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By the power of truth, I, while living, have conquered the universe liversitas Brawijaya

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awijaya DECLARATION OF AUTHORSHIP awijaya awijaya awijaya awijaya Herewith I, declare that this undergraduate thesis is the sole work of mine and awijaya awijaya has not been written in collaboration with any other person, nor does it include, without awijaya awijaya due acknowledge, the work of any other person. awijaya awijaya If at later time it is found that this undergraduate thesis is a product of plagiarism, awijaya awijaya I am willing to accept any legal consequences that may be imposed upon me based on awijaya the regulation (UU No. 20 Tahun 2003, Pasal 25 Ayat 2 dan Pasal 70) awijaya

#### Malang, 20<sup>th</sup> December 2019

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International Trade of Wine, (A Study on Wine Market in Indonesia Period 2010-2018) Sri Sulasmiyati, S.Sos., MAP. 108 hal. Era globalisasi telah membuka banyak jalan bagi produk-produk untuk memasuki sebuah negara dan membuka pasar baru yang sebelumnya dinilai tidak mungkin. Globalisasi merupakan proses penyusutan dunia, jarak menjadi lebih dekat dan barang-barang serta produk menjadi dekat. Ketika pertukaran barang sitas Brawijaya Un dan jasa berada pada lintas batas negara, hal tersebut disebut dengan itas Brawijaya Un perdagangan internasional. Indonesia merupakan negara dengan penduduksitas Brawijaya terbesar keempat didunia dengan jumlah 240 juta jiwa. Indonesia juga merupakan sitas Brawijaya negara dengan populasi muslim terbesar dibandingkan dengan negara lain. Sehingga, Indonesia tidak pernah dilihat sebagai pasar yang signifikan untuk wine dan minuman beralkohol. Pemerintah Indonesia mengontrol distribusi minuman beralkohol dengan dasar melindungi kepercayaan agama mayoritas masyarakat Indonesia. Konsumsi Wine dan minuman beralkohol hanya diperbolehkan melalui

lisensi hotel bintang 5, restoran mewah, bar, pub dan klub malam. Tujuan bas Brawlaya penelitian ini adalah untuk mendeskripsikan dan menjelaskan expor dan impor wine di pasar Indonesia dan efek dari penerapan Tariff terhadap hal tersebut. Seas Brawiaya Pada beberapa abad terakhir, pertumbuhan dari perdagangan internasional wine telah ditumbuhkan dengan liberalisasi proses perdagangan.

Hasil dari penelitian ini mengindikasikan hubungan yang positif dan pengaruh dari tariff terhadap ekspor wine, dan dari tariff terhadap impor wine.

Kata Kunci: Trade Barrier, Tariff, International Trade, Wine

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Globalization has opened many ways of products and good to enter certain country and its also open a new market that deemed as impossible. Globalization is the process of world shrinkage, of distances getting shorter, things moving closer. UnitWhen an exchange of goods and services takes place across national boundaries, it sitas Brawijaya Units called international trade. Indonesia is the world's fourth most populated nation sites. Brawijaya Un with upwards of 240 million people. It is also home to the largest Muslimsitas Brawijava population of any one country. As a result, Indonesia has not been viewed as a sites Brawijava significant market for wine and spirits. The GOI (Government of Indonesia) stars Brawijaya controls alcoholic beverage distribution on the grounds that they are protecting the religious beliefs of the majority of Indonesians. Wine and spirit consumption are only permitted in license A four and five-star hotels, upscale restaurants, bars, pubs, and night clubs. The purpose of this research is to describe and explain the export-sites Brawijaya import in wine industries and the effect of tariff on it in Indonesia's market. In the stass Brawlaya past centuries, the growth of the international wine trade has been fostered by trade sites. Brawlave liberalization process.

The result of this research indicating positive correlation and partial'sitas Brawijaya Univinfluence of tariff export towards export of wine, also indicating positive sitas Brawijaya Unicorrelation and partial influence of tariff import towards import of wine.

Keywords: Trade Barrier, Tariff, International Trade, Wine

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awijaya Universitas Bravijaya awijaya Great thanks to Allah SWT for his unlimited blessings and guidance thus this awijaya awijaya undergraduate thesis can be finished well. This undergraduate thesis, titled "The Impact awijaya Uni of Trade Barriers on International Trade of Wine (A Study on Wine Market in Indonesia Brawijava awijaya awijaya Period 2010-2018)" is the final requirement in achieving Bachelor Degree in Faculty of awijaya awijaya Administrative Science, Brawijaya University awijaya awijaya The author would like to express her deepest gratitude to all parties involved that awijaya awijava have helped and supported in completing this undergraduate thesis, they are: awijaya awijaya 1. Prof. Dr. Bambang Supriyono, MS., as the Dean of Faculty of Administrative awijaya awijaya Science, Brawijaya University. awijaya awijaya Dr. M. Al Musadieg, MBA., as the Head of Department of Business Brawlaya 2. awijaya Administration, Faculty of Administrative Science, Brawijaya University. awijaya awijaya Nila Firdauzi Nuzula, S.Sos., M.Si., Ph.D. as Head of Programs Study of awijaya awijaya Brawijava Business Administration, Faculty of Administrative Science, awijaya awijaya Universita University. awijaya Univer 4. Sri Sulasmiyati, S.Sos., M.AP., as the supervisor who guided the author patiently Brawijaya awijaya awijaya and for being very understanding in author's circumstances. awijaya awijaya 5. All lectures of Major International Business who gave knowledge to the author awijaya Universita during her study time sitas Brawijaya Universitas Brawijaya Univer 6. Alm. Eko Iswandi and Endang Sulistyani for being an awesome parent, for the Brawi extraordinaire support and understanding, my twin sister Gamelita Rizkawandi Universitas Brawivijva Universitas Brawijaya

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wijaya	CERITIFICATION	OF APPROVAL	Universitas Br	awijaya	Universitas	Brawijaya
wijaya	<b>BOARD OF EXAM</b>	INER APPROVAL	Universitas Bra	awijaya	Universitas	Brawijaya
wijaya	<b>DECLARATION O</b>	F AUTHORSHIP	rsitas Bra	awijaya	Universitas	Brawijaya
wijaya	Uni RINGKASAN		s.Br	awijaya	Universit <b>vi</b> s	Brawijaya
wijaya	Uni SUMMARY			awijaya	Universi <b>vii</b> s	Brawijaya
wijaya	PREFACE			····iaya···	Univers <b>Vili</b> s	Brawijaya
wijaya	TABLE OF CONTR	ENTS		a	Universitas	Brawijaya
wijaya	LIST OF FIGURES				Universitas	Brawijaya
wijaya	UNLIST OF APPENDI	XFS			Iniversitas	Brawijaya
wijaya	Uni				hiversitas	Brawijaya
wijaya	Uni		175	4	niversitas	Brawijaya
wijava	CHAPTER I INTRO	ODUCTION			niversitas	Brawijava
wiiava	A. Background					Brawiiava
wiiava	B. Problem Formu	ılation			iversit11s	Brawijava
wijava	C. Research Object	ctives				Brawijava
wijava	D. Research Contr	ibution				Brawijava
wijava	E. Minor Thesis P	roposal Structure				Brawijaya
wijava	Univers				Ilniversitas	Brawijaya
wijava	CHAPTER II LITE	RATURE REVIEW			Universitas	Brawijaya
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wijava	Universitas 4ra Mariani	(2014)	-Br	awijaya	Liniversit <b>16</b>	Brawijaya
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wijaya	Universities 6. Ministry	of Trade (2016)	Linivoroitos Br	awijaya awijaya	Lining and 17	Brawijaya
wijaya	7. Santera	non, Fabio Getano., et. Al	., (2018)	awijaya		Drawijaya
wijaya	8. Correia	(2019)		awijaya		Drawijaya
wijaya	9. Summar	ry of Previous Research		awijaya		Drawijaya
wijaya	B. Theoretical Rev	view	Universitas Br	awijaya		Brawijaya
wijaya	1. Globalizatio	n universitas Brawijaya	Universitas Br	awijaya	Universitas	Brawijaya
wijaya	2. International	Trade Brawijaya	Universitas Br	awijaya	Universitas	Brawijaya
wijaya	Universitas Bradefiniti	on of International Trade .	Universitas Br	awijaya	Universitas	Brawijaya
wijaya	Universitas b. Internat	ional Trade Theory	Universitas Br	awijaya	Universit26	Brawijaya
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awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Bra	awijaya Universitas	Brawijaya
awijaya	Universities c. The Instigating Factors of International Trade	wijayaUniversi/30	Brawijaya
awijaya	Universi 3:s ExportjavaUniversitas Rrawijava. Universitas Bra	wijayaUniversi31s	Brawijaya
awijaya	Universities a. Influencing Factors on Export	nvijayallniversi31s	Brawijaya
awijaya	Universitas b. Benefits of Export	nvijayaUniversi32s	Brawijaya
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awijaya	Universitas Importjaya Universitas Brawijaya Universitas Bra	wijaya Universitas	Brawijaya
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awijaya	Universitas a. 1 aritt	iwijaya Universitas	Brawijaya
awijaya	Universitas Wine Trade	wijaya Universitas	Brawijaya
awijaya	Universities a The Old and New World Wine Regions	awijaya Universitas	Brawijaya
awijaya	Universitas b Wine in Indonesia	wijaya Universit $_{40}$	Brawijaya
awijaya	Universi 7. <sup>S</sup> Influence Between Variables	wijaya Universit <sub>42</sub> s	Brawijaya
awijaya	Universi 8. <sup>S</sup> Conceptual Model and Hypothesis	ijava Universitas	Brawijaya
awijaya	Universit a. Conceptual Model	va Universit <sub>44</sub> 6	Brawijaya
awijaya	Univer b. Hypothesis	Universit44	Brawijaya
awijaya	Univ	Universitas	Brawijaya
awijaya	Uni SAVE A	hiversitas	Brawijaya
awijaya	Un CHAPTER III RESEARCH METHODOLOGY	iversit <b>4</b> 8	Brawijaya
awijaya	A. Type of Research	niversit <sub>48</sub>	Brawijaya
awijaya	Uni B. Research Location	iversit48	Brawijaya
awijaya	C. Concept, Variable, Operational Definition and Measurement Sca	ile48	Brawijaya
awijaya	Univ 1. Concept		Brawijaya
awijaya	University 2. Variable		Brawijaya

