

**THE ROLE OF BSKLN PSKK ASPASAF IN FORMULATING THE  
MARKET DEVELOPMENT STRATEGY OF PT WIKA INDUSTRI  
MANUFAKTUR ELECTRIC MOTOR IN WEST AFRICA 2021-2023  
FIELD PRACTICE REPORT**



**UNIVERSITAS  
ISLAM  
INDONESIA**

Written by:

**RAHMADINI TIARA PUTRI**

20323310

**DEPARTMENT OF INTERNATIONAL RELATIONS  
FACULTY OF PSYCHOLOGY AND SOCIO-CULTURAL SCIENCES  
UNIVERSITAS ISLAM INDONESIA**

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Proposed to the Department of International Relations  
Faculty of Psychology and Socio-Cultural Sciences

Universitas Islam Indonesia

As a partial fulfillment of requirement to earn

Bachelor Degree in International Relations



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Validated by  
Department of International Relations  
Faculty of Psychology and Socio-Cultural Sciences  
Universitas Islam Indonesia



Head of Department

*Karolina*  
Karolina Utami Dewi, S.I.P., M.A.

- Board of Examiners
- 1 Masitoh Nur Rohma, S.Hub.Int., M.A.
  - 2 Alfredha Shinta Putri, S.IP., M.H.I.
  - 3 Enggar Furi Herdianto, S.I.P., M.A.
  - 4 Rizki Dian Nursita, S.IP., M.H.I.

Signature

*Masitoh*

*Alfredha*

*Enggar*

*Rizki*

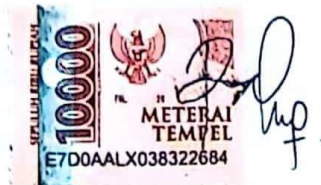
## STATEMENT OF ACADEMIC INTEGRITY

I hereby declare that this undergraduate thesis is the result of my own independent scientific work, and that all material from the work of others (in books, articles, essays, dissertations, and on the internet) has been stated, and quotations and paraphrases are clearly indicated.

No other materials are used other than those contained. I have read and understood the university's rules and procedures regarding plagiarism.

Making false statements is considered a violation of academic integrity.

*21 February 2024,*



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*Rahmadini Tiara Putri*

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## GLOSARIUM

### B

- Bappenas : Badan Perencanaan Pembangunan Nasional
- BEV : Battery Electric Vehicle
- BRIN : Badan Riset dan Inovasi Nasional
- BSKLN : Badan Strategi Kebijakan Luar Negeri
- B to B (B2B) : Business to Business
- BUMN : Badan Usaha Milik Negara

### D

- Ditjen : Direktorat Jenderal

### E

- ECOWAS : Economic Community of West African States
- ESG : Environmental, Social and Governance
- EV : Electric Vehicles

### F

- FMM : Foreign Ministers Meeting
- FIDAK : *Foire Internationale de Dakar*

### G

- GDP : Gross Domestic Product
- GTI : Gesits Technologies Indo



G to G : Government to Government

## **I**

IBC : Indonesia Battery Corporation

IEA : International Energy Agency

ITS : Institut Teknologi Sepuluh November

## **K**

KBRI : Kedutaan Besar Republik Indonesia

Kemlu : Kementerian Luar Negeri

## **L**

LDKPI : Lembaga Dana Kerja Sama Pembangunan Internasional

## **M**

MoU : Memorandum of Understanding

MSME : Micro, Small and Medium Enterprises

## **P**

PSKK Aspasaf : Pusat Strategi Kebijakan Kawasan Asia Pasifik dan Afrika

PLN : Perusahaan Listrik Negara

PT LNP : PT Laila Ndiaye Prima

PT PLN : PT Perusahaan Listrik Negara

PT WIKON : PT Wijaya Karya Industri dan Konstruksi

PT WIMA : PT WIKA Industri Manufaktur

## **R**

Renstra : *Rencana Strategis* or Strategic Plan

RPJMN : *Rencana Pembangunan Jangka Menengah Nasional*

## **S**

SDG : Sustainable Development Goals

SMG : Melanesian Spearhead Group

SOE : State-Owned Enterprises

SOM : Senior Officials Meeting

SPLU : *Stasiun Penyedia Listrik Umum*

## **T**

TKDN : *Tingkat Komponen Dalam Negeri*

## **U**

UN : United Nations

USGS : United States Geological Survey

## **V**

VBM : Virtual Business Meeting

# CHAPTER I

## INTRODUCTION

### 1.1 Background

The experience of interning at the Foreign Policy Strategy Agency of Center for Center for Policy Strategy for the Asia Pacific and Africa Region or commonly known as BSKLN PSKK Aspasaf provided a new understanding of environmental issues and the market potential of Electric Vehicles (EV). One of the activities that stimulated interest in this field was a meeting that discussed the potential development strategy for the Gesits motor market in West Africa in which intern student participated in and assisted a minute of meeting. Every invited party from companies, government agencies, ambassadors in the African region, and diplomats took the opportunity to express their views and information related to the topic discussed. As a result, the meeting gathered knowledge that Electric Vehicles (EVs) are gaining popularity as an environmentally friendly and sustainable transportation solution. Transportation has 70% environmental impact of gas emissions due to its reliance on fossil fuels, while electric vehicles are more efficient at working than combustion engines that do not produce air pollution (Emberger 2017, 31-35).

There are several considerations on Battery Electric Vehicles (BEV) –the most important component of vehicles to move– affecting human and environmental conditions, namely local non-exhaust emissions from vehicles, air pollutant emissions for power generation, road safety impacts from reduced engine noise (European Environment Agency 2018, 33). Based on the data from the International Energy Agency (2022, 6), EVs can also reduce oil dependence by 1.6

million barrels of oil per day in 2025 and 4.6 mb/d in 2030. Trends and developments in the EV market, especially cars in many industrialized and technologically advanced countries such as the United States, China, and European countries, have dominated the market. Meanwhile, electric two or three wheelers have a high total market demand in Asia (International Energy Agency 2022, 29). Therefore, this issue is raised based on field data obtained directly, understanding, and experience during the internship at BSKLN PSKK Aspasaf.

The development of the EV market is included in the global agenda to address climate change, which is also carried out by developing countries. The economic and environmental sustainability agenda has been summarized in Africa 2063 planning as the same long-term growth as the UN Sustainable Development Goals (Royo et al. 2022, 2). The agenda in question is Environmental, Social and Governance (ESG) in infrastructure (ARISE Integrated Industrial Platforms 2023, 9). Thus, African countries are embracing sustainable infrastructure opportunities and implementing policies to increase the use of clean energy including support for electric vehicles that are tied to ESG and SDG guidelines. African cities are characterized by large areas as a report from UN Habitat states that land allocation is less for pedestrians where Africans themselves are predominantly on foot (Gora Mboup 2013, 8). On the other hand, some cities experience high growth in motorbike use but have safety issues that result in high accident rates (Welle and Kustar 2022, 8-9). This condition makes people prefer alternatives for safety by using public transportation but there are limitations and the system itself is inadequate, thus creating opportunities for entrepreneurs to launch alternative transportation products. The market for battery vehicles in Africa and the Middle

East is estimated to reach USD 734.88 million by 2028 (Data Bridge Market Research 2021). The estimated import of two and three wheeled vehicles to Africa is around 4 million units valued at USD 2.7 billion which has a fleet of around 15 to 20 million vehicles currently (Ahadjie et al. 2023, 6). Meanwhile, global predictions suggest that around 40% of the vehicle fleet in Africa will need to be electric by 2040 to meet climate goals (Welle and Kustar 2022, 9).

Referring to the direct report from the Indonesian Embassy in Dakar while explaining the various efforts that have been or will be carried out, the projected agenda is already underway in West Africa in 2021 and will be expanded by welcoming electric motor trade cooperation with Indonesia in Senegal and Ivory Coast (Indonesian Embassy in Dakar 2023). This is driven by the factor that West Africa has a large population and significant economic growth, creating a promising market opportunity for electric motors. In terms of economy, there are 4 countries that are relatively large as well as in terms of population, namely Ivory Coast, Senegal, Mali, and Guinea. West Africa has a positive economic trajectory that needs to be strengthened to accelerate the structural transformation of its economy. GDP of West Africa is estimated at 3.8 percent in 2022 to 3.9 percent in 2023 and 4.2 percent in 2024 (African Development Bank 2023, 2). This favorable outlook reflects higher growth of economies in the region. West African countries import used passenger vehicles as much as 70% of overall imported to Africa (EAC International Consulting 2021, 5). The African market, especially West Africa, is an unconventional market that has potential not only for Indonesian non-oil and gas products but also for certain services.

The Indonesia Embassy in Dakar (2023) explained that there are three accreditation countries –the seat and working area of the Indonesian embassy– which are opportunities for market development for the Gesits electric motors owned by PT WIKA Industri Manufaktur, namely Senegal, Ivory Coast and Guinea. The three countries have their respective potential in economic conditions and a total population or market potential subject of around 90 million people (Indonesian Embassy in Dakar 2023). Based on the data from African Development Bank (2023, 5), it shows the three accredited country have the key macroeconomic indicators average over 2023. The GDP growth of Senegal is 7.7% which has good performers, Ivory Coast is 7.1% which also has good performers, and Guinea is 5.6% which has fair performers. Rapid economic growth and high population consumption in West African countries such as Senegal and Ivory Coast are opportunities that need to be utilized by Indonesian economic actors (KBRI Dakar 2022, 12).

The Indonesian government cooperates with PT WIKA Industri Manufaktur, which is a national company in the production and supply of various automotive products. As explained in the material presentation from the Indonesian Embassy in Dakar (2023), trade cooperation began with promotional activities for the launch of the Gesits electric motorbike in Senegal and welcomed 32 Gesits motorbike export products. The Indonesian Embassy in Dakar assisted the Gesits market development process on 14–17 September 2021 by conducting market research and compiling market intelligence in Ivory Coast as a new place with potential for expansion. This is due to the infrastructure being considered more adequate for electric motorbikes (Indonesian Embassy in Dakar 2023). The

Indonesian Embassy in Dakar has also facilitated the signing of the Distributor Appointment MoU between PT WIMA and PT LNP, which has experience in becoming distributor partners for other Indonesian products in the West African market. The series of developments that will be carried out next include the synergy of all stakeholders, increasing exports, providing capacity building, and establishing an assembling facility center (Indonesian Embassy in Dakar 2023).

The natural resources of Indonesia support EV's product development plan and market demand. Indonesia is one of the countries that has richness in mineral resources including nickel and cobalt. These resources are important for the manufacture of batteries used in electric vehicles or EVs. With a sample supply of these resources, Indonesia has an advantage in the production of electric vehicle batteries. Based on the data from the Kementerian Energi dan Sumber Daya Mineral Indonesia (2020, 25-28), Indonesia is the largest country that has nickel amounting to 23.7% of the total reserves in the world spread across three regions with potential mineralization carriers that do not yet have mining business permit areas, namely Southeast Sulawesi (77%), Maluku (43%), and Papua (98%). Based on IEA (2021, 75) predictions, there will be more than 385 million use and 50 million sales of EVs globally by 2030. Meanwhile, the annual demand for grade 1 nickel is 925 kilotons per year according to the Stated Policies Scenario and 1.900 kilotons per year according to the Sustainable Development Scenario in 2030 (International Energy Agency 2021, 75).

