our effort to increase the emergency response for disaster in Indonesia and Japan will give positive contribution).

Second, Japan and Indonesia have the same priority that is focusing on natural disaster to reach the goals which are Development of Disaster Resilient

¹⁸² *Harjanto, M. A. M., "Hubungan Indonesia-Jepang" on cit*

Communities and Societies, Quick and Effective Delivery of Emergency Assistance to Victims, and Smooth Transition to and Implementation of Recovery and Reconstruction.¹⁸³ The cooperation for development of Indonesian government in disaster management gives contribution to have an international cooperation setting. That is increasingly stable, peaceful, and safe for all of the planet's population.¹⁸⁴ Thus, the cooperation is for the human safety, especially from natural disaster. Indeed, the purpose is to maintain the management of relationship between both governments.

The involved countries share information about natural disaster and disaster management which can be discussed in a particular forum. Japan and Indonesia have same problem in term of natural disaster. Indonesia as well as Japan often faces natural disaster, such as, earthquake, flood, mount eruption, and or tsunami, with the probability of numerous victims. They shared about disaster management named "Bilateral Cooperation Aid to Reduce Natural Disaster Victims" on June 2005 and "Building the Resilience of Indonesia and its Communities to Disasters for the Next Generation" in 2006. The first meeting on June 2005, it discussed about cooperation in the form of aids to decrease the number of the victims caused by natural disasters. Japan and Indonesia cooperate in order to make a system of disaster management in the form of aids for the victims. So, the number of victims can be reduced. Then, the second meeting discussed about the continuation of the first meeting. The content is that Japan and Indonesia talk about the prevention

¹⁸³ JICA Team, 2012.*op. cit.*, 2.

response, disaster mitigation, and policy of disaster management in Indonesia.¹⁸⁵

So, in decreasing the victims of disaster, Indonesia tries to reduce it into small number and Japan helped by working together in disaster management.

This is a good opportunity to have deeper relation with Indonesia. Then, both governments can make Memorandum of Understanding to support the establishment of mitigation expert and the establishment of Disaster Prevention Research Institute in Indonesia on February 13th, 2007.

C. Having Negotiation

Japan and Indonesia have same geographical situation in their countries which often face natural disaster. In its experiences, Japan has recovered many times from disaster; of course Japan conducts disaster management for many times. Its disaster management has been shaped well until today. Japan as developed country, is the role model of disaster management in Indonesia. Thus, both countries indeed have a discussion on natural disaster to improve disaster management in Indonesia. Indonesia believes and sees Japan as role model of disaster management. Hence, Indonesia work together has cooperation with Japan on disaster management. Before Japan and Indonesia make an agreement, Japan has provided aids and assistances to Indonesia. Japan gave its foreign aid through its JICA (Japan International Cooperation Agency). Since 1970s, JICA's assistance has been provided for driving up a basic disaster prevention plan in regard to Mount Merapi as well as the construction of sediment control dams and

training dikes.¹⁸⁶ Thus, foreign aid can be a tool of diplomatic relations of both countries. Going to the agreement, Japan and Indonesia share, discuss, and negotiate to sign it.

Moreover, there are two Meeting Forums in 2005 and 2006 which formed by Japan and Indonesia to have cooperation in disaster management. In more than 50 years relationship, Japan and Indonesia have known each other. Thus, the relation is going deeper since Japan and Indonesia have cooperation in disaster management. For Indonesia, Japan is a great partner in trading, investment, and economic. In addition, Indonesia is the biggest recipient country for Japan. They have formed investment forum and have discussion on June 2005. Then, on August 20th, 2007, Japan and Indonesia signed EPA (Economic Partnership Agreement). The investment forum was signed in same year when the first meeting forum of disaster management which held by Japan and Indonesia. Also, the agreement of EPA and the agreement of the establishment of mitigation experts and establishment of Disaster Prevention Research Institute in Indonesia were signed in 2007. The courage of Japan to invest and to conduct deeper economic partnership in Indonesia was shown in the Investment Forum and Economic Partnership Agreement (EPA). The negotiators from both countries delivered each interest very well. Both countries knew that they know what they want in the negotiation section without turning down mutual gain on disaster management and disaster risk reduction. It is proven in the same years when Japan

¹⁸⁶ "Bertemu Presiden JICA," *Berita Wapres*, accessed February 2013, <http://wapresri.go.id/index/preview/berita/2286>

and Indonesia negotiated and agreed on two agreements which have been mentioned previously.