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awijaya	Univ 1. Concept	Brawijaya
awijaya	2. Variable	Brawijaya
awijaya	5. Operational Definition	Brawijaya
awijaya	Universe 53	Brawijaya
awijaya	Universi 1. Population	Brawijaya
awijaya	Universi 2. Sample	Brawijaya
awijaya	E. Data Gathering Technique	Brawijaya
awijaya	1. Data Source	Brawijaya
awijaya	2. Data Gathering Technique	Brawijaya
awijaya	F. Data Analysis	Brawijaya
awijaya	Universi 2.5 Inferential Statistics	Brawijaya
awijaya	Univers 3.5 Hypothesis Test	Brawijaya
awijaya	Universitas Brawijava, Universitas Brawijava Universitas Brawijava Universitas	Brawijaya
awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawijaya
awijaya	Unive A. General Description of Research Location	Brawijaya
awijaya	Universi1. History of International Trade Centre (ITC)	Brawijaya
awijaya	Univers 2. Functions of International Trade Centre (ITC)	Brawijaya
awijaya	Unive B. Display Data	Brawijaya
awijaya	Universitas Export of Wine	Brawijaya
awijaya	2. Import of Wine	Brawijaya
awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawijaya
awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawijaya
awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawijaya
awijaya	Universitas Brawijava Universitas Brawijava Universitas Brawijava Universitas	Brawijava
awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawijaya

awijaya

awijaya awijaya

awijaya awijaya awijaya Universi 315 Tariffsiava Universitas Brawijava Universitas Brawijava Universi 75 Brawijava awijaya Universi 2.5 Result of Classical Assumption Test ...... awijaya awijaya awijaya awijaya Un CHAPTER V CONCLUSION AND SUGGESTION awijaya awijaya awijaya B. Suggestion ......95 awijaya awijaya

REFERENCES ......

awijaya awijava

Universitas Brawijuja Universitas Brawijaya

......

.Universi 97s Brawijaya



awijaya

awijaya

awijaya awijaya

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Universit LIST OF FIGURES rsitas Brawijaya Uni Nosita Figures Title UrPagesitas Brawijava Import Origins of Wine to Indonesia Universitas Brawijaya Universitas Brawijaya Universita Universita vijaya Universitas Brawijaya Universi Univ6? Uniy<sub>7</sub>. 8. Uni 9. 10. Univ<sup>11</sup>. Tariff Export of Wine (IDR Rupiah) ......Brawijaya Univ<u>12</u>. Univer 13. Univers Univ14.

awijaya awijava awijaya

Universitas Brawižijya Universitas Brawijaya



awijava awijaya awijaya UniversitaLIST OF TABLES rsitas Brawijaya awijaya awijaya No Table Title UrPagesitas Brawijava awijaya awijaya Measurement Scale ..... Universitas Brawij awijaya Universita Universitas Brawij Universita awijaya awijava Uni 4. rsita Import of Wine to Indonesia ..... Universit746 Brawijaya awijaya awijaya Univers awijaya awijaya Univ6 awijava Uniy awijaya Uni 8. awijaya Uni 9 awijaya awijaya 10. awijaya Univ11. awijaya Univ<sub>12</sub> awijaya awijaya Univers awijaya Univl4.s awijaya awijaya Univers Result of Gelsjer Test for Export of Wine (Y1) ......84 Braw awijaya Uni 16. awijaya Uni 17. Sita Result of Glesjer Test for Import of Wine (Y2) .....awijava Universi 84 Brawijava awijaya awijaya 18. Univer awijaya awijaya awijaya awijaya 24. R-Square for Tariff Export (X1) and Export of Wine (Y1) ......90 Brawlava Universitas Brawixiwa Universitas Brawijaya Universitas Brawijaya awijava awijava

awijaya awijaya

awijaya awijaya

awijaya awijaya awijaya

awijaya

awijaya

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Universitist OF APENDIXES it as Brawijaya Uni Nosita Table Title UrPagesitas Brawijaya Universitas Brawijaya 1. Export of Wine from Indonesia. Universitas Brawijaya Uni 3. Site Tariff Export of Wine..... Universitas Brawijaya Tariff Import of Wine ..... Univers Univ<del>s</del>e Log10 of Tariff Import and Import of Wine ......108 6. Result of Test by SPSS for Tariff Export and Export (X1,Y1).....111 Brawijaya Uni 7. Result of Test by SPSS for Tariff Import (X<sub>2</sub>) and Import (Y<sub>2</sub>)......113 8.

awijaya awijava

Universitas Brawijwya Universitas Brawijaya

Universitas Brawijaya Universitas Brawijaya Universitos Brawijaya

BRAWIJAYA

awijaya NER awijaya awijaya

Universitas Brawijay Universitas Brawijay

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Universita CHAPTER IUniversitas Brawijaya Universitas Brawijaya awijaya A. Background awijaya awijaya The word of Globalization nowadays is being used freely, both in awijaya awijaya economical term and also culture, and very much common to be found on mass awijaya awijava media in describing events or phenomenon. There are not many expressions as awijaya ers controversial as globalization, as it combines many contradictory issues under these Brawijava awijaya awijaya a single concept. It stands for growing power of multinationals in every corner awijaya awijaya of the world as well as for the worldwide spreading of knowledge and human awijaya awijaya rights. With the many faces it has, it affects every aspect of life including awijaya wealth, freedom, cultural, habits and economy, it changes tastes of food, it as Brawijava awijaya awijaya influences art, puts new products on market shelves. awijaya awijaya Globalization has opened many ways of products and good to enter certain awijaya awijaya country and its also open a new market that deemed as impossible. awijaya awijaya Globalization is the process of world shrinkage, of distances getting shorter, sitas Braw awijaya University things moving closer. It pertains to the increasing ease with which somebody it as Brawijaya awijaya awijaya Universion one side of the world can interact, to mutual benefit, with somebody on thesitas Brawijaya awijaya awijaya other side of the world (Larson, 2001). awijaya awijaya awijaya Universitas Bravijava Universitas Bravijava