According to a publication from the United States Geological Survey (2023, 61), Indonesia is ranked as the second largest cobalt producing country with a total cobalt production of 10.000 metric tons by 2022. The development of the EV

market is also challenged by the socio-geographical conditions in West Africa, which include the condition of road infrastructure as a cause of high road accidents and battery charging stations. Lack of charging infrastructure and other infrastructural support can be a hindrance to the development of the electric motor market in West Africa. Therefore, in accordance with the experience and knowledge gained during the internship at BSKLN PSKK Aspasaf section, this research intends to analyze the role BSKLN PSKK Aspasaf in designing an electric motor market development strategy of PT WIKA Industri Manufaktur in West Africa, which also considers growth opportunities and challenges that need to be overcome.

## **1.2 Research Question**

The research question raised is:

1. How was the role of BSKLN PSKK Aspasaf in formulating the market development strategy of PT WIKA Industri Manufaktur electric motor in West Africa 2021-2023?

## **1.3 Objectives**

### *1.3.1 Research Objectives*

This research has the following objectives:

1. Identify the the role of BSKLN PSKK Aspasaf in formulating the market development strategy of PT WIKA Industri Manufaktur electric motor in West Africa 2021-2023 by explaining the stages of the process that has been carried out.



### *1.3.2 Activity Objectives*

The objectives of participating in the activities during the task to discuss the Market Development Strategy for Electric Motors of PT WIKA Industri Manufaktur in West Africa as following:

1. Conducting a thorough market analysis to understand the potential of the electric motor market in West Africa including economic growth, population, business competitors, mobility trends, and consumer preferences.
2. Identifying specific opportunities in the region, such as national resource availability and production planning.
3. Learning the challenges and barriers that may be faced in developing the electric motor market in West Africa, such as limited charging infrastructure, competition, and local government policies.
4. Knowing how to formulate market development strategies that suit the market conditions and needs in West Africa.
5. Taking note the important points in a clear and detailed action plan to implement the next market development strategy.

## **1.4 Benefits**

### *1.4.1 Benefits for Student*

The students gained many benefits from the Work Practices carried out at BSKLN, especially the PSKK Aspasaf section as follows:

1. Gaining insight into the role of the Ministry of Foreign Affairs and the work of Indonesian Ambassadors abroad in helping national companies develop domestic products and the contributions that have been made.
2. Learning the discussion process on The Gesits Electric Motorbike Development Strategy in West Africa provides new knowledge regarding the steps taken and the process of exporting electric motors. In addition, learning about trends in electric vehicles and renewable energy in the African region, especially West Africa.
3. Knowing the broad picture of how Indonesia conducts the 2023 Ministry of Foreign Affairs Work Program Base by helping and even providing facilities to companies. Meanwhile, morally learning the important keys in the discussion is to find solutions, convey with good language, and be oriented to the goals that have been set.

#### *1.4.2 Benefits for the Study Program*

The Department of International Relations UII, which runs partnerships with Practical Work agencies, received benefits, including:

1. The tasks and performance can contribute to writing expertise that is in line with International Relations and develop the knowledge they have gained.
2. The discussion of the writings that were conducted can contribute back to the academic discussion forum of the International Relations Study Program which contains a series of information about the Gesits Electric Motorbike Market Development Strategy in West Africa.

### *1.4.3 Benefits for the Agency/Field Practice Location*

The Foreign Policy Strategy Board of the Asia Pacific and Africa PSKK section is benefitting from the process to the results of student performance in the following ways:

1. Assisting the diplomats concerned by carrying out tasks and performance such as preparation of meeting equipment, contacting parties invited to the meeting, contributing to writing meeting reports.
2. Assisting data research and information collection which then in some occasions the results can be written in official diplomat duty documents in the form of drafting policy briefs and monitors related to issues in accordance with their fields. The performance results of the assigned tasks assist diplomats in conducting data research and information collection which then in some occasions the results can be written in official diplomat duty documents.
3. On the occasion of discussing the Gesits Electric Motorbike Market Development Strategy in West Africa, students' contributions helped collecting information containing detailed data and material that had been submitted by each invited party during the discussion.

## **1.5 Literature Review**

There are four literature reviews to support what is being analyzed in this research. The first reference is a book entitled Marketing Management: A Cultural Perspective Chapter Market Development in the African Context (Spence, Bonsu,

and Arnould 2011, 72-87). Globalization contributes to the development of markets in Africa that are adapted to domestic demand or needs in Africa. This development explains two dynamics of the African market. First, market transformation becomes the right way for business development and African consumers buy foreign products. Second, the race to market development from Africa to increase the income of local citizens and support the consumer base regionally. Thus, the things that must be considered in market development in Africa include local resource conditions.

The second literature review is entitled Exploring the Role of Government Involvement in Outward FDI from Emerging Economies (Wang et al. 2012, 655-676). The second article explains that the government as an international relations actor has a stake in the internationalization or development of foreign markets of developing companies. Thus, companies conduct business development with the help of governments that have the power to carry out cooperation. Government involvement affects aspects of internationalization that include the level of foreign investment, location, and type of market or resources. In this case, the company must balance the capabilities of a series of strategies to reach a successful stage.

The third literature review is Marketing Strategy Performance Relationship: An Investigation of the Empirical Link in Export Market Ventures explains that the choice of foreign markets is based on attractiveness and risk of a company (Cavusgil and Zou 1994, 1-21). At the stage of selecting the destination country, the success of a company can be measured by the formulation of export market strategies and opportunities which are also to balance the weaknesses of the strategy itself. Meanwhile, the proximity of a company to local distributors can increase

product sales by providing material support, namely dealer training facilities. The importance of direct product promotion to keep business channels running well and attract consumer buying interest that allows direct contact with consumers. Therefore, determining a strategy that contains opportunities, challenges, and relationships with local business units is a factor in the success of overseas market development.

The fourth literature review entitled *Identifying Successful Marketing Strategies by Export Regional Destination* describes the influence of marketing (Lado, Martínez-Ros, and Valenzuela 2004, 584-585). Market development activities to geographically distant places require marketing activities that include products or services, prices, promotions in the form of exhibitions or consumer promotions, and distribution. Considering distance, promotion plays a role in providing information and influencing consumers. Export performance with physical and psychological distance conditions can affect the flow of information to the target market as well as the characteristics of companies that have experience in exporting. Therefore, a marketing strategy that adapts to the specific conditions of the target market can overcome the aspects of export performance and company characteristics with. Inefficient strategies based on differences in consumer needs and ineffective strategies due to improper implementation should be studied more deeply to obtain good planning and processes in market development.

## **1.6 Research Framework**

### *1.6.1 Uppsala Internationalization Model by Johanson and Vahlne*

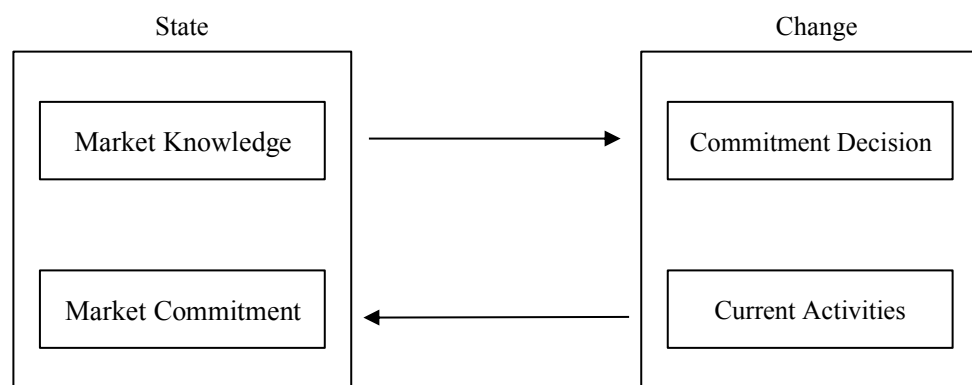
The Uppsala Internationalization Model developed by Johanson and Vahlne (1977, 23-32), focuses on the internationalization process in steps and is influenced

by several aspects. The model is based on observations of Swedish companies that develop business processes to the international level. Initially, companies will export products through agents, establish subsidiaries, and mostly also start production in other countries. The main idea is divided into two aspects to determine the internationalization steps of a company. First, the state aspect which considers market commitment and market knowledge. Second, the change aspect which also considers in two conditions, namely commitment decision and current activities of a company. The following are the core concepts of the Uppsala model (Johanson and Vahlne 1977, 26-30):

1. Market commitment: Takes into account the availability of local resources and enthusiasm of a company to carry out operations at a higher level or internationally. Local can be used for product development and will be easier to realize if resources are more directed. These two things are interdependent which ultimately is able to maintain business process commitment. The company or PT WIKA Industri Manufaktur commits to build and develop its own products.
2. Market knowledge: Based on two types of knowledge. First, knowledge obtained theoretically or doing analysis for decision making by considering opportunities. Second, knowledge from experience such as developing business operations. In the internationalization process, it will be more difficult to obtain this aspect of knowledge due to lack of experience. PT WIMA, the Indonesian Embassy in Dakar, and BSKLN PSKK Aspasaf participated to conduct market research before moving to a larger.

3. Current activity: It concerns on market development which is starting to be carried out to foreign market. The development, in this case, is obtained through knowledge from experienced people to develop a product in the market. Thus, the production activities can be carried out based on its conditions. At this step, the role of BSKLN is to assist PT WIKA Industri Manufaktur to develop market abroad. BSKLN identifies the strategy and provide policy recommendation that can help market development and write a report called minutes of meeting. In its implementation, the diplomatic process is accomplished by establishing cooperative agreements with local entities and governments, facilitated by the Indonesian Embassy in Dakar.
4. Commitment decision: The establishment of an overseas operation. It is considered as a solution to overcome problems, in this case, solving challenges in maintaining business. This step depends on experimental knowledge.

Figure 1. The Basic Mechanism of Internationalization – State and Change Aspect.



Source: Johanson and Vahlne (1977, 26-30).

## **1.7 Method of Activity Implementation**

### *1.7.1 Type of Activity*

The activities carried out during the field practices are as follows:

1. Preparing a policy brief related to the Asia Pacific and Africa region that discusses certain issues and provides policy recommendations.
2. Writing a monitor related to the Asia Pacific and Africa region that discusses an observation on condition of an issue that is happening.
3. Assisting meeting preparation, attend the meeting, and write the meeting report.

### *1.7.2 Subject and Object of Activity*

The subject of field practice activity is BSKLN PSKK Aspasaf of the Ministry of Foreign Affairs and the object is Formulating the Development of the Electric Motor Market of PT WIKA Industri Manufaktur in West Africa 2021-2023.

### *1.7.3 Location and Time of Implementation*

The field practice of the Foreign Policy Strategy Agency of the Indonesian Ministry of Foreign Affairs is carried out face-to-face in Central Jakarta. The implementation time starts from 14 February to 14 April 2023 with a division of time work from office 3 times and work from home 2 times a week. Meanwhile, the working hours are Monday–Thursday from 8 AM to 4 PM except on Friday until 4.30 PM.