Accordingly, both Japan and Indonesia often communicate to have negotiation forum. Theoretically, the best way of achieving agreement decision is involving the countries that negotiate and sitting together in the negotiation. In this case is the agreement in the establishment of mitigation expert and establishment of Disaster Prevention Research Institute in Indonesia on February 13th, 2007. Japan tried to have intensive communication and went to have deeper relation with Indonesia. This was shown after earthquake in Sumatera and tsunami in Indian Ocean that Japan had initiative to help Indonesian government in the establishment of well-built country to overcome natural disaster.¹⁸⁷ A year after earthquake and tsunami in Aceh in 2004, there was a discussion between President Susilo Bambang Yudhoyono and Prime Minister Junichiro Koizumi that Japan and Indonesia had a meeting about "Bilateral Cooperation Aid to Reduce Natural Disaster Victims" on June 2005. This meeting forum was the first step to the second meeting forum for a deeper discussion. There was also second meeting on July 24th, 2006 between two committees; special representative of Japan Cabinet in Natural Disaster Sector, Tetsuo Kutsukake, and Coordinator Ministry of People's Welfare, Aburizal Bakri to arrange "Building the Resilience of Indonesia and its Communities to Disasters for the Next Generation."¹⁸⁸ These forums were made continuously to get the same frame in the disaster mitigation,

¹⁸⁷ "Membentuk Negara yang Tangguh Menghadapi Bencana Alam - Kerjasama Indonesia-Jepang Dibidang Penanganan Bencana Alam: Bantuan Bencana Alam (Komite Gabungan Jepang-Indonesia Penanggulangan Bencana Alam)." *op. cit.*

¹⁸⁸ *Ibid.*

disaster risk reduction, and the agreement of the establishment of mitigation expert and establishment of Disaster Prevention Research Institute in Indonesia.

In term of negotiation, Japan convinced Indonesia to trust Japan by sending the expert to the disaster sites. This would also help BNPB (*Badan Nasional Penanggulangan Bencana*) in Indonesia which studied disaster sites for disaster risk reduction. Japan sent its experts, an independent team from Japan; Professor Hideki Kaji from Tokyo Institute Technology, Masasori Muto from Mitshubishi Research Institute, and Mr. Dai Modinaga.¹⁸⁹ Besides, Japan also supported it by giving attention in the process of rehabilitation and reconstruction in Aceh after disaster just like what Vice of Japan Ambassador for Indonesia, Masafumi Kuroki said,

*"Kedatangan saya juga ingin melihat langsung bagaimana bantuan ini disalurkan kepada masyarakat korban bencana, dan masih dimungkinkan jika penyaluran ini sesuai dengan prosedur, maka pemerintah dan masyarakat Jepang bisa menambah bantuannya lagi."*¹⁹⁰ (My arrival is for seeing how the assistances are delivered to the victims of disaster, and if there is possibility, government and Japanese will add its assistances).

Japan was so active to convince Indonesia to reach the goals; Development of Disaster Resilient Communities and Societies, Quick and Effective Delivery of Emergency Assistance to Victims, and Smooth Transition to and Implementation of Recovery and Reconstruction.¹⁹¹ The first goal is preparing communities and societies to face disasters. Communities and societies need to know about risks

¹⁸⁹ Sit, "Tim Independen Dari Jepang Datang Ke Bantul Meneliti Bantuan Pasca Gempa," *Berita*

and damages caused by natural disasters. So, they are prepared with better education to understand more on the risk of disasters. This is the learning process of preparedness. The second goal has purpose to train the people on disaster management, therefore, training is necessary to practice the emergency response. It is for saving human lives by evacuating people quickly. The third goal is for recovery and rehabilitation of the affected country. Japan helps to rebuild the affected area in safe way. To implement a well-built city, there should be self-help, mutual-help, and public-help.¹⁹² Japan and the local people work together and coordinate to reconstruct the affected area.