Unive<sub>2</sub>sitas Brawijava Universita The process of globalization can be defined as set of worldwide phenomenasitas Brawijaya Universiof high intensity and rapidity, involving economic, social, cultural and sitas Brawijava ideological domains. These phenomena are characterized by two principal awijaya awijaya <sup>ers</sup> elements: the elimination of tangible and intangible barriers to the movement sitas Braw awijaya Universiof people, goods, information, knowledge and ideas and the standardization of sitas Brawijaya awijaya awiiava economic conditions, life styles, and ideological views, in accordance with the awijaya awijava western model (Pesenti, 2010). Globalization has reduced the sense of isolation awijaya awijaya felt much of the developing world and has given many people in the developing sitas Brawij awijaya countries access to knowledge well beyond the reach of even the wealthiest insitas awijaya awijava any country a century ago (Stiglitz, 2002). awijaya awiiava When an exchange of goods and services takes place across national awijaya awijava boundaries, it is called international trade. Exports are the goods and services awijaya awijaya sold by individuals or nations. Imports are the goods and services purchased awijava awijaya (Nelson, 2000). International trade can be defined as a trade activity whichsitas Brawijaya awijaya rs conducted by a citizen of a certain country with other countries citizen undersitas Brawilava awijaya awijaya mutual agreement. Citizen can be defined as individual to individual, between awijaya awijaya individuals and government of certain countries or between government in awijaya awijaya ers different countries. In many countries, international trade become one of the awijaya Universimain factors to raise the Gross Domestic Products. The main caused forsitas Brawijava awijaya international trade to happen is the differences in natural resources in form of awijaya minerals, soil fertility, marine diversity, climate and energy. Differences in Universiclimate and soil fertility creating different crops or produce in between tropical sitas Brawijaya

Unive<sub>3</sub>sitas Brawijava Universiand subtropical area. Subtropical area produces wheats, pear, grapes, peachaitas Brawijaya Universiand others which is favoured in tropical area (Ekananda, 2015). awijaya Universita International trade gives a lot of benefit in order to acquiring goods which it as Brawijaya awijaya cannot be produce domestically, gaining benefit from specialization, awijaya awijaya expanding domestic industries market and increasing the usage of modern awijaya awijaya ersitechnology to increase productivity (Sukirno, 2012). According to Amir M.Ssitas Brawij awijaya ers (2004), compared to domestic trade, international trade is pretty complicated it as Brawijava awijaya awijaya because there are limitations that creating some obstacles for both countries.sitas Brawi awijaya awijaya Countries that have potential to produce goods mostly wanted to conduct awijava awijaya international trade. Like Indonesia which have a lot of natural resources and Sitas Brawijaya awijaya able to process it and export it to foreign country. On the other side, Indonesiasitas Brawijaya awijaya awijava also importing some products from other countries. Not only it will enhance awijaya awijaya the economy, international trade also provides some benefit which stated by awijava awijaya Sukirno (2010): awijaya awijaya Maintaining the relation between countries awijaya NU III awijaya 2. Acquiring goods which cannot be produced inside the country awijaya Universi3. Acquiring the benefit of specialization awijaya awijaya 4. Expanding the market and adding profit awijaya awijaya 5. Modern Technology transfer awijaya With globalization also affecting economic activities in form of international trade, government around the world trying to set on trade barriers. Sitas Universitas Brawijava Universitas Brawijava UniversiTrade barriers are government-induced restrictions on international trade. Mostilias Brawijaya

Unive<sub>4</sub>sitas Brawijava Universitrade barriers work on the same principle: the imposition of some sort of costsitas Brawijaya Universi(money, time, bureaucracy, quota) one trade that raises the price or availabilitysitas Brawijava of the traded products. Barriers take form of tariffs, which imposed a financial awijaya awijaya <sup>ers</sup>burden on imports and non-tariff barriers to trade, which uses other overt and <sup>sitas Brawl</sup> Universicovert means to restricts imports and occasionally exports. High incomessitas Brawijaya awijaya Universitas Brawiiava awiiava countries tend to have less trade barriers than middle income countries which awijaya awijava in turn tend to have less trade barriers than low income countries. Small states awijaya awijaya ersitend to have lower trade barriers than large states. Tariffs have been decliningsitas Brawi awijaya in the last twenty years as the influence of the World Trade Organization hasiltas Brawijaya awijaya awijava increased their use of barriers but states have non-tariff awijaya awiiava (Easternly, 2000). awijaya awijava A core element of globalization is the expansion of world trade through the awijaya awijaya elimination or reduction of trade barriers, such as import tariffs. Greater awijava imports offer consumers a wider variety of goods at lower prices, whilesitas Brawijaya awijaya awijaya providing strong incentives for domestic industries to remain competitive.stras Brawi awijaya awijaya Exports, often a source of economic growth for developing nations, stimulate awijaya awijaya ersijob creation as industries sell beyond their borders. More generally, tradesitas Brawl awijaya awijaya ers enhances national competitiveness by driving workers to focus on those Brawijaya awijaya Universivocations where they, and their country have a competitive advantage. Tradesitas Brawijaya awijaya promotes economic resilience and flexibility, as higher imports help to offset awijaya adverse domestic supply shocks. Greater of employment for the local Universiworkforce and could bring along new technologies, thus promoting highersitas Brawijaya Universiproductivity (IMF,2008).sitas Brawijaya Universitas Brawijaya

Unive<sub>5</sub>sitas Brawijava Universita Restricting international trade, for example, engaging in protectionism, sitas Brawijaya Universigenerates adverse consequences for a country that undertakes such a policy. It as Brawijava Restrictions in international trade for import goods can be categorize into tariff awijaya awijaya <sup>ers</sup> barriers and nontariff barrier (Hady, 2004). The wine industry is attracting more<sup>SITAS</sup> Universitetention in the world economy, but all of this interest could appear unusualitas Brawijaya awijaya awiiava because the wine sector accounts for only 0.4% of the total household awijaya awijava consumption, and vines cover only 0.5% of the cultivated area worldwide of awijaya awijaya <sup>(S)</sup>which only 1/3 is used for wine (Anderson, 2004). In several part of the world, Stas Braw awijaya the consumption of wine is a tradition that being passed on generations and it as Brawijaya awijaya awijava become a culture on that area, for example Europe. And before it become a awijaya awiiava common liquor to be consumed, its exclusively available on Western country awijaya awijava In several circumstances, wine was available in specific events or specific awijaya shops, also with a high price. On the other part of the word, in the southern awijaya awijava hemisphere countries, where the tradition of drinking wine isn't as wide as the awijaya awijaya other, however there is an increase in the number of customers. Some of them awijaya ers become potential market for wine industries, for example like Indonesia. It as Brav awijaya awijaya However, this nowadays proven to be changed. There is an increase of wine awijaya awijaya export and import in the last decades, especially on those area who's being awijaya awijaya viewed as impossible to penetrate, like Indonesia. awijaya ersitas Brawijava Indonesia is the world's fourth most populated nation with upwards of 240 awijaya million people. It is also home to the largest Muslim population of any one country. As a result, Indonesia has not been viewed as a significant market for wine and spirits. The GOI (Government of Indonesia) controls alcoholic



Universitas Brawijava Universiand employment (USDA Foreign Agriculture Service, 2011). The total number it as Brawijaya Universion foreign tourists arriving in Indonesia through all entry point until August tas Brawieva 2019 are 1.555.436 visit and has increased 2.94% compared to August 2018 awijaya awijaya (Kemenpar, 2019). Meanwhile according to Winemakers' Federation of awijaya UniversiAustralia, the country is a large market with a definite potential for wine tas Brawijaya awijaya awiiava exporters. Market in Indonesia showed that the country is both a consumer awijaya awijava country and a producer of wine. It is the 12th world market for the consumption awijaya awijaya of still wines and the third largest wine consumer market in the Asia-Pacific las Braw awijaya region behind Australia and China. Consumption has steadily increased since thas Brawijaya awijaya awijava the liberalization of the import of spirits in the 1970s, and then collapsed with awijaya awijaya the recession. awijaya awijava Importer and HRI (Hotel, Restaurants and Institution) industry sources awijaya awijaya predict that wine imports will continue to increase by approximately 20 percent awijava awijaya annually through 2015. Like other Southeast Asian markets, wine is becoming the Brawlaya awijaya more and more popular. Indonesians perceive that wine is a healthier awijaya awijaya alternative to other alcoholic beverages. Plus, Indonesians believe that wine awijaya awijaya creates an image being well-healed and drinking wine is seen as a status symbol awijaya awijaya (USDA Foreign Agriculture Service, 2011). As of 2010, each importer is able awijaya ers to import most brands, although some brands remain exclusive to certain tas Brawiava awijaya importers. The breakdown of the total import quota was about 70 percent wine, awijaya 10 percent spirits, and 20 percent beer. Approximately 80 percent of the Universitas Brawijaya Universitas Brawijaya imported alcoholic beverages are sent to Jakarta and Bali.