#### 1.7.4 *Timeline of Activity Implementation*

<b>No</b>	<b>Time</b>	<b>Activity or Coordinator Function</b>
1.	First Internship Placement	Opening of Work Practices and Africa
2.	Second Internship Placement	ASEAN
3.	Third Internship Placement	Pacific Oceania
4.	Fourth Internship Placement	Central and South Asia, Evaluation of Final Project and Closing of Work Practice

#### 1.7.5 *Data Collection and Data Analysis*

Data collection was carried out by collecting information through primary sources from those who attended the discussion on market opportunity development strategy of Gesits electric motor in West Africa and secondary sources. During the discussion, several invited parties gave explanations and provided presentation material. Documents are used for deeper review of issues. The result of the discussion is written by student intern as an assignment which then be submitted to the relevant functional diplomat. For further learning, diplomats will provide official documents as learning material and reference for next assignments. The document which was signed by the Head of PSKK Aspasaf is called as minutes of meeting. In addition, the additional documents were reviewed such as performance reports from BSKLN and the Indonesian Embassy in Dakar, books, journals, official government websites, organizational records, and news.

### *1.7.6 Research Outline*

**CHAPTER I:** Discussing the introduction which includes an explanation of the issues raised as a result of field practice activities and connects with the knowledge of International Relations. In addition, it provides brief information regarding the implementation of activities during the task at BSKLN in the PSKK Aspasaf section.

**CHAPTER II:** Providing an overview of the Ministry of Foreign Affairs and the Foreign Policy Strategy Agency. The discussion continues by providing detailed information about field conditions and direct tasks during field practice.

**CHAPTER III:** Answering the formulation of the problem using the Uppsala Internationalization Model framework and analysis of the role of BSKLN PSKK Aspasaf based on supporting data obtained directly or indirectly in accordance with field practice experience. It will also discuss the position of BSKLN PSKK Aspasaf as a government unit that assists PT WIKA Industri Manufaktur in conducting market development. In addition, it explains the growth opportunities and challenges on market development strategy of PT WIMA electric motor in West Africa.

**CHAPTER IV:** Discussing conclusions and policy recommendations in line with the Uppsala Internationalization Model framework and government involvement, especially BSKLN PSKK Aspasaf, in supporting market development strategies.

## **CHAPTER II**

### **OVERVIEW OF AGENCY/LOCATION FIELD PRACTICE**

#### **2.1 Agency/Location Profile**

The Ministry of Foreign Affairs of the Republic of Indonesia is a government official in charge of foreign policy affairs. Based on the mandate, the alignment of the vision and mission of the Indonesian Ministry of Foreign Affairs is to lead an active and effective diplomacy to realize a progressive Indonesia that is sovereign, independent, and has a personality based on mutual cooperation (Kementerian Luar Negeri Indonesia 2023a). The functions of the Indonesia Ministry of Foreign Affairs as stated in the Regulation of the Minister of Foreign Affairs of the Republic of Indonesia number 6 of 2021 concerning the Organization and Work Procedure of the Ministry of Foreign Affairs as follows (Kementerian Luar Negeri Indonesia 2023b):

1. Formulation, determination, and implementation of policies in the field of organizing foreign relations and foreign policy.
2. Coordinating the implementation of foreign relations and foreign policy in ministries or institutions in accordance with the provisions of laws and regulations.
3. Formulation, preparation, and provision of recommendations on policy strategies in the field of organizing foreign relations and foreign policy.
4. Coordinating the implementation of tasks, coaching, and providing administrative support to all organizational elements within the Ministry of Foreign Affairs and Representatives of the Republic of Indonesia.

5. Management of state property or wealth which is the responsibility of the Ministry of Foreign Affairs and Representative of the Republic of Indonesia.
6. Supervision of the implementation of tasks in the Ministry of Foreign Affairs and Representatives of the Republic of Indonesia.
7. Implementation of substantive support to all organizational elements within the Ministry of Foreign Affairs.
8. Implementation of other functions assigned by the President.

There are six main strategic objectives of the Ministry of Foreign Affairs planned for the 2020–2024 timeframe, including the following (Kementerian Luar Negeri Indonesia 2023c):

1. Optimal value of economic diplomacy benefits.
2. The influential leadership of Indonesia and role at the regional and global levels.
3. Integrity of the Republic of Indonesia sovereignty and positive image in the world.
4. Protection of Indonesian citizens abroad and excellent public services.
5. National support and commitment to foreign policy.
6. Strong diplomacy infrastructure.

The structure of the Indonesian Ministry of Foreign Affairs consists of several units and agencies that work together to fulfill the duties and responsibilities of organizing and implementing foreign policy of Indonesia. The following is an overview of the structure of the Ministry of Foreign Affairs of the Republic of Indonesia (Kementerian Luar Negeri Indonesia 2019a):

1. Minister of Foreign Affairs: the head of the Ministry of Foreign Affairs and responsible for strategic decision-making and policies related to Indonesia's foreign relations. The first female incumbent as Minister of Foreign Affairs for the 2019–2023 period in the *Indonesia Maju* Cabinet is Retno Marsudi.
2. Vice Minister for Foreign Affairs.
3. Secretary General: responsible for the coordination, fostering and operational management of the Ministry of Foreign Affairs. In addition, it also ensures administrative support of the policies, programs, and activities in ministry.
4. Directorate General: manages various important areas in Indonesian diplomacy. Some of the Directorate Generals that it may contain include Asia Pacific and African Affairs, American and European Affairs, ASEAN Cooperation, Multilateral Cooperation, Legal Affairs and International Treaties, Information and Public Diplomacy, and Protocol and Consular Affairs.
5. Inspectorate General: responsible for carrying out internal supervision within the Ministry of Foreign Affairs and Representatives of the Republic of Indonesia.
6. Diplomatic Representations: the Ministry of Foreign Affairs has diplomatic representatives in various countries and international organizations. Indonesian ambassadors and diplomatic representatives abroad are responsible for carrying out diplomatic and consular duties to promote the interests of Indonesia.

7. Foreign Policy Strategy Agency: tasked with organizing the formulation, preparation and provision of policy strategy recommendations in the field of organizing foreign relations and foreign policy.
8. Advisor to the Minister or Expert Staff: provides recommendations on strategic issues to relevant ministers.
9. Special Staff: has task of providing advice and consideration to the Minister in accordance with the task of the Minister and is not the field of duty of the organizational elements of the Ministry.
10. Head of Education and Training Center, Head of Center for Information and Communication Technology, and Head of Centre for Functional Positions Management.

Each unit and institution within the Ministry of Foreign Affairs structure works in an integrated manner to achieve goals and safeguard the national interests of Indonesia on the global stage (Kementerian Luar Negeri Indonesia 2019a). The structure can be changed in accordance with evolving policies and needs.

### *2.1.1 Foreign Policy Strategy Agency*

The Foreign Policy Strategy Agency which also referred to as BSKLN (2019b), operates as a component within the Indonesian Ministry of Foreign Affairs. It performs in analyzing global issues, identifying trends and developments at the international level, and formulating strategies and recommendations for foreign policy of Indonesia. Based on Article 585 of Regulation of the Ministry of Foreign Affairs of the Republic of Indonesia 2021 concerning the Organization and

Work Procedures of the Ministry of Foreign Affairs explains its duties and functions as follows (Kementerian Luar Negeri Indonesia 2019b):

1. Preparation of technical policies, plans and programs for analysis and recommendations for policy strategies in the field of organizing foreign relations and foreign policy.
2. Implementation of analysis and provision of recommendations for policy strategies in the field of organizing foreign relations and foreign policy.
3. Monitoring, evaluating and reporting on the implementation of analysis and providing recommendations on policy strategies in the field of organizing foreign relations and foreign policy.
4. Implementation of organizational and administrative governance of the Foreign Policy Strategy Agency.
5. Implementation of other functions assigned by the Minister.

To understand more about the management of BSKLN, the organizational structure, which has the same function based on each regions, consists of the Head of the Foreign Policy Strategy Agency, Secretary of the Foreign Policy Strategy Agency, Center for Policy Strategy for Asia Pacific and Africa Region, Center for Policy Strategy for American and Europe Region, Center for Multilateral Policy Strategy, and the newly added Center for Special Issues Policy Strategy and Data Analysis in accordance with Ministry of Foreign Affairs Regulation Number 06 of 2021 (Kementerian Luar Negeri Indonesia 2019b). Meanwhile, the role of BSKLN itself in the Ministry of Foreign Affairs has strategic aspects consisting of (Badan Strategi Kebijakan Luar Negeri 2022, 8):

1. Strengthening support for foreign policy recommendations to the Minister of Foreign Affairs and the President of the Republic of Indonesia.
2. Output in the form of policy strategy recommendations and strategic documents, such as foreign policy white papers, which are referred to by the Ministry of Foreign Affairs and other agencies, academics, and other external groups.
3. Focus on strategic policy recommendations and/or forecasting.
4. The only work unit authorized to provide strategic policy recommendations to the Minister of Foreign Affairs.

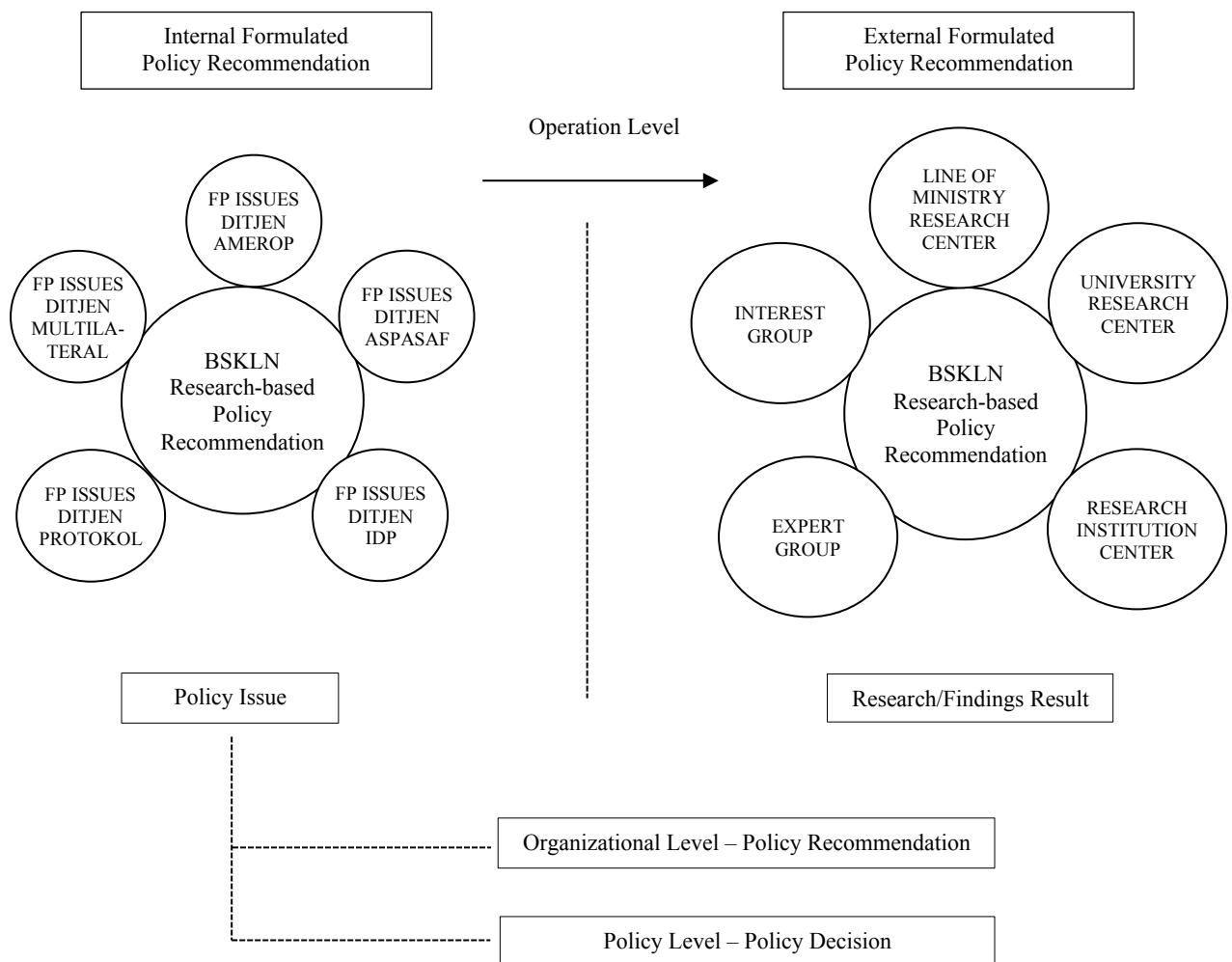
BSKLN collaborates with various stakeholders, institutions, think tanks, and closely coordinating with relevant ministries or institutions. It aims to achieve comprehensive and high-quality foreign policy recommendations and enhance the effectiveness of diplomatic implementation (Badan Strategi Kebijakan Luar Negeri 2022, 8). Therefore, the output is to strengthen the role of the Ministry of Foreign Affairs as a reference center for foreign policy formulation and coordinator of foreign relations implementation.