Japan had the initiative to cooperate and to help Indonesia building a well-built country to face natural disaster, because Japan already knew about Indonesia as recipient country, as for foreign investment and as export-import destination of Japan. Moreover, Japan and Indonesia already have relation for 52 years and often communicating in diplomatic state visit. The following tables show Japan and

Table 4.1
Guests Visit

No	Years	Guests from Japan to Indonesia
1	October 2003	Prime Minister Junichiro Koizumi (attending ASEAN+3)
2	July 2004	Minister of Foreign Affairs Yoriko Kawaguchi
3	January 2005	Prime Minister Junichiro Koizumi and Minister of Foreign Affairs Nobutaka Machimura (attending Special Leaders' Meeting on the aftermath of Earthquake and Tsunami)
4	April 2005	Prime Minister Junichiro Koizumi and Minister of Foreign Affairs Nobutaka Machimura (attending KTT Asia Afrika)
5	August 2007	Prime Minister Abe

Table 4.2
Guests Visits

No	Years	Guests from Indonesia to Japan
1	June 2003	President Megawati Soekarnoputri and Mr. Taufik Kiemas
2	December 2003	President Megawati Soekarnoputri
3	June 2005	President Susilo Bambang Yudhoyono
4	November 2006	President Susilo Bambang Yudhoyono
5	May 2007	Wakil Presiden Jusuf Kalla

Source: http://www.id.emb-japan.go.jp/birel_id.html#1

Next, both countries have negotiators to create discussion and deal if it comes to any cooperation and agreement. In the negotiation stage, both negotiators deliver their interests and goals to reach the agreement. Sometimes, they do persuasive way to get to the agreement or it can be said that they have initiative in negotiating. For example, Japan has initiative to help Indonesia to create a well-built country to face disasters. Consequently, there are two meetings discussed about disaster management between Japan and Indonesia to ensure stepping to the next phase or the agreement. This intensive meeting is a chance to have deeper discussion and can be a third party to persuade negotiators in signing the agreement. According to MEO concept, an MEO is a resolving formula that is seen by parties as meeting their needs and interests better than the status quo. This

limited discussion meeting for delivered interests of

both parties. They can offer one another of their best alternative and interest in negotiation phase to gain cooperation. Japan offered assistances for Indonesian disaster management which can be learned for its improvement. Besides, Japan stated its interest in economic sector, such as trading and investment in Indonesia. Therefore, Japan and Indonesia also signed EPA in 2007. On the other hand, Indonesia offered its international market for export-import activity with Japan. Besides, Indonesia can have Japan's assistances of disaster management. Hence, they did mutually enticing opportunity as meeting their needs and interests.

After Japan and Indonesia had two meeting forums after earthquake and tsunami in Aceh in 2004, they signed the Memorandum of Understanding on the establishment of mitigation expert and establishment of Disaster Prevention Research Institute in Indonesia on February 13th, 2007. The agreement was signed on the conference of disaster mitigation "On Mapping out Strategies for Better Seismic Disaster Mitigation" in *Departemen Pekerjaan Umum* (Department of Public Work).¹⁹³ On that conference, they discussed about disaster management. Earthquake experts from Japan and Indonesia shared their experiences to improve disaster management for reducing disaster risk and victims.

Hence, they communicated intensively, had meetings, and submitted interests. Next, they stepped forward formally by signing agreement that bind them in firm formal cooperation. Moreover, after the agreement was signed, both countries try to maintain the relation by giving reciprocal acts in term of aids and respecting each other to maintain.

D. Japan and Indonesia Relations after the Agreement

On October 2010, mount eruption occurred in Yogyakarta, Indonesia. More than 100 people claimed to have been killed and an estimated 75,000 residents had been evacuated from the area.¹⁹⁴ Damages were caused by Merapi eruption and the victims were exposed to hot ash. Emergency response was really needed to rescue and to evacuate the people. The good thing was that *Pusat Vulkanologi Mitigasi Bencana Geologi (PVMBG)* (Geology of Disaster Mitigation of Volcanology Center) gave prediction on before the explosion on October 26th, 2010 occurred. They decided to announce Mount Merapi state from “aware” to “urgent”.¹⁹⁵ It had better preparation than disaster in Aceh six years ago. However, there were still many victims. An urgent need was to cooperate with the local people to response the emergency situation. Therefore, it could also help the disaster management team to evacuate the people.