repository.ub.ac.id Univessitas Brawijaya awijaya Total: \$10.6M Franc Singapore awijaya awijaya 6.0% awijaya awijaya PRT Italv awijaya 2.6% awijaya Argentii awijaya 87% awijava awijaya awijaya awijaya Figure 2. Import Origins of Wine to Indonesia 2017 awijaya awijaya Source: The Observatory of Economic Complexity (OEC) awijaya awijaya awijaya awijaya The remaining 20 percent goes to other major urban centers like Medan, awijaya awijaya Surabaya, and Bandung. The consumption of red white wines is equal amount awijaya awijaya in general. Red wines tend to be favored more among consumers in Jakarta and tas Brawijaya awijaya Universitive sources of consumers and the source of consum awijaya awijaya versitas Brawijaya in Bali, which tend be mostly tourist (USDA Foreign Agriculture Service, awijaya awijaya Universize11). awijaya awijaya Universita Indonesia is a predominantly Muslim country and alcohol cannot be tas Brawlaya awijaya Universionsumed under Islam. Around 87% of the population adhere to the Muslimstas Brawijaya awijaya awijaya faith which means that potentially there is still a total available market of 33 awijaya awijaya million people. Growth in the alcoholic drinks market has been slow but fairly BRAWIIAYA Universisteady in Indonesia driven by wealthy Indonesians, the expatriate community it as Brawijaya awijaya awijaya

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Universigned tourists. The wine market was estimated at around 1.68 million liters instant Brawlaya

Univers 2012 valued at Rp. 8.940 million (Winemakers Federation of Australia, 2017). Tas Brawijava

Nilai Produksi (Milyar Rp)	2010	2011	2012	2013	Trend (%) '2010-2013
Minuman keras	1,279.0	778.7	1,617.2	2,454.8	30.8
Minuman Anggur dan sejenisnya	107.6	211.9	106.3	439.0	42.3
Minuman Keras dari Malt dan Malt	0.0	0.0	0.0	0.0	
Total Industri Minuman Beralkohol	1,386.6	990.6	1,723.5	2,893.8	31.8

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Figure 3. Value of Alcoholic Beverages Industry in Indonesia 2010-2013 Isitas Brawijaya Source: Ministry of Trade, 2016

Indonesia's production of wines is represented by three wineries; Sababay Winery located in Buleleng, Bali, Bellissimo Wine produced by Dima International Wine, and Hatten Wines. The biggest producer is Hatten Wines, sitas Brawijava established in Bali at 1994. The winery in Indonesia mostly produced rosé, white wine, red wine and white brut. The tropical climate in Indonesia proved University to not hinder the growth of the local wine as raw material for the manufacture it as Brawijaya Univers of various types of wine. Along with the increase in wine consumption in Balistan Brawiava and Balinese wine quality that can compete in the international arena further motivate the wine growers to produce good quality wines. Apart from Universi consumption purposes, the winery also serves as tourism destination in Bali. Brawijaya Univers As one of the alternative forms of tourism, Wine Tourism began to form to itas Brawijava satisfy the desires and travel experience of wine connoisseurs. Wine Tourism is defined as travel activities with visits to vineyards, wineries, wine festival, Universiwine tasting and introducing type of local wine to motivate tourists to come to itas Brawijaya

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Universitas Brawijava awijava Universia destination (Hall iat.al. 2000; Getz, 2000). Jakarta and Bali are the two largest das Brawlaya University wine consuming destinations in Indonesia, especially the influence of the tas Brawiava lifestyle of foreign tourists (Fachri, 2014). awijaya awijaya The purpose of this research is to describe and explain the export-import in awijaya awijaya wine industries and the effect of tariff on it in Indonesia's market. In the past awijaya awijaya ers centuries, the growth of the international wine trade has been fostered by trade awijaya ersliberalization process. This process has been brought about both by the tas Brawiava awijaya awijaya establishing of economic integrated areas where tariffs and non-tariffs barriers awijaya awijaya have been removed to some degree and by the progress of the World Trade awijava awijaya Organization (WTO) towards general and progressive reduction of tariffs and awijaya more effective regulation of non-tariffs barriers. Indonesia used ad valorem awijaya awijava tariffs with one rate or different rate according to the price level of the product; awijaya awijaya specific volume-based (per litre); a mixed of ad valorem and specific. Tariff awijava awijaya protection is quite low in countries which have long been involved in importing awijaya wine. By contrast, the tariff level is high in countries which have recently awijaya awijaya experienced growing wine imports, i.e. mainly Asian markets (Anderson, 2010). awijaya awijaya ersite Because of the background of Indonesia as the biggest Muslim population it as Brawi awijaya awijaya in the word supposed to make Indonesia as less desirable market for wine awijaya awijaya Industries. However, Indonesia also one of producer of wine in New World awijaya Univers Region, having 3 vineyard that actively producing wines for domestic as Brawl consumption and export to nearby countries. Indonesia also become one of new designated market for wine, mainly caused by high number of international tourists and globalization of culture in wine consumption in major cities in

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Univazsitas Brawijava Universitian B parties, especially in the same topic for future research and for the publications Brawijaya Universitas Bin general. Universitas Brawijaya Universitas Brawijaya 2. Practical Contribution awijaya awijaya Universitian B Practical Contribution on this research is for the wine industries in the second seco awijaya Universitas B determining about their wine export to Indonesia and wine import from itas Brawijaya awijaya awijaya Indonesia in relate to Tariff regulation imposed by Government of awijaya awijava Indonesia and also for society in general in the context of information awijaya awijaya about the impact of Tariff on export and import of wine in Indonesia. It is Brawijaya awijaya awijaya awijava E. Minor Thesis Proposal Structure awijaya awijaya : INTRODUCTION **CHAPTER I** awijaya Chapter I consisted of general view or background, sitas Brawijaya awijava awijaya problem formulation, research objectives and contribution, tas Brawijava awijaya awijava and writing structure. awijaya awijaya **CHAPTER II** : LITERATURE REVIEW awijaya awijaya Chapter II explained about theories as research base which it as Brawijaya awijaya related with research title and problems that existed in this awijaya awijaya research. This chapter also explain about conceptual model awijaya awijaya and hypothesis. Universitas Brawijaya Universitas Brawijaya awijaya UniversCHAPTER III awijaya : RESEARCH METHODOLOGY & Brawijaya awijaya Chapter III will be filled with operational definition and tas Brawijaya Jniversitas Braw variable measures, sampling technique, source and type of data, data gathering, analysis technique and hypothesis test. Universitas Brawijava Universitas Brawijaya Universitas Brawijava

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Universitas Brawijaya Chapter IV will discuss about general view from research Objects according with problems that already being identified and also providing the analysis upon the problems based in data and theories that already stated in Diversitas Brawijaya Universitas Brawijaya Diversitas Brawijaya Universitas Brawijaya

#### : CONCLUSION AND SUGESTION

Chapter V consist of the conclusion from the result in this tas Brawijaya

research and suggestion from writer for related field and tas Brawijaya

for future research.

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**SRAWIIA** 

awijaya awijaya UniversA. Previous Researchersitas Brawijaya Universitas Brawijaya awijaya awijaya awijaya **1.** Roberto (2003): The Changing Structure of The Global Wine as Brawlava awijaya awijaya awijava awijaya awijaya

Industry This paper examines the distinctive economic structures that exist in the wine industry in various regions of the world, and it identifies the litas Brawlaya critical forces driving changes in the structure of this industry. The paper it as Brawijaya accomplishes these objectives by applying concepts from industrial organization economics, agency theory, and the field of competitive strategy. This paper has documented and evaluated the recent trend it as Brawijaya toward consolidation in the global wine industry. The main conclusions it as Brawijava are as follows. First, the structure of the wine industry is not consistent around the world. This industry provides a vivid example of an industry whose structure varies based on differences in institutional context and it as Brawijaya historical patterns of development around the globe. Second, the structure is changing, but not at the same pace in different regions of the world. Third, consolidation is taking place for economic efficiency reasons, and perhaps, for some reasons that are not consistent with shareholder value maximization. Universitas Bra14jaya Universitas Brawijaya

CHAPTER II Universitas Brawijaya

Univ LITERATURE REVIEW sitas Brawijava

Univel Sitas Brawijava versitas Pisenti (2010): The Wine Industry: A Globalized Market The purpose of this thesis is to analyse and explain the impact of a Bravia of the second sec globalization on the global wine industry sector. The study illustrates the different aspects that characterize this market and it focuses on the development of the wine sector all over the world, describing how it has evolved over the years thanks to the intervention of new emerging markets as Brawlaya that are gaining more space in the production, sale and consumption of the product itself. The main purpose of this research is to analyse recent developments that have taken place on the international wine market, as a result of the transformation of world trade due to changes in society, in as Brawijaya politics and in business following the increasing openness and awijaya interdependence of economic systems. The goal is to investigate the evolution of the role played by European countries traditionally producers, as Brawlaya namely France, Italy and Spain, against the aggressive growth that has awijaya characterized the New World countries and secondly the factors underlying awijaya the growing competitiveness of new exporters and the ascent of new emerging markets like China and Russia that may also help to solve the Universitian oversupply problems. The analysis of Chinese emerging market is based as Brawijava not only on data, statistics and numbers but also on the descriptions and

