

ABSTRAK

BARGAINING POWER TURKI DALAM BLACK SEA GRAIN INITIATIVE PADA KONFLIK RUSIA DAN UKRAINA

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Krisis pangan global yang meningkat pada tahun 2022 merupakan hitungan dari kerentanan sistemik pangan dunia yang diperparah oleh invasi militer Rusia ke Ukraina. Situasi ini memicu lonjakan harga pangan ke titik tertinggi dalam sejarah dan mengancam ketahanan pangan di wilayah rentan seperti Afrika dan Timur Tengah. Penelitian ini bertujuan untuk menganalisis secara mendalam mengenai *bargaining power* Turki dalam kerangka *Black Sea Grain Initiative* (BSGI) sebagai mekanisme diplomatik utama untuk membuka kembali koridor ekspor tersebut.

Penelitian ini menggunakan metode kualitatif eksplanatif dengan pendekatan studi kasus untuk melihat kebijakan luar negeri Turki. Data diperoleh melalui studi pustaka yang mencakup dokumen resmi organisasi internasional, literatur akademik, serta laporan media kredibel. Analisis data dilakukan secara interaktif melalui tahap kondensasi data, penyajian naratif, serta penarikan dan verifikasi kesimpulan. Penelitian ini menerapkan konsep *Bargaining power* dari Thomas C. Schelling yang berakar pada *game theory*.

Temuan penelitian menunjukkan bahwa Turki menerapkan empat elemen posisi tawar Schelling secara strategis, yakni melalui *the power to bind oneself*, *institutional and structural characteristics of negotiations*, *the threat*, dan *the promise*. Hasil penelitian ini adalah bahwa dari keempat elemen konsep *bargaining power*, *the power to bind oneself* Turki merupakan elemen yang paling banyak memberikan kontribusi pada keputusan Rusia-Ukraina dalam mengunci komitmen untuk membantu krisis pangan global, khususnya negara-negara yang rentan.

Kata kunci: *Bargaining Power*, *Black Sea Grain Initiative*, Konflik Rusia-Ukraina, Turki

ABSTRACT

TURKEY'S BARGAINING POWER IN THE BLACK SEA GRAIN INITIATIVE IN THE RUSSIA-UKRAINE CONFLICT

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The global food crisis that intensified in 2022 reflects the systemic vulnerabilities of the global food system, exacerbated by Russia's military invasion of Ukraine. This situation triggered a surge in food prices to historic highs and threatened food security in vulnerable regions such as Africa and the Middle East. This study aims to provide an in-depth analysis of Turkey's bargaining power within the framework of the Black Sea Grain Initiative (BSGI) as a key diplomatic mechanism to reopen the export corridor. This research employs an explanatory qualitative method with a case study approach to see the strategies of Turkey's foreign policy. Data were collected through a literature review, including official documents from international organizations, academic literature, and credible media reports. Data analysis was conducted interactively through data condensation, narrative presentation, and conclusion drawing and verification. This study applies the concept of Bargaining power by Thomas C. Schelling, which is rooted in game theory. The research findings show that Turkey strategically applies Schelling's four elements of bargaining power: the power to bind oneself, the institutional and structural characteristics of negotiations, the threat, and the promise. This study concludes that of the four elements of the Bargaining Power concept, Turkey's Power to Bind Oneself was the element that most contributed to Russia and Ukraine's decision to lock in commitments. Through this initiative, it is apparent that Turkey is more concerned with and prioritizes humanitarian issues for vulnerable countries.

Keywords: *Bargaining Power, Black Sea Grain Initiative, Russia–Ukraine Conflict, Turkey*