Thus, besides giving food or medical tools, Japan sent experts to Indonesia. Japan sent its three volcanologists to help the research of Merapi eruption in the border of DIY and Central Java, namely Kenji Nogami, Masuto Iguchi, and Takayuki Kaneko.¹⁹⁶ These volcanologists helped Indonesia to watch Mount Merapi and its explosion. Foremost, students from Hiroshima University, Japan

¹⁹⁴ BBC Team, “Dozens die in new Mount Merapi eruption in Indonesia,” *BBCNews*, November 5, 2010, accessed December 29, 2012, <http://www.bbc.co.uk/news/world-asia-pacific-11699945>

¹⁹⁵ Akbar Nugroho Gumay, “Vulkanolog Jepang Teliti Letusan Merapi,” *ANTARANews*, November 12, 2010, accessed December 29, 2012, <http://www.antaranews.com/berita/1280500034/vulkanolog-jepang-teliti-letusan-merapi>

came to Yogyakarta to offer their hands in giving books for children and entertaining them in the evacuation shelter.¹⁹⁷

Japanese government involved on disaster management in Indonesia, not only food, medical tool, and emergency aids given to Indonesia, but also assistance from Japanese experts from various institutions to observe and to report Japanese aid to the government. It is a kind of prestige showed by Japan and respected by Indonesia. Indonesia can learn from the experts in the disaster management about prevention, emergency, and rehabilitation responses.

Then, Japan was hit by tsunami on March 2011. As bilateral partner and a country that is also agitated by disaster, Indonesia gave support to Japan in the kind of praying together for the rehabilitation of the victims. TDMRC (*Tsunami and Disaster Mitigation Research Center*) Unsyiah stands for working with PAC (*People's Association on Conscience*) and LCO (*Lost Children Operation*) Aceh supported by ACT (*Asian Community Trust*) held a mass prayer to commemorate a year of Japan's tsunami in SMPN 1 Peukan Bada, Aceh Besar on March 2012.¹⁹⁸ According to Chairperson of the Committee, Mukhlis A.Hamid,

*"Kegiatan ini sebagai bentuk kepedulian Aceh untuk Jepang agar terus bangkit membangun masyarakat yang lebih siaga. Selain itu juga ingin mengajak para pemangku kepentingan komunitas sekolah untuk melakukan upaya terkait pengurangan risiko bencana di sekolah dan masyarakat sekitar."*¹⁹⁹ (This activity is as a kind of concern for Japan to keep building

¹⁹⁷ Aloysius Budi Kurniawan, "Mahasiswa Universitas Hiroshima Kunjungi Merapi," *Kompas*, September 9, 2011, accessed December 29, 2012, <http://travel.kompas.com/read/2011/09/09/13544179/Mahasiswa.Universitas.Hiroshima.Kunjungi.Merapi>

¹⁹⁸ "Kenang Setahun Tsunami Jepang, Siswa Aceh Lepas 500 Balon Berorigami," TDMRC, last

society which have emergency response to disaster. Besides, this also persuades the school activists to concern on disaster risk reduction at school and surrounding communities).

This activity also sent moral support and they also sang together Japanese national anthem *Omoiyari No Uta* to hold affection.²⁰⁰ Government of Indonesia also sent humanitarian aid teams to help victims of tsunami in Japan. There were 60 people consisting of 31 people as a health team and 29 Search and Rescue team, Ministry of Health officers, Army officers, and *PMI (Palang Merah Indonesia)* officer.²⁰¹ Moreover, Indonesia also sent its foreign aid to Japan based on Japanese government's request; the aids are in the form package of 200 boxes of dishes and 1000 boxes of supplementary nutritional food sent to Miyagi Prefecture.²⁰²

Thus, this cooperation or negotiation type is Win-win Solution which applied by two countries that want to have same benefits on the agreement. Indonesia replied the kindness and assistance from Japan by giving sympathy when tsunami hit Japan on March 2011. It creates and maintains the relation of both countries, especially after the mitigation of disaster agreement has signed. They get their mutual benefits from both countries' cooperation in disaster management.

The writer asserts that Japan and Indonesia through this negotiation have moved to reach the agreement on Disaster Mitigation. Agreement on the

²⁰⁰ *Ibid.*

²⁰¹ "Pemerintah Indonesia Kirim Bantuan Kemanusiaan ke Jepang," DepKes, last modified March 2013, http://www.bppsdmk.depkes.go.id/index.php?option=com_content&view=article&id=162:pemerintah-indonesia-kirim-bantuan-kemanusiaan-ke-jepang&Itemid=82

establishment of mitigation expert and establishment of Disaster Prevention Research Institute in Indonesia can help disaster management in Indonesia. It is implemented by working together with JICA which gives technical aids including Expert Dispatch Trainee Acceptance²⁰³ and BNPB-BPBD which is national-rural disaster management in Indonesia. Japan and Indonesia try to reach the main goal which is disaster risk reduction and the agreement can be implemented as they hope.