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Unive<sup>16</sup>itas Brawiiava evaluations of cultural aspects on both local behaviours in business and in the approach to wine. ersitas Brawijava **3.** Mariani (2012): The International Wine Trade: Recent Trends and Critical Issues This paper analyses the growth of world wine imports, considering all wines together and the single categories recognized by global statistics (bottled, bulk, and sparkling wine). It then describes the changes in the as Brawiava geography of importers with the emergence of new markets and the competitive performance of the main suppliers. The bulk wine trade, the reexports of wine and the exposure of trade flows to trade barriers are also analyzed. Finally, on the basis of the dominant trend in wine consumption as Brawilava and changes in supply chain, the critical issues arising from analysis are examined, with the need for further research. The result shows that the international wine trade emerge as a complex and dynamic system which as Brawlaya looks good in shape despite economic difficulties in many countries Mariani, (2014): Tariff and Non-Tariff Barriers to Wine Export and 4. Initiatives to Reduce their Effects The paper first provides an overview of main trends in wine

The paper first provides an overview of main trends in wine international trade and of tariff and non-tariff barriers. Subsequently, it offers an analysis of the main initiatives designed to lower trade barriers, depicting the results achieved by the World Wine Trade Group (WWTG) and preferential trade agreements (PTAs) signed by the main wine exporters. Brawijaya Universitas Brawijaya

Inversitation of exports allowing a quantitative assessment of the flows more at risk of being hindered by trade barriers, considering trade within Regional Integrated Areas and within the WWTG countries.
Ichsan, (2016): Pengaruh Pergerakan Nilai Tukar Yuan Terhadap Ekspor dan Impor Indonesia
This Study examines the effect of yuan exchange rate movement on Indonesia exports and imports. In this study, the data variable of yuan

exchange rate movement by measuring a midpoint exchange rate transaction (CHY/IDR), obtained through the Bank of Indonesia website. Exports is defined as domestically produced goods and services that are sold abroad. Imports is defined as goods and services that is brought into domestic countries from foreign countries.

#### 6. Ministry of Trade, (2016): Analisis Impor Produk Minuman Beralkohol Melalui Pelabuhan Tertentu

This study aims to analyse the impact of alcoholic beverages import policy through certain ports on the Indonesia's alcoholic beverages import structure and performance, Indonesia's tourism industry, consumers and producers using a qualitative descriptive method. Based on the analysis, the import policy of alcoholic beverages products through certain ports have shifted the structure of imports in terms of the use of modes of transportation and the port. It also caused disharmony between import



Unive<sup>18</sup>itas Brawijava allocation and its realization. In addition, the determination of certain ports decreased alcoholic beverages supply for tourism industry in Indonesia and awijaya Universitas Brawila a Universitas Brawijaya Universitian increased additional fee for purchasing of alcoholic beverages, lower sales as Brawlaya and increased competition for producers, and increased price at the consumer level. 75 The Benefits of Country-Specific Non-Tariff Santeramon, (2018): awijaya Measures in World Wine Trade This paper investigates the effects that country-specific NTMs are showing on global imports of wine. In particular, this paper estimate agravity model to explain how and to what extent country-specific NTMs influence wine trade, and we disentangle these effects for different as Brawlava awijaya segments of the international market of wine. awijaya The results suggest that country-specific NTMs tend to favour imports of wine. Differences emerge across market segments and types of as Brawlava regulations. In particular, the Technical Barriers to Trade favour (friction) as Brawiava awijaya bottled (bulk) wine; pre-shipment inspections enhance imports of bottled wine; the Sanitary and Phytosanitary Standards and the export-related measures are the most trade-enhancing NTMs, regardless of the market Universitas segment, a Universitas Brawijaya Universitas Brawijaya 8. Correia (2019): The European Wine Export Cycle Universitian Brawing This paper analyses the cyclical synchronization of wine exports Universitiant for the ten main European wine-producing countries with the aggregate as Brawlaya

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Unive<sup>19</sup>itas Brawijava European wine export cycle since the inception of the European Economic Community. The main objective is to investigate whether there has been a Universitas Brawijava Universitas Brawijava Universitias "European" wine export cycle over the last six decades. The results for the as Brawijaya exports, by value, revealed a strong degree of synchronization over the as Brawlava whole period for the majority of the countries, with a tendency to grow over time. Overall the analysis conducted in this paper, which is based in a may be a useful e for as Brawijava macroeconomic approach to business cycles, understanding fluctuations in the wine trade in the past and may help with as Brawlava forecasting the evolution of the international trade of European wine, which

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is important to support policy decisions.

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	Table 1. Sum	mary of Previous Researc	hUniversitas Brawijaya Un	iversitas Brawijaya	Univ	ersitas Brawijaya
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No	Research/a (Year)	Unive Research Title aya	Univ Research Purposes Un	versitas Similarityya	Univ	ersitas BraGapaya
1	Mariani (2012)	The International Wine	To analyse the growth of	Using the data of wine	Univ	This paper analyses the
1	awijaya	Trade: Recent Trends and	world wine imports.	imports as dependent	Univ	growth of world wine
	awijaya	Critical Issues	considering all wines	variable.	Univ	imports recognized by
	awijaya	Universit	together and the single	va	Univ	global statistics.
	awijaya	Univer	categories recognized by		Univ	ersitas Brawijaya
	awijaya	Univ	bulk, and sparkling wine		Univ	ersitas Brawijaya
	awijaya	Uni		Ste V	hiv	ersitas Brawijaya
2	Mariani (2014)	Tariff and Non-Tariff	Provides an overview of	Using the data of wine	niv	The data source is the
	awijaya	Barriers to Wine Exports	main trends in wine	exports as dependent	niv	Global Trade Information
	awijaya	their Effects	tariff and non-tariff barriers.	independent variable	hiv	database provides import
	awijaya	Univ			niv	and export flows of 83
	awijaya	Univ			Jniv	countries, even if not all
	awijaya	Unive		//	Univ	these states are wine
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3	Pisenti (2010)	The Wine Industry: A	The purpose of this thesis is	Using the data of expor	tUniv	Focusing on the evolution
	awijava	Globalized Market	to analyse and explain the	and import of wine as	Univ	of the role played by
	awijava	Universita	impact of globalization on	dependent variable.	Univ	European countries
	awijava	Universitas	sector.	iava	Univ	against new exporters from
	awijaya	Universitas B		wijava	Univ	New World.
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4	Roberto (2003)	The Changing Structure of	Examines the distinctive	Using the data of wine	abloiv	Research method is by
	awijaya	Universitas Brawijaya	exist in the wine industry in	versitas Brawijaya	Univ	industrial organization
	awijaya	Universitas Brawijaya	various regions of the world,	versitas Brawijaya	Univ	economics, agency theory
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	awijaya	Universitas Brawijaya	Universitas Brawijaya Uni	iversitas Brawijaya	Universitas Brawijaya	
	awijaya	Universitas Brawijaya	and it identifies the critical	versitas Brawijaya	University and the field of competitive	
	awijaya	Universitas Brawijaya	forces driving changes in the	versitas Brawijaya	Univestrategy.Brawijaya	
	awijaya	Universitas Brawijaya	structure of this industry.	versitas Brawijaya	Universitas Brawijaya	
	awijaya	Universitas Brawijaya	University	versitas Brawijaya	Universitas Brawijaya	
5	Correia (2019)	The European Wine Jaya	This paper analyses the	Using the data of wine	Unive The research location is in	
	awijaya	Export Cycle Brawn	cyclical synchronization of	export as dependent	Europe and based on the	
	awijaya	Universitas Br	wine exports for the ten main	variable. vawijaya	implementation of European Economic	
	awijaya	Universitaș	countries with the aggregate	ijaya	Community.	
	awijaya	Universit	European wine export cycle	va	Universitas Brawijaya	
	awijaya	Univer	since the inception of the		Universitas Brawijaya	
	awijaya	Univ	European Economic		Universitas Brawijaya	
	awijaya	Uni	Community.		hiversitas Brawijaya	
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	awijaya	Unit			niversitas Brawijaya	
	awijaya	Univ			niversitas Brawijaya	
	awijaya	Univ			Universitas Brawijaya	
6	Santeramon,	The Benefits of Country-	This paper investigates the	Using the data of wine	Using the Non-Tariff	
	(2018) awijaya	Specific Non-Tariff Measures in World Wine	effects that country-specific	export and import as	Measures as independent	
	awijaya	Trade	imports of wine. In	dependent variable.	Universitas Brawijaya	
	awijaya	Universit	particular, this paper estimate	a	Universitas Brawijaya	
	awijaya	Universita	agravity model to explain	Jya	Universitas Brawijaya	
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	awijaya	Universitas B	influence wine trade, and we	wijaya	Universitas Brawijaya	
	awijaya	Universitas Bra	disentangle these effects for	awijaya	Universitas Brawijaya	
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	awijaya	Universitas Brawijaya	international market of wine.	versitas Brawijaya	Universitas Brawijaya	
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7	(2016	kanijaya 5) awijaya awijaya	Pengaruh Pergerakan Nilai Tukar Yuan Terhadap Ekspor dan Impor Indonesia	This study examines the Usi effect of Yuan exchange rate imp movement on Indonesia dep exports and import.	ing the data of export a port of Indonesia pendent variable.	and Using data of exchange rate as the independent variable.
8	Minis Trade	stry of (2016) awijaya awijaya awijaya awijaya awijaya	Analisis Impor Produk Minuman Beralkohol Melalui Pelabuhan Tertentu	This study analyses the impact of alcoholic beverages import policy through certain ports on the Indonesia's alcoholic beverages import structure and performance, Indonesia's tourism industry, consumers and producers	ing the data of w port as depend riable and tariff impor lependent variable.	Analysis based on the implementation of import regulation for alcoholic beverages. The research conducted only in several province in Indonesia.
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Universitas Brawijava THEORETICAL REVIEW<sup>S Brawijaya</sup> Universitas Brawijaya Universi 1.s Globalization Iniversitas Brawijaya Universitas Brawijaya Universitian Braw Globalization is an integration among countries, culture, people and the Brawlava awijaya awijaya government. Globalization is the process of world shrinkage, of distances awijaya awijaya ersitas getting shorter, things moving closer. It pertains to the increasing ease tas Brawl awijaya Universitas with which somebody on one side of the world can interact, to mutual itas Brawijaya awijaya awijaya benefit, with somebody on the other side of the world (Larson, 2001). awijaya awijaya Economic "globalization" is a historical process, the result of human awijaya awijaya innovation and technological progress. It refers to the increasing that brain awijava integration of economies around the world, particularly through trade and awijaya awijaya financial flows. The term sometimes also refers to the movement of awijaya awijava people (labour) and knowledge (technology) across international borders. awijaya awijaya The term has come into common usage since 1980s, reflecting tas Brawlaya awijava technological advances that have made it easier and quicker to complete awijaya awijaya international transactions, both trade and financial flows. It refers to an awijaya awijaya extension beyond national borders of the same market forces that have awijaya operated for centuries at all levels of human economic activity. awijaya awijaya Globalization means that world trade and financial markets are becoming it as Brawijaya awijaya awijaya more integrated. There are four aspects of globalization: awijaya Universitas Bra Trade and Transaction Brawijaya Universitas Brawijaya awijaya awijaya Universitian Braw Developing countries as a whole have increased their share of worldsitian Brawijaya Universities Bratrade-from 19 percent in 1971 to 29 percent in 1999, however it also has some great variations between their major regions. For instance,

