

ABSTRACT

Telkomsel and Pelita Jaya Informatika (PJI) to sign a cooperation agreement on the distribution of SIM cards and recharge vouchers of Prima Card. Prima Card was born as an expression of concern over the fate of the outstanding athlete in Indonesia. This agreement was not running smoothly due to the PJI side is not able to fulfill a number of obligations and targets set at the beginning of cooperation. Unilateral termination of contracts which do Telkomsel also led to the bankruptcy decision. The conflict between the cooperated two parties, Telkomsel and PJI, bring other parties to enter into a vortex of conflict that finally creating new conflict conditions. This research was conducted by aim to describe the condition of the conflict and to analyze solutions in the form of equilibrium scenario.

Approaching method of Graph Model for Conflict Resolution (GMCR) is used to analyze the conflict resolution. GMCR is still part of the Game Theory. Players or parties involved in the conflict, among others, Telkomsel, PJI, Central Jakarta Commercial Court, Curator, and the Supreme Court. Conflict situations (Frame) is divided into three, namely frame I is the initial phase of the conflict when the Commercial Court Telkomsel Telkomsel bankrupt decide to appeal to the Supreme Court, then frame II is the phase when Telkomsel and PJI alike refuse to Curator pay the costs, and frame III is the phase when the Supreme Court provides sanctions to the judges of the Commercial Court. Each player has the desire which is then formulated as an option. Overall options is combined resulting scenarios. Then the scenario sorted according to the preferences of players, and then stability analysis is conducted with the concept of solution.

The results showed that the conditions of conflict are divided into three frame, where there is 1 (one) scenario in the frame I, 9 (nine) scenario in frame II, and 6 (six) scenario in the frame III that appears (feasible) in the conflict. Generated equilibrium scenarios and can be accepted by all parties, namely scenario 3 for frame I, scenario 13 for frame II, and scenario 2 for frame III.

KEYWORDS: Graph Model for Conflict Resolution (GMCR), Game Theory, Telkomsel, Conflict, Bankruptcy