The following is an illustration of the intended explanation (Figure 2). It explains that there are two operational levels or patterns of policy formulation in BSKLN (Badan Strategi Kebijakan Luar Negeri 2022, 9). The first level is the formulation of policy recommendations internally or at the level of the organization itself. Issues raised are based on the needs of the relevant Directorate General sections which are then processed in the form of research-based recommendations in accordance with the field of the BSKLN center. The second level is the



formulation of policy recommendations externally or outside of the organization such as line ministry research, interest groups, university research centers, research institute centers, and expert groups. After that, it will produce a finding or research result. Both stages lead to policy decisions to be made by the Ministry of Foreign Affairs.

Figure 2. Policy Formulation's Patterns of BSKLN Indonesian Ministry of Foreign Affairs



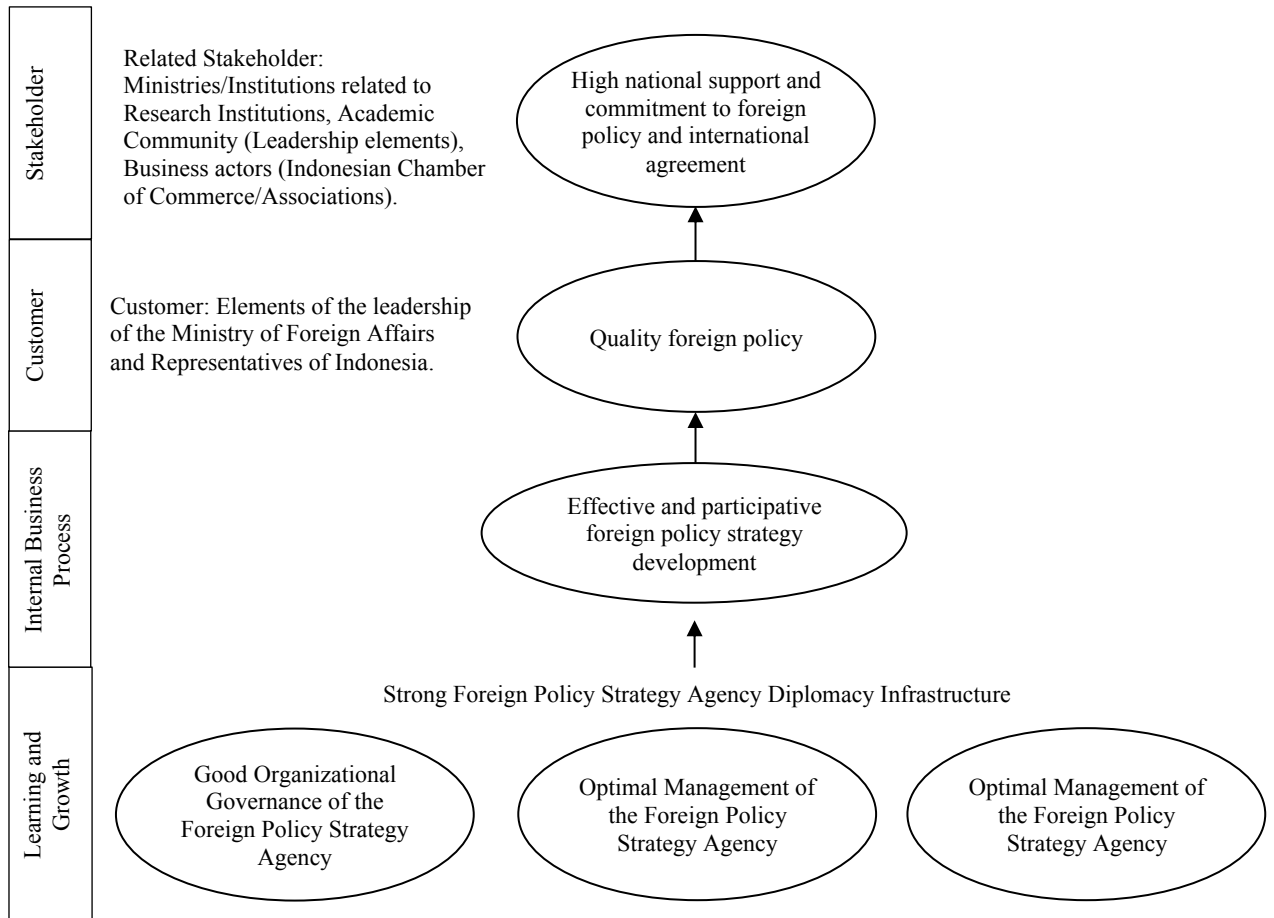
Source: Foreign Policy Strategy Agency (2022, 9).

BSKLN (2022, 10) has a Strategic Plan otherwise known as *Renstra* for the period up to 2024 that is in line with the Ministry of Foreign Affairs *Renstra*. The *Renstra* or strategic plan includes targets or implementation plans for the next five years that are in line with the vision, mission, goals, and strategic objectives and their implementation. Thus, the *Renstra* can contribute to strengthening integration, systematic, and accountability in carrying out the duties and functions (Badan Strategi Kebijakan Luar Negeri 2022, 10).

A detailed explanation will be conceived on an illustration below (Figure 3). It explains the strategic plan from BSKLN of the Indonesian Ministry of Foreign Affairs. The strategic plan is a measuring tool that maps the strategic objectives of the BSKLN within the framework of a causal relations and describes the entire strategic journey to realize the vision and mission of the BSKLN (Badan Strategi Kebijakan Luar Negeri 2022, 15). The first aspect is training and development which includes human and organizational resources, assets, and budget. The second aspect is the internal business process regarding the preparation of policy strategies that exist in the internal organization or BSKLN itself which is made by diplomats from each center. The next aspect is the customers who have involved the leadership of the Ministry of Foreign Affairs or representatives of the Republic of Indonesia. In this regard, the received policies possess a quality value and enable effective follow-up on the current issues. The last aspect is stakeholders such as ministries or research institutions, the academic community, and business actors. Strategic planning at this stage can be achieved by obtaining support and commitment from stakeholders. This indicates that the highest level of the strategic

plan concerns the parties that are important in the implementation of international policies and agreements.

Figure 3. Strategic Plan of BSKLN Ministry of Foreign Affairs Indonesia.



Source: Foreign Policy Strategy Agency (2022, 15).

### 2.1.2 Center for Policy Strategy of the Asia Pacific and Africa Region

Based on the Regulation of the Minister of Foreign Affairs of the Republic of Indonesia No. 6 of 2021 Article 607, Center for Policy Strategy for Asia Pacific and Africa Region, commonly known as PSKK Aspasaf, has the same function as BSKLN which refers to the scope of the Asia Pacific and Africa regions

(Kementerian Luar Negeri Indonesia 2019c). The workforce of PSKK Aspasaf comprises:

1. Sub division of Administration: Operational and administrative staff who can also be referred to as non-diplomat workers.
2. Functional Position Group: Personnel in a functional level who carry out special tasks in accordance with their field of expertise or can be referred to as diplomats. The division of fields based on regions is East Asia, South and Central Asia, Southeast Asia, ASEAN, Pacific Oceania, Africa, and the Middle East.

## **2.1 Implementation of Internship Activity**

Field practice or internship at the Indonesian Foreign Policy Strategy Agency (BSKLN) was carried out for two months starting from 14 February 2023 to 14 April 2023. The first activity carried out is an online entry briefing to find out the basic internship briefing and get to know the supervisor of each center. The internship was officially held face-to-face on 15 February 2023. On the first day, the interns attended the Abdul Gani Building of the Ministry of Foreign Affairs and waited in the lobby to be picked up by the BSKLN Secretariat staff to be directed according to their respective centers. The total number of interns was 40 people with a division of 10 people in each center. BSKLN center has its own policies regarding the place of internship implementation which can be either face-to-face or online. The author was assigned to PSKK Aspasaf which has a change of regional function coordinator every two weeks. Thus, the author has the opportunity to learn

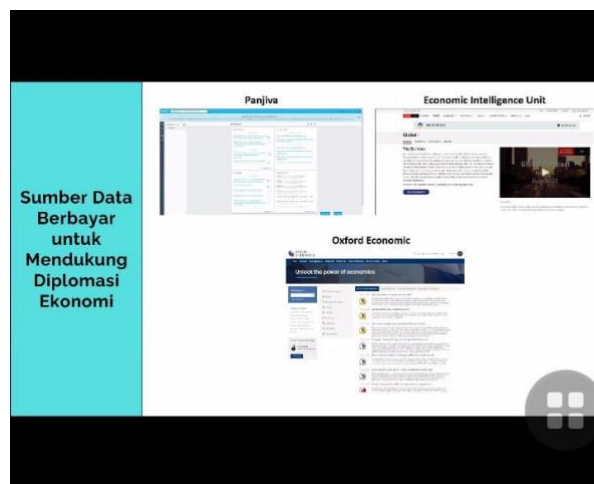
and experience 4 times in different regions such as Africa, ASEAN, Pacific Oceania, and Central and South Asia.

The main series of internship activities are aligned with the curriculum so that there are directions and outcomes of the activities. Dissemination of Diplomatic Law Information by the Ministry of Foreign Affairs on 23 February 2023 was the first activity through the Zoom Meeting. The purpose of the material presentation is to gain insight into Diplomatic Law which includes the Basics of Diplomatic Law and the Appointment of the Head and Staff of the Representative. Towards the end of the month and having passed one week of the internship period, the BSKLN, precisely the Secretariat of the Foreign Policy Strategy Agency, held a Zoom Meeting. Another activity was a tour of the Ministry of Foreign Affairs building guided by the BSKLN Secretariat directly on 20 February 2023. The interns were introduced to places in BSKLN and ended with a group photo. BSKLN diplomats and staff openly welcomes the interns. Thus, during the process they were always given direction.