Universitas Brawijava Universitian Brathe newly industrialized economies (NIEs) of Asia have done well, that Brawlaya Universitas Brawhile Africa as a whole has fared poorly. The composition of what tas Brawijava countries export is also important. The strongest rise by far has been awijaya awijaya Universitian Brain the export of manufactured goods. The share of primary stars Brawl awijaya Universitas Bracommodities in world exports—such as food and raw materials—that it as Brawijaya awijaya awijaya are often produced by the poorest countries, has declined. awijaya awijaya Capital and Investment Movements awijaya awijaya Capital movement is the transfer of capital between countries either itas Brawijaya awijaya by import or export of securities, dividend payments or interest itas Brawijaya awijaya awijava payments. awijaya awiiava Migration and Movement of People awijaya Workers move from one country to another partly to find better it as Brawijaya awijava awijaya employment opportunities. The numbers involved are still quite small, itas Brawijava awijaya awijava but in the period 1965-90, the proportion of labour forces round the awijaya awijaya world that was foreign born increased by about one-half. Most awijaya awijaya migration occurs between developing countries. But the flow of itas Brawijaya awijaya migrants to advanced economies is likely to provide a means through awijaya awijaya which global wages converge. There is also the potential for skills to awijaya awijaya be transferred back to the developing countries and for wages in those awijaya Universitas Brawijaya Universitas Brawijaya Universitas Bracountries to rise sitas Brawijaya Universitas Brawijaya awijaya awijaya Universitians d. The Dissemination of Knowledge **Universitas Br Universitas Brav** as Brawijaya Information exchange is an integral, often overlooked, aspect of globalization. For instance, direct foreign investment brings not only **Universitas Brawijaya** 

repository.ub.ac. Univessitas Brawijava Universitian Braan expansion of the physical capital stock, but also technical tas Brawlaya Universitas Brainnovation. More generally, knowledge about production methods, it as Brawijava management techniques, export markets and economic policies is awijaya awijaya Universitian Bra available at very low cost, and it represents a highly valuable resource it as Brawijaya awijaya Universitas Brafor the developing countries. Java Universitas Brawijava awijaya awijaya 2. International Trade awijaya awijaya Definition of International Trade awijaya awijaya International trade is the exchange of goods and services across it as Brawijaya awijaya border (Shenkar, 2004). International trade can be defined as a trade tas Brawijaya awijaya awijava activity which conducted by a citizen of a certain country with other awijaya awijaya countries citizen under mutual agreement. Citizen can be defined as awijaya awijava individual to individual, between individuals and government of Sitas Brawijaya awijaya certain countries or between government in different countries. Insitas awijaya 10 awijava many countries, international trade become one of the main factors to awijaya 1118 awijaya raise the Gross Domestic Products. The main caused for international awijaya awijaya trade to happen is the differences in natural resources in form ofsitas Brawijaya awijaya **M**iava minerals, soil fertility, marine diversity, climate and energy. awijaya awijaya Differences in climate and soil fertility creating different crops or awijaya awijaya produce in between tropical and subtropical area. Subtropical area awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitas Braproduces wheats, pear, grapes, peach and others which is favoured insitas Brawijaya awijaya Universitas Bratropical area (Ekananda, 2015).va Universitas Brawijaya Universitas Brawieva b. International Trade Theories

Universitas Brawijava Universitian Braw International trade theories answer the question on why export it as Brawijaya Universitas Brastructures vary across countries, why nations do not mimic each others tas Brawijava and why they have different vulnerably to trade conditions. To better awijaya awijaya Universitian Braunderstand how modern global trade has evolved, it's important to that awijaya Universitas Braunderstand how countries traded with one another historically. Oversitas Brawijava awijaya awiiava time, economists have developed theories to explain the mechanisms awijaya awijaya of global trade. The main historical theories are called classical and awijaya awijaya are from the perspective of a country, or country-based. By the mid-stas Brawl awijaya twentieth century, the theories began to shift to explain trade from a itas Brawijaya awijaya awijava firm, rather than a country, perspective. These theories are referred to awijaya awiiava as modern and are firm-based or company-based. Both of these awijaya awijava categories, classical and modern, consist of several international las Braw awijaya theories (Shenkar, 2004:23). awijaya awijava 1. The Mercantilist Doctrine awijaya awiiava Emerging in England in the mid-sixteenth century. Univers awijava awijava mercantilism is the first theory of international trade. The doctrinesitas Braw awijaya placed great faith in the ability of a government to improve the awiiava awijaya well-being of its residents using a system of centralized control. awijaya awijava Under mercantilism, the government had two goals in a foreign awijaya Universitas Brawijaya Universitas Brawijaya Univers awijaya Universitian Brawijaeconomic policy. The first goal was to increase the wealth of the tas Brawijaya awijaya Universitian Brawing nation by acquiring gold. The second policy goal was to extract trade gains from foreigners through regulations and controls so as Universitian Brawija to achieve a surplus in the balance of trade through maximizing Universitas Brawijava Universitas Brawijava

