

COLLABORATIVE DYNAMICS: ENGAGEMENT PRINCIPLE PHASE IN THE IMPLEMENTATION OF EXPORT IMPROVEMENT AND DEVELOPMENT PROGRAMS IN SOUTH SULAWESI PROVINCE

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ABSTRACT

This study aims to determine Collaborative Dynamics in the Principled Engagement Stage in the Implementation of the Export Improvement and Development Program in the Province of South Sulawesi. This research method uses a qualitative approach, the main focus in this study is Principled Engagement in increasing and developing exports in the South Sulawesi Province including Discovery, Deliberation, and Determinations. Data collection was carried out by in-depth interviews, observations, participation, and study of documentation. The results of this study indicate that the Principled Engagement has been running but not yet maximized and must be improved and improved again. In the discovery process, the objective of all actors participating in this collaboration forum is seen in harmony with the main objective of collaboration, which is to increase and develop exports in terms of value, volume, to export destination countries. At the stage of deliberation in general this has been well-formed but the community exporters demand that the quality of this deliberation be further improved so that what is desired by exporters can be realized properly and appropriately. At the determinization stage which is a series of joint implementation actions of collaborative objectives in the implementation of export improvement and development policies, it can be concluded that it has not gone well enough, this can be seen from the primary determination that there is no standard technical collaboration yet, setting a scheduled meeting agenda also has not been maximized Even though there has been a division of tasks between each actor but it is not specific, the substantive determination which is the result of a collaboration product cannot be said to be good either because it has not been made continuously.

Keywords: Collaborative Dynamics, Principled Engagement, Program Implementation.