Picture 1. Tour Indonesian Ministry of Foreign Affairs

In the middle of March, which indicates that the internship lasted for approximately one month, the Socialization of BSKLN Duties and Functions Material was held on 13 March 2023. The purpose of the second material is to know the duties and functions of BSKLN, especially how to make a policy brief according to the standard. The material presentation organized by BSKLN helped in doing the internship task better with guidance on how to make a policy brief and data sources for analysis. The internship implementation time was completed and closed with a series of exit briefings where each internship representative from each center presented the final internship report as an output and condition information for BSKLN. The experience, knowledge and inspiration gained during the internship at the Ministry of Foreign Affairs of the Republic of Indonesia served as a catalyst for motivation in enhancing and preparing oneself better to confront the dynamics and challenges while pursuing further education and entering the professional world.



Picture 2. Socialization of BSKLN Duties and Functions Material

### *2.2.1 Implementation of Internship at PSKK Aspasaf*

The author had the opportunity to study and work in the Asia Pacific and Africa Regional Policy Strategy Center (PSKK Aspasaf). The work system at PSKK Aspasaf enforces that each student gets a change of function coordinator placement according to the existing area. Thus, the author received four changes and learned in different areas. The Africa region function became the beginning for the author to learn about the duties of an intermediate diplomat at PSKK Aspasaf from 15 to 27 February 2023. The author got the first task related to energy issues in Africa. The task given was a policy brief on Energy and Electricity in South Africa. The Africa function coordinator gave a brief direction regarding the policy brief itself by providing examples of tasks and the availability of energy data obtained. Thus, the author learns the energy issues that occur in South Africa including investment, cooperation, alternative energy options offered, and policy formulations. However, the first policy brief was revised and rewritten.

The second task was to create a monitor on the Nigerian Election by studying the political and economic conditions of Nigeria which included the history of the election, the issue of political monetization, the threat of instability, the energy and electricity crisis, and the perception of the Nigerian people ahead of the election. On this occasion, the author was able to find out the difference between a policy brief that involves ideas of policy recommendations for Indonesia and a monitor that observes a particular condition or issue as an updated report. PSKK Aspasaf organized a meeting with the Head of Center as a form of introduction and also sharing session outside the task. This is an ethical work environment in PSKK

Aspasaf which is comfortable, fostering strong connections among resources, and very supportive of progressive students.

The next task of the Africa function coordinator was to attend and make a written report or minutes of the Gesits Electric Motor Market Opportunity Development Strategy Meeting in West Africa. This meeting provided knowledge regarding the process and role of the Ministry of Foreign Affairs in foreign market development. In addition, it added insight into the specific issues discussed and the parties involved in the process. The minutes or meeting created were in accordance with the standards and also the series of meeting discussions written. During the task, the author also assisted other functional diplomats in the preparation of the Meeting on Nomination/Recommendation of Exporters for the Trade Fair in Vietnam in 2023. The contribution in question was to be a liaison officer for the list of destinations for invitation letters such as the Executive Director of the MSME Development, Consumer Protection Department from Bank Indonesia, and Indonesian Chamber of Commerce and Industry.

In the second regional shift, which occurred from 28 February to 13 March 2023, the author had the opportunity to learn more about the duties of the ASEAN function coordinator, especially in meeting discussions. The author participated and made a minutes of meeting on *Audiensi KKN Kebangsaan XI* which was held face-to-face at the Indonesian Ministry of Foreign Affairs. The learning gained is the aspect of handling and the role of the Ministry of Foreign Affairs in the field of education by involving universities. The meeting discussion included strategic issues and diplomatic efforts that can be done through the work program of *KKN Kebangsaan XI* students in the border area between West Kalimantan and Malaysia.



The next task was to attend and take minutes on the PTDI Trade Potential Discussion in the Latin American Region. The author had the opportunity to understand the potential, opportunities for Indonesian products, and marketing procedures abroad. In addition to attending meetings, the author also learns to deepen the ASEAN charter and analyze ASEAN RCEP independently.

The third function coordinator after one month had passed was the Oceania Pacific for the duration of 14 to 27 March 2023. Before doing the task, the regional diplomat organized a face-to-face meeting in the office explained the various tasks and issues happening in the Pacific Oceania region. In addition, the author learned how to find data sources, information, and read world trade data through the official WTO website. After that, the author was given the task of making data on trade potential between Indonesia and Pacific Oceania countries. Thus, the author gained knowledge of the types of export and import commodities that have potential for Indonesia. The second task was to attend and report on the SMG Budget SOM and FMM Coordination meeting. The Oceania Pacific region is a new insight because there are many issues that involve the role of Indonesia and there must also be regular supervision. Through the meeting, the author learned about MSG membership and funding, sovereignty issues of Melanesian countries, and strategy of Indonesia to address issues in the MSG.

A group of developing countries in the Oceania Pacific, especially Vanuatu, are very concerned about environmental issues that have a negative impact on the world. This knowledge was obtained through the task of a policy brief on the Fossil Fuel Non-Proliferation Treaty. The author studied the discussion of issues raised during the 77th UN General Assembly, especially the economic and environmental

aspects. In addition, the author assembled an analysis of Indonesia's policy towards the Non-Proliferation of Fossil Fuels. In contrast to the prior task, the author had the opportunity to learn new things, such as designing the Zoom Meeting virtual background and posters for the *Sosialisasi Reviu Kebijakan “Pemanfaatan RCEP untuk Peningkatan Perdagangan Indonesia dengan Lima Negara RCEP Non-ASEAN”*.

In the last two weeks of the internship which occurred from 28 March to 14 April 2023, the author was assigned with the function coordinator for the South and Central Asia region. In contrast to the prior task that was carried out individually, this time the author was assisted by fellow interns in making a policy brief on the Israel-India Military Alliance. The author learned how to work as a team in researching issues by mapping out plans and dividing tasks based on mutual agreement. In addition, the aspect of good communication is a supporting factor for the success of the task. The author and fellow student intern learned about relations, strategic partnerships in all aspects, and the impact of the Israel-India military alliance on Indonesia and ASEAN.

In the last week, PSKK Aspasaf gave an internal internship evaluation task by making a policy brief according to group choice of region. The author and two other group members chose the African region by raising the topic on The Emergence of Marburg Virus in Tanzania. The author and the group studied the condition of Marburg Virus at that time and the handling that had been carried out by WHO and other countries. In addition, learning the important role of climate in managing zoonotic viruses and formulating various policy recommendations for Indonesia. The evaluation presentation was conducted online and attended by all

diplomats of PSKK Aspasaf who took part in providing advice on the tasks that had been done. The writing group task received a positive response from the entire audience because it had raised a specific topic, an in-depth explanation, and a good presentation component that included images to make it more understandable to the audience. However, the written policy brief needed to be developed by adding a discussion of the possible impact of the Marburg virus in Indonesia. Based on the activities that have been carried out, PSKK Aspasaf has become a good place for the author to grow with the help of friendly and supportive workers. In addition to the insights and experiences gained, the author also learned morality during the internship time at PSKK Aspasaf.

### *2.2.2 Obstacles of Activity Implementation*

Field practice or internship at BSKLN is very helpful for the learning process of interns, but there are still some obstacles as follows:

1. Training and briefing of basic knowledge about the duties and functions of BSKLN was held after the internship was almost one month. The timing is relatively slow because the interns on the first day had already received their tasks. Thus, while working on it, they did not get detailed directions for obtaining valid data sources and were also still in the process of understanding the scope of work.
2. The duration of the internship is considered very short to learn many things at BSKLN.
3. There is no work evaluation every week or month which causes no regular supervision for the performance of the interns.

### *2.2.3 Solutions or Recommendation for Activity Implementation*

The followings are the recommendations or suggestions from the obstacles found so that the implementation of activities will be better in the future:

1. Training and provision of basic knowledge according to the curriculum can be carried out at the beginning of the internship such as how to write policy briefs, monitors, minutes of meeting, and policy recommendations. Thus, interns can work on tasks with guidance and knowledge from BSKLN based on its standards.
2. The duration of the internship should be increased to more than two months.
3. Regular supervision or evaluation every week or month for regular performance evaluation and organized performance supervision.

## **CHAPTER III**

### **RESULT AND DISCUSSION**

#### **3.1 Problem Analysis**

Indonesia has a program to improve trade relations with countries in Africa, especially West African accredited countries, such as Senegal, Ivory Coast, and Guinea. Indonesia has a major interest in increasing economic and trade cooperation, particularly in strategic industries and infrastructure (KBRI Dakar 2022, 26). Indonesian-owned companies are carrying out cooperation to take advantage of market opportunities in West African accreditation countries. Thus, the Indonesian government and Indonesian-owned enterprises collaborate with support and various economic diplomacy efforts. The expectation of the available opportunities is that Indonesia can obtain procurement offers for strategic industrial products (Indonesian Embassy in Dakar 2023).

Trade relations of Indonesia with accredited countries in West Africa are good and have increased in general. Based on information from the Performance Report of the Indonesian Embassy in Dakar, there was an increase in the value of Indonesia's trade with West African countries which reached 48% from USD 674.7 million in January–November 2021 and reached USD 999.2 million the following year (KBRI Dakar 2022, 33). Therefore, Indonesia encourages cooperation and exports of strategic industrial products and infrastructure. The cooperation in question is formulated in a plan by the Ministry of Foreign Affairs with the help of several agencies, especially the Foreign Policy Strategy Agency as part of the Center for Policy Strategy for the Asia Pacific and Africa Region to assist each

stakeholder in cooperating. This is also in accordance with the duties carried out by BSKLN PSKK Aspasaf in policy formulation, analysis and provision of policy strategy recommendations as well as monitoring, evaluation and reporting according to regional focus (Kementerian Luar Negeri Indonesia 2019b). One of the trade plans supported by Indonesia is the marketing of PT WIKA Industri Manufaktur's electric motor in West Africa. Collaboration between the Indonesian Ministry of Foreign Affairs, especially BSKLN PSKK Aspasaf, which participates in strategic planning of PT WIKA Industri Manufaktur to internationalize Indonesian products that are economically and environmentally sustainable.

The development of the PT WIMA electric motor market is carried out based on a strategic arrangement that had been well formulated by the company, assistance and support from the Ministry of Foreign Affairs, and cannot be separated from the role of BSKLN PSKK Aspasaf by providing policy recommendations. The Indonesian Embassy in Dakar invited the interested parties to discuss further market development strategies on 24 February 2023. PT WIMA (2023) submitted a business scheme which discusses the Gesits Electric Motor Market Development Strategy in West Africa. The scheme involves a G to G Memorandum of Understanding and B to B cooperation agreement where the West African government appoints local partners and the Government of Indonesia appoints PT WIMA.

The Indonesian Embassy in Dakar (2023) conveyed 5 strategic aspects that can help market development planning. The strategies include signing MoU, Business to Business (B2B) collaboration, site-visits, delivery and training, and building assembling centers. The strategies that have been formulated can help

companies and governments find market development strategies for electric motor in West Africa. Based on the data and information obtained directly and indirectly, the questions raised in this field report will be explained more further using the Uppsala Internationalization Model. The expansion process will explain the role of BSKLN PSKK Aspasaf that participated in developing the Gesits electric motor market of PT WIMA in West Africa.