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Universitas Brawijaexports. In modern economy, however, gold reserves are merelysitas Brawijaya Universitias Braw potential claims against real goods on foreigner. Today, gold as Brawiava represent a minor portion of national foreign exchanges markets awijaya Universitas Brawijaso as to influence foreign exchange rates.<sup>35</sup> Brawijaya awijaya awijaya Mercantilism also overlooked other sources of a country's tas Brawijaya awijaya awijaya wealth accumulation such as the quantity of its capital, the skill awijaya awijava of its work force, and the strength of other production inputs such awijaya awijaya as land and natural resources. awijaya Absolute Advantage Theory awijaya awijava This theory stated that a nation's imports should consist of awijaya awijaya goods made more efficiently abroad while exports should consist awijaya awijava of goods made more efficiently at home. The absolute advantage thas Brawlaya awijaya awijaya awijava awijaya

Universitation of the experiment of the market would reach an efficient end by itself. It is a rawing a function of a nation and in the economic life of a nation and in the rawing a function of the experiment intervention in the economic life of a nation and in the rawing a function of the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment intervention in the economic life of a nation and in the experiment is the trade if the the trade if the trading partner lost, the absolute advantage theory argued that the trade if the trade is part interviewed to experiment intervention in the efficient allocation of national interviewed to experiment intervention in the efficient allocation of national interviewed to experiment intervention in the efficient allocation of national interviewed to experiment intervention. The efficient allocation of national interviewed to experiment intervention in the efficient allocation of national interviewed to experiment intervention in the efficient allocat

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Universitas Brawijava David Ricardo, a nineteenth-century English economist Universitas Brawing stated that both countries would gain from trade even if one were tas Brawing and more efficient in all goods. Thus, it was the comparative Universitas Brawija advantage of a nation in producing a good relative to the other itas Brawij Universitas Brawijanation that determined international trade flows. A country has it as Brawijaya comparative advantage in producing a good if the opportunity cost for producing the good is lower at home than in the other As long as the opportunity costs for the same as Brawl commodities duffer between countries, open trade will result in itas Brawijaya gains for each country through specialization in producing a commodity or commodities in which a country has comparative advantage vis-à-vis its trading partners. Thus, in today's world it as Brawijaya economy, comparative advantage must be explained by reference tas Brawijava to differences in comparative production cost, which further depends on the commodity's production process (especially the state of technology) and on the process of production factors such it as Brawijaya as labour, land, capital and natural resources. Heckscher-Ohlin Theorem 4. This theory explained the link between national factors Universitas Brawijaya Universitas Brawijaya Universitian Brawijaendowments and comparative advantage of nations. The theorem it as Brawijaya

Universitian Brawing states that a country has a comparative advantage in commodities

whose production is intensive in its relatively abundant factor,

universitias Brawija and will hence export those commodities. Meanwhile, a country stars Brawi

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Univesitas Brawijava Universitas Brawijawould import commodities whose production is intensive in the itas Brawijaya Universities Braw country's relatively scarce factor of production. Thus, the differences in comparative advantage are attributes to the Universi awijaya Universitas Brawija Universitas Brawija differences in the structure of the economy. A country is it as Brawijaya awijaya awijaya Universitas Brawijarelatively more efficient in those activities that are better suited to it as Brawijaya awijaya awijaya its economic structure and does best with what it has most of. awijaya awijava Several assumptions underlie the Heckscher-Ohlin theorem. First, awijaya awijaya it is assumed that countries vary in the availability of various it as Brawijaya awijaya factors of production. Second, while each commodity is assumed it as Brawijaya awijaya awijava to have its own specific production function, the production awijaya awijaya function is assumed to be identical anywhere in the world. awijaya awijaya Production function shows the amount of output that can be lease Brawijaya awijaya produced by using a given quantity of capital and labour. Third, tas Brawiava awijaya awijaya the theorem holds that technology is constant in all trading awijaya awijaya countries and that the same technology is used in all those awijaya awijaya countries. Finally, it assumes that the conditions of demand for itas Brawijaya awijaya production factors are the same in all those countries. awijaya awijaya The implications of the H-O theorem for world trade are awijaya Universitas Brawija highlighted below: awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitas Brawijaya Universitas Brawijaya. awijaya Trade as well as trade gains should be greatest between the Brawlaya awijaya countries with the greatest differences in economic structure. Las Brawijava

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Univositas Brawijava Universitas Brawijaya. awijaya Trade should cause countries to specialize more in the Brawlaya producing and exporting goods that are distinctly different tras Brawijava Universitas Brawijaya Universitas Brawijaya from their imports. awijaya Universitas Brawijaya awijaya Trade policy should take the form of trade restrictions rather it as Brawijaya awijaya than trade simulations a Universitas Brawijava awijaya awijaya Countries should export goods that make intensive use of d. awijaya awijava their relatively abundant factors. awijaya awijaya Free trade should equalize factor price between countries it as Brawijaya e. awijaya with fairly similar relative factor endowments but not it as Brawijaya awijaya awijava between countries with markedly different endowments. awijaya awiiava Factor process should be nearly equal between countries f. awijaya awijava with more liberal mutual trade awijaya International investment should be stimulated by differences awijaya awijava in factor endowments, and international trade and awijaya awijaya international investment should be negatively correlated. awijaya The Instigating Factors of International Trade awijaya awijaya International trade happens because there is no country in the world awiiava awijaya that able to produce all of goods and services of its citizen (Boediono, awijaya Universitian Bra 2000). There are several factors that instigating the international trade, awijaya awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitas Brawhich are: niversitas Brawijaya Universitas Brawijaya awijaya Universitas Braul. To gain goods or resources that cannot be produce domestically. 2. To gain goods that actually can be produced in domestic but Universitian Brawija hasn't passed the requirements.

Univ<sub>31</sub>sitas Brawijava Universitias Bra 3. To gain more modern technology in order to empower natural tas Brawlaya Universitas Brawija resources in the country. ava Universitas Brawijava **Universitas Brawijav** 4. To extend the product market that being produced domestically. awijaya awijaya Universitas Brav5. To gain benefit from specialization. ersitas Brawijaya awijaya awijaya Universi 3.s Exportaya awijaya Export is an activity of selling goods and services to the outside of awijaya awijaya customs area which are regulated by the country. Customs area is the awijaya awijaya whole national area of a country, where all goods that passed this border tas Brawl awijaya will be given import and exit duty (Purnamawati and Fatmawati,2013). Itas Brawijaya awijaya awijava Export is selling goods to foreign country by using payment system, awijaya awijaya quality, quantity as other selling requirement which accepted by both awijaya awijava exporter and importer. The demand for export is number of goods/services and braw awijaya which requested to be exported from one country to other country tas Brawiava awijaya awijava (Sukirno,2010). The factor that influencing the most on the number of awijaya awijaya exports from certain countries is the ability of those countries in producing awijaya awijaya goods that can compete in foreign market. The quality and price of goods it as Brawl awijaya should be at least not equal with goods that being sold on foreign market. awijaya awijaya The more goods that have speciality in a certain country, then the more awijaya export that will be conducted (Sukirno,2002). awijaya awijaya sitas Brawijaya – Universitas Brawijaya – Universitas Brawijaya awijaya Universitas a. a Influencing Factors on Exportage Universitas Brawijaya awijaya Universitian Braw According to Mankiw (2006), several factors that influencing on the Brawlava export and import are:

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Ĕ	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya	Universitas Brawijaya
OS	awijaya	Universitas Brav1, Consumer preference on the domestic-produced go	odsi and sitas Brawijaya
d	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya	Universitas Brawijaya
L	awijaya	Universitas Brawija Ioreign-produced goods jaya Universitas Brawijaya	Universitas Brawijaya
	awijaya	2. Prices in domestic and foreign market.	Universitas Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya	Universitas Brawijaya
	awijaya	Universitian Brava. The value of exchange rates that will determine the an	mount of itas Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya	Universitas Brawijaya
	awijaya	Universitian Brawija local currency that needed to buy foreign currency. aya	Universitas Brawijaya
	awijaya	Universitas Brawijava 4 Distribution cost in between countries	Universitas Brawijaya
	awijaya	Universitas Brawijayasuleuton eost in een een een een een een een een een	Universitas Brawijaya
	awijaya	5. Government regulation in regard to international trade.	Universitas Brawijaya
	awijaya	Universitas Br	Universitas Brawijaya
	awijaya	b. Benefits of Export	Universitas Brawijaya
	awijaya	According to Sadono Sukirno (2010), the benefits of exports act	ivitviare sitas Brawijaya
	awijaya	Univ	Universitas Brawijaya
	awijava	1. Extending the market for Indonesia's products	hiversitas Brawijaya
	awijava		niversitas Brawijava
	awijava	2. Adding foreign exchange	niversitas Brawijava
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	awijaya	Univ c. Types of Export	Jniversitas Brawijaya
	awijaya	Unive With State	Universitas Brawijaya
	awijaya	In Mankiw (2010) explained that the export activity divided into	two kind, itas Brawijaya
	awijaya	Univers which are:	Universitas Brawijaya
	awijaya	Universit 10 51 10 a	Universitas Brawijaya
	awijaya	Universita 1. Direct Export	Universitas Brawijaya
	awijaya	Universitas jaya	Universitas Brawijaya
	awijaya	Universitias Direct export is a way of selling goods or services	throughsitas Brawijaya
	awijaya	Universitian Branch exporter in other country or destined country of expo	Universitas Brawijaya
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	awijaya	selling done through distributor and company'	s seller
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	awijaya	The benefit is the production centred	in originsitas Brawijaya
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Univasitas Brawijava Universitas Brav2 a Indirect Export as Brawijaya Universitas Brawijaya Indirect export is a technique where the goods are sold tas Brawiava through exporter in origin country and then sold through them. awijaya Universitas Brawija Through export management companies and export trading awijaya awijaya Universitian Brawin companies. The benefit of this is that the production resources is that Brawin available awijaya awijaya concentrated and there is no need to handle the export directly. awijaya awijava What lack from this system is the lack of control toward awijaya awijaya distribution dan lack of knowledge on the operation in foreign tas Brawl awijaya country. awijaya awijava Import 4. awijaya awiiava awijaya awijava awijaya awijaya awijava awijaya awijaya awijaya Universitas Brawijaya Universitas Brawijaya tas Brawijaya