### *3.1.1 Introduction of Gesits Product Development as an Electric Motor of PT WIKA Industri Manufaktur*

Gesits is an abbreviation of Garansindo Electric Scooter Institut Teknologi Sepuluh November. Gesits is the result of cooperation between industry and university. PT Garansindo signed a national electric motorbike research cooperation agreement with Institut Teknologi Sepuluh November (ITS) in June 2015 (PT Bangun Sentosa Jaya Prakarsa, n.d.-a). The cooperation was in the form of research support on national electric motorbikes, academic sharing from electric motorbike producing company, and designing electric motorbikes that can be mass produced in Indonesia (Institut Teknologi Sepuluh November 2015). In fact, PT Garansindo has lent ITS several USA-produced electric motors for production development. The output of this cooperation was that ITS can complete research and create a national electric motor prototype. PT Garansindo was responsible for the production or finishing of electric motorbikes (Institut Teknologi Sepuluh November 2015).

Based on data from a national private company that specializes in distributing Gesits electric motorbikes, namely PT Bangun Sentosa Jaya Prakarsa

(n.d) stated that Gesits was introduced through the 2015 Indonesia International Motor Show (IIMS) exhibition as a stage for the launch of an electric motorbike prototype. In May 2016, the Ministry of Research, Technology and Higher Education tested the performance of the Gesits prototype for the first time at ITS. The testing was carried out for research and development purposes before mass production in November 2016. The Garansindo and ITS teams also tested the performance of five Gesits units from Jakarta which was represented by the Minister of Research, Technology and Higher Education to Bali which were welcomed by the Governor of Bali (PT Bangun Sentosa Jaya Prakarsa, n.d.-a).

In August 2017, it entered the production period which was marked by the signing of a production cooperation agreement and the establishment of a manufactory between PT WIKA Industri dan Konstruksi (WIKON) and PT Gesits Technologies Indo (GTI) in the Cileungsi industrial area owned by PT Wijaya Karya (PT Bangun Sentosa Jaya Prakarsa, n.d.-a). PT Garansindo Group founded PT GTI and collaborated with PT WIKON for the production of Gesits motor which then established a joint venture named PT WIKA Industri Manufaktur in 2018 (PT Wijaya Karya, n.d.). Based on a report from PT Wijaya Karya (2021), PT WIMA is fully owned by PT WIKON because it has taken over the shares of PT GTI. According to a joint press release from Indonesia Battery Corporation (2022), ownership of PT WIMA is partly controlled by Indonesia Battery Corporation (IBC) –a consortium of four state-owned enterprises operating in the mining and energy sectors– through the purchase of shares. Therefore, PT WIMA is currently owned by PT WIKON and IBC.



### *3.1.2 Role of BSKLN PSKK Aspasaf in Formulating PT WIKA Industri Manufaktur's Electric Motor Development Strategy in West Africa 2021-2023*

Foreign Policy Strategy Agency of Indonesia, especially BSKLN PSKK Aspasaf, has a function in every stage of policy strategy recommendations for the government. One of them is in the development of the electric motor market of PT WIKA Industri Manufaktur in West Africa 2021-2023. The market development strategy in question includes the core concepts that also discuss the role of BSKLN PSKK Aspasaf, such as (Johanson and Vahlne 1977, 26-30):

#### 1. Market commitment:

PT WIMA, a subsidiary of PT WIKA which is PT WIKON under the infrastructure cluster and IBC, specializes in the construction services sector (PT Wijaya Karya Industri dan Konstruksi, n.d.). The state-owned enterprises (SOEs) in Indonesia participate in the SOE Go Global program, a strategic initiative aimed at facilitating the expansion of businesses beyond national borders (Kementerian BUMN Indonesia 2022, 13). This program encourages companies to broaden their international presence. The delineation of these procedures involves gaining entry to innovation and business models, acquiring resources, and establishing connections within the global market (Kementerian BUMN Indonesia 2022, 13). Thus, this program is able to increase the economic value of a state and empower businesses.

The Indonesian Ministry of SOE requires participation from the Indonesia Ministry of Foreign Affairs in realizing this program. Thus, the

cooperation was created between the two ministries with the signing of the Joint SOE Global Decree (Sekretariat Jenderal Kemlu Indonesia 2022, 45). The Ministry of Foreign Affairs holds a diplomatic responsibility to enhance the business capacity of SOE and its subsidiaries (Sekretariat Jenderal Kemlu Indonesia 2022, 18). Under this program, PT WIMA is dedicated to expand its business in international markets. It involves leveraging the natural and human resources available in Indonesia.

The commitment of a company in the internationalization process proven when Gesits was exported in the form of completely knocked down to Senegal in 2021 which means shipped in complete component condition but have not assembled yet along with spare parts (Kementerian Luar Negeri Indonesia 2021c). The initial amount that has been sent to Senegal is the first delivery of 200 Gesits motor order. In dealing with this situation, PT WIMA delegated two technicians to assemble Gesits and provide electrical and mechanical skills training to local technicians in Senegal. It shows the capabilities of PT WIMA in operational aspects which uses the Indonesian sources to develop its own products in foreign market. The step of PT WIMA is a commitment to market expansion by using local human resources in the internationalization process.

## 2. Market knowledge:

Gesits electric motorbike from PT WIMA is planned to be more affordable for the public (PT Wijaya Karya 2023). Based on the information from the dealer which is PT Bangun Sentosa Jaya Prakarsa (n.d.-b), the Gesits electric motor uses electricity with a power of 5 kw. The motor can

travel up to around 50 kilometers by charging it once with a single battery and 100 kilometers with dual batteries. The maximum speed that can be achieved is around 70 km per hour. The process of charging a Gesits motor battery takes 3-4 hours until the battery reaches full capacity (PT Bangun Sentosa Jaya Prakarsa, n.d.-b).

The planning is also carried out with the implementation of the *Tingkat Komponen Dalam Negeri* (TKDN) subsidy –the amount of components that come from within the country, both goods and services– organized by the Indonesian government (Kementerian Keuangan Indonesia 2023). Some of the requirements are determined by the Indonesian Ministry of Finance (2023) that electric motorbikes must be produced in Indonesia, vehicle raw materials must use TKDN of at least 40%, and electric motorbike manufacturers who receive assistance may not increase selling prices during the period of government assistance. Gesits was fully assembled in Indonesia with TKDN value currently reaching 46.73% which means the products are included in the qualifications for two-wheeled electric vehicles that will receive incentives (PT WIKA Industri Manufaktur 2023a). Thus, it can be affordable by the wider community, compete in the national market, and provide various alternative choices to the public in using electric vehicles.

The data from Badan Pusat Statistik (2023) shows that there has been an increase in the number of motorbike ownership every year from 2018-2022. Based on information in the meeting from PT WIMA (2023), the growth of electric motor vehicles in Indonesia in 2022 has resulted in a

positive trend. Market share of Gesits has reached 26% of the total motorized vehicles. Infrastructure for electric motorbikes such as charging and battery swapping stations are available in Surabaya, Cawang, and South Jakarta (PT WIKA Industri Manufaktur 2023). PT WIMA has provided a battery swap system with online motorbike taxi fleet companies and two-wheeled logistics using server admin and customer care personnel. In addition, there are also charging stations that provide retail as well as server admin and customer care personnel from the provider company (PT WIKA Industri Manufaktur 2023).

Table 1. Number of Motorbike Ownership from 2018-2022

Type of Motor Vehicle	Number of Development Motorized Vehicles				
	2018	2019	2020	2021	2022
Motorbikes	106.657.952	112.771.136	115.023.039	120.042.298	125.267.349

Source: *Badan Pusat Statistik* (2023)

In the development of the electric motorbike market, a strategy is needed in the form of support from the government to create a market. According to Putu Juli Ardika as the Director of Maritime Industry, Transportation Equipment and Defense Equipment at the Ministry of Industry mentioned several things that the Indonesian government has initiated, including bearing import duties for Gesits components that are still imported, such as batteries, several electronic components, and motor

magnets (Wijaya 2019). The additional initiative involves accelerating the administrative procedures for electric motorbikes such as vehicle identification numbers, providing lower transfer fees for electric vehicles, providing special credit schemes for electric motorbike buyers by national banks, and facilities provided by public electricity supply stations known as Stasiun Penyedia Listrik Umum (SPLU) which has been prepared by PT Perusahaan Listrik Negara (PLN). Reviewing the production process, the government is also trying to develop battery production as the main and most expensive component in electric motorbike (Wijaya 2019).

The knowledge is provided by the government in considering opportunities to develop products to foreign market. The potential that can be developed and utilized in developing the electric motor market is the economic, social, environmental and technology conditions. It creates significant market potential for electric motors and environmentally friendly vehicles, especially in the three accredited countries with a large market potential for electric vehicles (Indonesian Embassy in Dakar 2023). Senegal is a country with peaceful and stable political conditions with a ranking of 78th out of 179 countries (KBRI Dakar 2022, 12). The economic activities in Senegal are dominated by the services, agriculture, mining, and fisheries sectors. In 2020, the Senegalese government exempted the value-added tax on solar panels and related technology which then gave rise to mass renewable energy sources (International Energy Agency 2023). In addition, there is the involvement of experienced distributors that help sales and promotions named PT LNP. Based on information from Kementerian Luar

Negeri Indonesia (2021a), the market potential is also supported by the existence of the Ndiaye Transport company which operates modern motorbike taxi services in Thies, it is the same as Gojek in Indonesia. It creates opportunities to use electric vehicles. The development of Ndiaye Transport and the use of Gesit can help the Senegalese government in providing environmentally friendly transportation and opening up job opportunities for people in Senegal (Kementerian Luar Negeri Indonesia 2021a).

The Indonesian Embassy in Dakar (2023) stated that Ivory Coast has adequate infrastructure for electric motorbikes. It will develop the availability of electric charging stations. Based on information from the Indonesian Embassy in Dakar, Ivory Coast has stopped importing motorbikes based on fossil fuels (Kementerian Luar Negeri Indonesia 2021b). Apart from that, Ivory Coast is one of the countries with the fastest economic growth rate over the past 10 years in Sub-Saharan Africa and its economy has managed to improve in 2021 since Covid 19 (KBRI Dakar 2022, 13-14). It has positive economic conditions and can be further strengthened through structural transformation of the economy as stated in the 2030 strategy. Thus, Indonesia can increase investment in potential areas.

There is the involvement of distributor in Conakry, Guinea (KBRI Dakar 2024, 28-30). The CEO of a company named Globetrans who is also the Honorary Consul of Indonesia in Conakry has the task to assist Gesits motor sale, increase the promotion of economic, and investment

cooperation. Guinea is undertaking massive development to support infrastructure development which will then have an impact on economic activity (KBRI Dakar 2022, 16-17).

Head of PSKK Aspasaf (2023) gave the response that Africans will become urban residents who will continue to mobilization, fulfillment of logistics needs, and the limited public transportation conditions in West Africa. The conditions are the opportunities to develop the Gesits electric motor market abroad which also pave the way for cooperation. Inadequate public transport systems and high pollution levels of motorized transport in Africa also create opportunities for entrepreneurs to launch alternative transport products (Head of PSKK Aspasaf 2023).

The concern of a company in this step is the capabilities through knowledge at the decision making and developing business operations for further cooperation. PT WIMA was visited by 7 participants from the three accredited countries in 2023 as the potential market targets for EVs (KBRI Dakar 2023, 30). This event was also an exploration of cooperation on green transportation which resulted in the distribution of Gesits by signing a Letter of Intent between PT WIMA and entrepreneur from Ivory Coast. The participants visited PT Wijaya Karya Industri Energi to know the process of making solar panels and batteries, PT WIMA, and electric vehicle charging stations from Pertamina in Tebet, and the EV ecosystem from IBC, and get information about the massive digital platform from Gojek (KBRI Dakar 2023, 30). The information related to digitalization EV is included as knowledge obtained from experienced people in the possibility of

determining business operations in West Africa later. It shows the capabilities of PT WIMA in business development and promotion which is assisted by government institutions.

### 3. Current activity:

PT WIKA Industri Manufaktur has successfully exported 32 Gesits motorbikes to Senegal (Indonesian Embassy in Dakar 2023). At this stage, there are draft activities in formulating strategies to ensure the effective development of the electric motor market. This is done by conducting meetings with stakeholders who are bound to include the Indonesian Embassy in Dakar, the Directorate General of Asia Pacific and Africa, BSKLN PSKK Aspasaf, Bappenas, and LDKPI. In this aspect, Indonesia through the Indonesian Embassy in Dakar helped PT WIKA Industri Manufaktur sign an MoU with a local distributor in West Africa named PT LNP (Indonesian Embassy in Dakar 2023). The vision and mission of PT LNP is to always promote Indonesian products to the African region. The effort that had been taken in the form of the first export to Senegal which can then reach Ivory Coast with the condition that the product can be accepted and get a positive response from during the 2 years of business (PT Laila Ndiaye Prima 2023). PT LNP as an Indonesian partnership has committed and can help develop an electric motor strategy that suits the conditions of each country.

The Indonesian Embassy in Dakar (2023) mentioned that various initiatives for market development were implemented, including the promotion and launch of the Gesits electric motor in Thies, Senegal. Based



on the Performance Report of The Indonesian Embassy in Dakar, it has conducted promotions through activities called Tourism, Trading, and Investment (TTI) in Indonesia such as electric motorbike and new and renewable energy (KBRI Dakar 2022, 29). The activity facilitated the Senegalese business delegation on a visit to Indonesia on 4–17 April 2022. The Indonesian companies that is visited were PT WIMA, CV Karya Hidup Sentosa, and PT Sidomuncul. The Indonesian Ambassador in Dakar also held consultations with Indonesian business entities and internal parties of the Indonesian Ministry of Foreign Affairs (KBRI Dakar 2022, 29).

Business Forum in June 2022 as an additional initiative to introduce potential Indonesian products to the people and government in West Africa (KBRI Dakar 2022, 29). The theme raised was *Enhancing the Partnership between Indonesia and Ivory Coast* which aims to enhance the engagement of entrepreneurs exploring business prospects in new renewable energy, construction, strategic industry, defense industry, pharmaceuticals, food and beverages. Indonesia also improved trade relations by organizing a Virtual Business Meeting (VBM) on Facilitating Opportunities for Indonesian Strategic Products in Guinea in the context of SOE Go Global in Saly on 18 January 2022. This activity invited Indonesian state-owned enterprises, one of which was PT WIKA Manufaktur Indonesia as a speaker and was attended by the Indonesian Consulate General, the Directorate of Africa at the Ministry of Foreign Affairs, and Center for Policy Strategy for the Asia Pacific and Africa Region (KBRI Dakar 2022, 29).

On another occasion, the Indonesian Embassy in Dakar participated in the *Foire Internationale de Dakar* (FIDAK) 2022 exhibition on 15–31 December 2022 with the theme Challenges Facing the Private Sector in Supporting Economic Sovereignty (KBRI Dakar 2022, 32-33). Indonesia participated in the event to promote Indonesian products to the people of Senegal, West African countries and the Middle East. The Indonesian Embassy in Dakar (2022, 32-33) held tasting, displaying, and selling activities to increase interaction with the local community. The next effort that was discussed in the meeting was the development of adequate battery charging infrastructure in the region. This was conveyed by supporting the establishment of charging stations and facilitating partnerships with energy service providers or vehicle manufacturers to expand a wider and more accessible charging network (Indonesian Embassy in Dakar 2023).

The team of Indonesian Embassy in Dakar (2023) conducted market research and intelligence in September 2021 which played a role in this aspect to find out the growth opportunities and challenges of the electric motor market in West Africa. The Gesits motor works with the stages of prospect, introduction, promotion, branding and expansion which Gesits is currently at the promotion stage (Head of PSKK Aspasaf 2023). Regarding the state financial policy, the relevant government agencies are willing to support by planning the National Medium Term Development Plan or known as *RPJMN* 2024–2029. The Indonesian Embassy in Dakar (2023) will review the Economic Community of West African States (ECOWAS) policies related to the principles and implementation of free trade in the

West African region to optimize development strategies. The ECOWAS is a regional organization established on 28 May 1975 with the aim of promoting economic and social integration between countries in West Africa (Economic Community of West African States, n.d.).

Subsidies or incentives are also the next step in the form of reduced purchase costs, tax exemptions, or other financial incentives that make electric motors more affordable for buyers. In this case, the Indonesian government institution, Lembaga Dana Kerjasama Pembangunan Internasional (2023) is willing to follow up through discussions and the creation of funding proposals. Bappenas (2023) will also visit the Ministry of Foreign Affairs and share knowledge related to RPJMN 2024–2029. The Indonesian Embassy in Dakar (2023) asked PT WIMA to draft calculations to support the funding proposal, including the cost of shipping one electric motor content, building a simple assembling center, and training 2-3 machinists.

In formulating the electric motor development strategy of Indonesia company in West Africa, it is necessary to consider the opportunities needed to be utilized and challenges needed to be overcome. Collaboration with governments and other stakeholders, as well as appropriate technology transfer, can help overcome barriers and boost the growth of the electric motor market in the region. The Head of PSKK Aspasaf (2023) stated potential opportunities and challenges in the meeting discussion. Indonesia has a wealth of mineral resources such as nickel and cobalt which this aspect is a strength to excel the strategy (Head of PSKK Aspasaf 2023). These

resources are important for the manufacture of batteries used in electric vehicles or EVs. The Head of PSKK Aspasaf (2023) recommended the production of batteries for export, local use in manufacturing electric vehicles, and inviting investors to develop EV battery components. The project should take into account the regulatory framework, adequate supply chains, and consumer behavior regarding the timeframe and charging concerns (Head of PSKK Aspasaf 2023). This is due to the impact of the electric vehicle trend from China, which is influencing the battery supply chain.

The Head of PSKK Aspasaf (2023) explained that the Indonesian government has adopted a business model similar to South Korea. The model is implemented by enacting regulations under the Foreign Induction and Promotion Law, which only allow the development of natural resources and secure the raw materials. Therefore, the Ministry of Foreign Affairs established a Base Work Program 2023 which includes promoting Indonesian exports, ensuring imports for food and health security, investment promotion, strengthening the financial system, advocating for free trade and global state-owned enterprises, fostering new economic growth, emphasizing strength in ASEAN, expanding access for workers, and promoting tourism (Head of PSKK Aspasaf 2023).

Based on data from the United States Geological Survey (2023, 123), estimated global nickel mine production increased by about 20%, with almost all of the increased production attributed to Indonesia. The nickel production of Indonesia was 1.040.000 in 2021 and 1.600.000 in 2022.

Hence, the reserve itself is 21.000.000. The data shows that Indonesia has the largest nickel resources in the world. Indonesia is ranked as the second largest cobalt producing country with a total cobalt production of 10.000 metric tons by 2022 and the reserve itself is 600.000 (United State Geological Survey 2023, 61). PT Laila Ndiaye Prima (2023) stated that the availability of logistics, many restaurants, and high gasoline prices require electric motors to provide these logistics. The development of electric motors in the region could reduce air pollution and dependence on fossil fuels (Pirmana et al. 2023, 1871-1885). Therefore, Indonesia could take an advantage in the production of electric vehicle batteries (Head of PSKK Aspasaf 2023).

The parties conveyed at the meeting that there were several things that must be considered as a way to overcome challenges. Policies that support the development of electric motors need to be well implemented and create attractive incentives for consumers and vehicle manufacturers. The Indonesian government, with the assistance of the Indonesian Embassy in Dakar, will review the ECOWAS policy (Indonesian Embassy in Dakar 2023). Availability and affordability of batteries are key factors in the adoption of electric motors (Head of PSKK Aspasaf 2023).

The additional challenge is the supply of adequate batteries at competitive prices in West Africa which faces challenges in establishing the necessary battery charging infrastructure to support the development of electric motors (PT WIKA Industri Manufaktur 2023). It will also overcome accessibility of battery charging for consumers in a large area with limited

transportation infrastructure. PT WIMA (2023) stated that there are challenges in the battery-based electric vehicle ecosystem in West Africa, including the distance to travel for one battery, long charging time, and battery price. Therefore, the solution offered is to build a battery or charging ecosystem in the form of personal charging compatible with 220 volt household electricity, battery swap and dock charging as a solution to long charging which only takes two minutes (PT WIKA Industri Manufaktur 2023). PT WIMA (2023) further mentioned that the process of developing batteries in Indonesia is currently in progress. There are plan to build public charging stations in offices, universities, schools, and public spaces in collaboration with Perusahaan Listrik Negara (PLN) or Badan Riset dan Inovasi Nasional (BRIN) using a fast charge of one hour equivalent to 70 km (PT WIKA Industri Manufaktur 2023).

Countries in West Africa face challenges related to air pollution and the negative impact of conventional motor vehicle emissions (United Nations Environment Programme 2020, 3-6). Moreover, Head of PSKK Aspasaf (2023) stated that the infrastructure security is another contributing factor as West Africans choose the safe option of two-wheeled mobility over walking which is based on a road safety issue data. The development of electric motors in Indonesia has attracted the interest of many foreign companies in investing and collaborating. The Minister of Investment of Indonesia reported that the total investment in the electric vehicle ecosystem in Indonesia reached USD 42 billion or equivalent to IDR 640.13 trillion in 2020-2023 (CNN Indonesia 2023). According to ASEAN Briefing, the

companies that have invested include Hyundai, Mitsubishi Motors, LG Energy, Foxconn, Gogoro Inc, IBC, and Indika Energy (Cyrill 2023). The collaboration and technology transfer between Indonesian and foreign companies can strengthen the presence of Indonesian electric motors in West Africa and support market growth in the region (Head of PSKK Aspasaf 2023). One of them is the construction of an assembling center in Conakry, with the involvement of foreign companies in the planning phase (Indonesian Embassy in Dakar 2023).

The final aspect is taken into consideration to avoid challenges in the business of competitor. Based on a report from the Indonesian Embassy in Dakar (2023), India is a competitor in marketing electric motors in West Africa. The presence of competitors will make competition intense due to the availability of alternative products or in other words, there are many similar products (David 2011, 74-77). At this step, the collaboration between BSKLN Aspasaf and PT WIMA supports the process of formulating a strategy for developing the electric motor market.

#### 4. Commitment decision:

The last stage of market development will be undertaken by PT WIMA is to establish their own foreign operational facilities (Indonesian Embassy in Dakar 2023). The plan is achieved through cooperation with private parties, including vehicle manufacturers or distributors and energy service providers (PT WIKA Industri Manufaktur 2023). The aim is to boost the development of the electric motor market. It might involve cooperation in terms of research and development, infrastructure investment, or other

partnership programs to accelerate the adoption of electric motors (Johanson and Vahlne 1977, 23-32). In this case, the cooperation includes selling and repairing motorbikes (Camara 2023). The next stage of the cooperation, which is still in process, is the construction of an assembling center to open up opportunities for Indonesian buildings in Conakry (Indonesian Embassy in Dakar 2023). It will have a good impact on the presence of Indonesian companies. The next course of action is to look forward the schedule for initiating business operations, addressing administrative matters, and facilitating the delivery of documents (Camara 2023).

Even the Gesit export process is shipped to Senegal in the form of completely knocked down along with the spare parts, however the planning for the establishment of an assembling facility center is still in the process. The planning has just entered the stage of Gesits distribution through Letter of Intent between Globetrans and PT WIMA (KBRI Dakar 2023, 30). This step is the initial action to enter the market in Conakry which then could building an assembly facility center. The Indonesian Embassy in Dakar (2023) will conduct a review of ECOWAS policy regarding trade of foreign products. Therefore, the planning and negotiations are still in process.

These points highlight some of the important roles that government institutions can perform in developing the electric motor market in West Africa. The implementation of these roles will largely depend on the specific conditions, policies and needs of each country in West Africa, and the compliance of PT WIMA. The first and second steps involve the performance of PT WIMA which undertakes production, knowledge, and domestic market development. Apart from



that, the Indonesian Embassy in Dakar and PSKK Aspasaf also provide knowledge to assist the company in the term of diplomacy and seek opportunity. The two steps are interconnected to form the commitment and readiness of the company to progress towards business internationalization (Johanson and Vahlne 1977, 26-30).

In this instance, it is essential to gather perspectives on the potential, challenges, and recommendations associated with foreign market development. BSKLN PSKK Aspasaf provided policy recommendation and response. The contents include recommendations for battery production by utilizing mineral wealth opportunities in Indonesia. The plan is also strengthened by the implementation of regulations and foreign investment (Head of PSKK Aspasaf 2023). Policies and plans that have been previously analyzed and delivered were written in a report called minutes of meeting, which also includes the contents of the entire meeting.

PPSK Aspasaf is responsible for developing strategies and recommendations through analysis, study, and assessment. Recommendations and ideas that have been formulated which will be submitted to the leader of the Ministry of Foreign Affairs as consideration for current and future policy formulation (PSKK Aspasaf 2022). The results of a meeting document on the Gesits electric motor market development strategy in West Africa submitted to the leader of BSKLN and then proceed to the Ministry of Foreign Affairs as the part of decision-making process. Thus, the third step involves the contribution of BSKLN PSKK Aspasaf and the Indonesian Embassy in Dakar practically. The fourth step is the establishment of an assembling center of PT WIMA, which will be assisted by the Indonesian Embassy in Dakar.

## CHAPTER IV

### CONCLUSION

#### 4.1 Conclusion

Environmentally friendly and sustainable vehicles become a solution and also a trend in the current world market to pay attention to environmental aspects in business. Indonesia is one of the countries that has exported national electric motors to various countries including countries in West Africa. One of the government institutions within the scope of the Ministry of Foreign Affairs of The Republic of Indonesia, BSKLN PSKK Aspsasaf which is a part that studies and formulates specific policy recommendations for the Asia Pacific and Africa region.

BSKLN PSKK Aspasaf has a role in preparing technical policies and plans, implementing analysis, providing policy strategy recommendations, and reporting implementation of analysis in the field of administering foreign relations. It includes researching or analyzing related to the issues being discussed and writing minutes of meeting for the next strategy decision. The role is contained in the market internationalization process of PT WIKA Industri Manufaktur at market knowledge that give consideration of opportunity and current activity step where stakeholders can connect and convey important discussion. The process paves the way for PT WIKA Industri Manufaktur in carrying out the next strategic steps.

The strategy for expanding the market, characterized by positive population and economic growth, along with environmental and infrastructure conditions in West Africa, creates opportunities for the growth of the electric motor market. This aspect is also supported by the strength of Indonesia, which has rich mineral

resources for the manufacture of battery components in electric motors. Meanwhile, the challenge faced by PT WIKA Industri Manufaktur is access to battery charging both in the form of prices and infrastructure such as personal charging, dock charging, and swap charging.

The Indonesian Embassy in Dakar will additionally undertake an in-depth analysis of free trade policies in African countries listed in ECOWAS to support more strategic market development and efforts to anticipate challenges or weaknesses. In line with that, there is a threat that must be considered further in the presence of competitors of the same product from India. The implementation of the meeting and series of collaborations that have been discussed can assist PT WIKA Industri Manufaktur in optimizing the Gesits motor market development strategy to West Africa with the help of BSKLN PSKK Aspasaf as a provider for policy recommendations.

#### **4.2 Recommendation**

The research of field practice uses primary data sources from BSKLN PSKK Aspsaf as well as secondary sources from books, journals, news, and government reports. During the process, the author is only aware of discussions within the limits of the Electric Motor Development Strategy in West Africa meeting. Therefore, the recommendation for further research is to examine all steps of the plan that has been carried out and evaluate the success of the electric motor market development strategy of PT WIKA Industri Manufaktur involving the Indonesian Ministry of Foreign Affairs, especially BSKLN PSKK Aspasaf.

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### **Meeting**

Bappenas. 2023. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.

Camara, Alexandre. 2023. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.

Head of PSKK Aspasaf. 2023. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.

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Lembaga Dana Kerjasama Pembangunan Internasional. 2023. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.

PT Laila Ndiaye Prima. 2023. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.

PT WIKA Industri Manufaktur. 2023b. "Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits Di Afrika Barat." February 24.



## ATTACHMENT

### 1. Field Practice Activities Daily Report (*Logbook*)

**LAPORAN KEGIATAN HARIAN (*LOGBOOK*)**  
**PRAKTIK KERJA MAHASISWA PROGRAM STUDI HUBUNGAN INTERNASIONAL**  
**UNIVERSITAS ISLAM INDONESIA**

Nama Instansi/Perusahaan : Badan Strategi Kebijakan Luar Negeri/Kementerian Luar Negeri RI

Nama Mahasiswa/NIM : Rahmadini Tiara Putri/20323310

Pelaksanaan		
Tanggal	Jenis Kegiatan	Capaian
14-02-2023	<i>Entry Briefing</i> Magang BSKLN	Mengetahui pembekalan dasar magang dan mengenal supervisor setiap pusat
15-02-2023	<i>Briefing</i> PSKK Aspasaf dan Koordinator Fungsi Afrika	Mendapatkan jadwal WFO-WFH, mengetahui jadwal penempatan magang bersama koordinator fungsi, dan mendapatkan penjelasan tugas dengan koordinator fungsi Afrika
16-02-2023	Pembuatan <i>Policy Brief</i> tentang Krisis Energi dan Listrik di Afrika Selatan	Mengetahui isu energi yang terjadi di Afrika Selatan mencakup investasi, kerja sama, pilihan energi alternatif yang ditawarkan, dan rumusan kebijakan
17-02-2023	Analisa Monitor tentang Pemilu Nigeria	Mengetahui sistem, lembaga penyelenggara, hukum, dan berbagai persiapan Pemilu di Nigeria
20-02-2023	Analisa Monitor tentang Pemilu Nigeria	Mengetahui kondisi politik dan ekonomi Nigeria yang mencakup sejarah Pemilu, isu moneter politik, ancaman instabilitas, krisis energi dan listrik, serta persepsi masyarakat Nigeria menjelang Pemilu.
21-02-2023	Pembuatan Monitor Pemilu Nigeria	Mempelajari pembuatan Monitor sesuai panduan dan perbedaannya dengan <i>Policy Brief</i>
22-02-2023	Revisi <i>Policy Brief</i> Krisis Energi dan Listrik di Afrika Selatan	Melakukan evaluasi tugas dan mengetahui penyusunan rangkaian <i>Policy Brief</i> sesuai panduan
23-02-2023	Diseminasi Informasi Hukum Diplomatik oleh Kemlu	Mendapatkan wawasan Hukum Diplomatik yang mencakup tentang Dasar-Dasar Hukum Diplomatik serta Penunjukan Kepala dan Staf Perwakilan

24-02-2023	Menghadiri Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits di Afrika Barat	Mengetahui proses dan peran Kemlu dalam pengembangan pasar LN. Selain itu, menambah wawasan isu spesifik yang dibahas dan pihak-pihak yang terlibat dalam prosesnya
27-02-2023	Membuat notulen Rapat Strategi Pengembangan Peluang Pasar Motor Listrik Gesits di Afrika Barat	Mempelajari pembuatan notulen sesuai standar dan juga rangkaian pembahasan rapat yang ditulis
28-02-2023	<i>Briefing</i> persiapan Rapat Nominasi/Rekomendasi Eksporir untuk Pameran Perdagangan di Vietnam Tahun 2023	Mengetahui rangkaian persiapan rapat yang harus dilakukan dan peran narahubung saat persiapan tersebut
01-03-2023	Menghubungi daftar tujuan surat undangan Rapat Tindak Lanjut terkait Nominasi/Rekomendasi Eksporir untuk Pameran Perdagangan di Vietnam Tahun 2023. Selain itu, menghadiri arahan dari Koofung ASEAN	Mampu melaksanakan tahapan menjadi narahubung dan melakukan komunikasi dengan pihak penting yang terlibat. Selain itu, mendapatkan ilmu dan pengalaman selama bekerja di BSKLN
02-03-2023	Menghubungi pihak Direktur Eksekutif Departemen Pengembangan UMKM dan Perlindungan Konsumen dari Bank Indonesia. Selain itu, menghadiri dan notulensi rapat tentang Audiensi KKN Kebangsaan XI	Mampu memberikan penjelasan yang akan dibahas saat rapat melalui pesan dan telepon. Selain itu, mendapatkan wawasan baru terkait aspek penanganan dan peran Kemlu dalam bidang pendidikan
03-03-2023	Menindaklanjuti kehadiran tujuan surat undangan rapat. Selain itu, menghadiri dan notulensi diskusi Potensi Perdagangan PTDI di Kawasan Amerika Latin	Mampu melakukan manajemen persiapan rapat dan menghubungi pihak-pihak tujuan surat yang masih dalam keadaan tidak konfirmasi. Selain itu, mengetahui potensi, peluang produk Indonesia, dan prosedur pemasaran ke luar negeri
06-03-2023	Tinjauan hasil notulensi dari Koofung ASEAN terkait rapat Audiensi KKN Kebangsaan XI	Mampu mengidentifikasi hasil notulen untuk menjadi bacaan dan referensi penulisan laporan. Sehingga, mengetahui aspek informasi yang dapat ditulis dalam notulen
07-03-2023	Menghubungi KBRI Vietnam dan membantu persiapan peralatan rapat Koofung Pasifik Oseania	Menelaah informasi acara dengan kemampuan komunikasi terkait persyaratan calon pengusaha yang akan hadir untuk pameran perdagangan di Vietnam. Selain itu, mampu bekerjasama dalam tim dengan mempersiapkan atribut rapat yang dibutuhkan
08-03-2023	Analisa RCEP ASEAN	Mengetahui hukum Indonesia dan pengesahan RCEP ASEAN
09-03-2023	Mempelajari piagam ASEAN	Mengetahui isi piagam ASEAN dalam