An import is a good brought into a jurisdiction, especially across a national border, from an external source. The party bringing in the good is that Brawl called an importer. An import in the receiving country is an export from the sending country. Importation and exportation are the defining financial transactions of international trade. In international trade, the importation and exportation of goods are limited by import quotas and mandates from the Brawn the customs authority. The importing and exporting jurisdictions may impose a tariff (tax) on the goods. In addition, the importation and exportation of goods are subject to trade agreements between the Universitial importing and exporting jurisdictions. Universitial Brawijaya ersitas Braw According to Susilo (2008:101) import can be defined as an activity of admitting goods from a country (foreign country) to a region of another ersites customs territory. This definition means that import activity involving two

Univ<sub>34</sub>sitas Brawijava awijaya Universitial country. A general delimitation of imports in national accounts is given as Brawlaya Universitas below: ava An import of a good occurs when there is a change of ownership from awijaya awijaya Universitian Braa non-resident to a resident; this does not necessarily imply that the awijaya Universitas Bragood in question physically crosses the frontier. However, in specificatas Brawijaya awijaya awiiava cases national accounts impute changes of ownership even though in awijaya awijaya legal terms no change of ownership takes place (e.g. cross border awijaya awijaya financial leasing, cross border deliveries between affiliates of the lease Brawl awijaya same enterprise, goods crossing the border for significant processing it as Brawlaya awijaya awijava to order or repair). Also smuggled goods must be included in the awijaya awiiava import measurement. awijaya awijava Imports of services consist of all services rendered by non-residents litas Brawijaya b. awijaya to residents. In national accounts any direct purchases by residents tas Brawijava awijaya awijava outside the economic territory of a country are recorded as imports of awijaya awijaya services; therefore, all expenditure by tourists in the economic awijaya awijava territory of another country are considered part of the imports of itas Brawijaya awijaya services. Also, international flows of illegal services must be included. awiiava awijaya **Trade Barriers** 5. awijaya awijaya Trade barriers are restrictions on international trade imposed by the awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitian government. They are designed to impose additional costs or limits on tas Brawlaya awijaya imports and/or exports in order to protect local industries. These additional costs or increased scarcity result in a higher price of imported products and thereby make local goods and services more competitive Universitas Brawijaya repository.ub.ac.ic

Univ<sub>35</sub>sitas Brawijava Universitian (see also comparative advantage and trade). There are three types of tradesitian Brawijaya Universitas barriers: Tariffs, non-tariffs, and quotas. iversitas Brawijava Tariffs a. awijaya awijaya Universitian Braw Tariffs are taxes that are imposed by the government on imported tas Brawijaya awijaya Universitian Bragoods or services. They are sometimes also referred to as duties, it as Brawijava awijaya awiiava Tariffs can be implemented to raise the cost of products to consumers awijaya awijaya in order to make them as expensive or more expensive than local awijaya awijaya goods or services (i.e. scientific tariffs). In many cases, tariffs are used thas Braw awijaya to protect local industries that could otherwise not compete with itas Brawijaya awijaya awijava foreign producers (i.e. peril point tariffs). Of course, the countries awijaya awiiava affected by those tariffs usually don't like being economically awijaya awijava disadvantaged, which often leads them to impose their own tariffs to the second s awijaya punish the other country (i.e. retaliatory tariffs). There are two types awijaya awijava of tariffs: a specific tariff is levied as a fixed fee based on the type of awijaya awijaya item. An ad-valorem tariff is a levied based on the item's values. awijaya awijava Protectionism also tend to reward concentrated, well-organized andsitas Braw awijaya politically-connected groups, at the expenses of those whose interest awiiava awijaya may be more diffuse (such as consumers). It also reduces the variety awijaya awijava of good available and generated inefficiency by reducing competition awijaya Universitas Brawijaya Universitas Brawijaya Universitas Bra and encouraging resources to flow into protected sectors. Accordingsitas Brawijaya awijaya versitas Bra to Hady (2004), tariff is an import duty which being put on imported goods that will be consumed in domestic market. Tariff in import duty Universitas Bra<sub>are:</sub>ya

Univacsitas Brawijava Universitas Bravilia Imposition of Import duty or low tariff, between 0% - 5%, used Brawijaya Universitas Brawijaon primary and vital goods, military/defence/security equipment.sitas Brawijava 2. Middle tariff, between 5% - 20%, used on half-manufactured or awijaya Universitas Brawijaother goods that isn't enough to be produced domestically. niversitas Brawijaya awijaya awijaya Universitas Brav3. a High tariff, above 20%, imposed for tertiary goods and othersitas Bravijava awijaya awijaya Universitas Brawij goods that are able and enough produced domestically and not awijaya awijava included in primary goods. awijaya awijaya Non-tariffs b. awijaya Non-tariffs are barriers that restrict trade through measures other itas Brawijaya awijaya awijava than the direct imposition of tariffs. This may include measures such awijaya awiiava as quality and content requirements for imported goods or subsidies awijaya awijava to local producers. By establishing quality and content requirements it as Brawlaya awijaya the government can restrict imports, because only products can be tas Brawijava awijaya awijava imported that meet certain criteria. awijaya awijaya More often than not, these criteria are set to benefit local producers. awijaya awijava In addition to that, the government can grant subsidies, i.e. direct itas Brawijaya awijaya financial assistance to local producers in order to keep the price of awiiava awijaya their goods and services competitive. awijaya Universitas Brawijava u awijaya awijaya Brawijaya awijaya Quotas are restrictions that limit the quantity or monetary las Brawlaya awijaya Universitas Brawija value of specific goods or services that can be imported over a stars Brawijava certain period of time. The idea behind this is to reduce the Universitas Brawija quantity of competitive products in local markets which increases Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya

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Univarsitas Brawijava Universitian Brawija demand for local goods and services. This is usually done by it as Brawija ya Universitian Brawin handing out government issued licenses that allow companies or that Brawin available consumers to import a certain quantity of a good or service. awijaya Universitas Brawija Although technically speaking, quotas are non-tariff measures, itas Brawijaya awijaya awijaya Universitas Brawijathey take quite a different approach than the other measures it as Brawijaya awijaya awijaya discussed above. Instead of just making it more difficult or costly awijaya awijava to import goods, quotas actually limit the number of products that awijaya awijaya can be traded. There is no way for foreign producers to itas Brawijaya awijaya circumvent such a quota. The most restrictive type of quota is an itas Brawijaya awijaya awijava embargo, i.e. an entire ban of trade and/or commercial activity awijaya awijaya concerning a specified good or service.s awijaya awijava **Custom Administration rules** 2. awijaya This mechanism involving certain import regulation, tas Brawijava awijaya awijava establishment of customs price, establishment of forres rate and awijaya awijaya formalities, foreign exchange monitoring, consultant awijaya awijaya packaging/labelling regulation, documentation handed, qualitysitas Brawijaya

and testing standard, administration fees and tariff classification.

#### 3. Government Participation

awijayaUniversitas Brawijaya<br/>Universitas BrawijayaConsist of government procurement policy, subsidising and<br/>Universitas Brawijaya<br/>Universitas BrawijayaawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijaya<br/>Universitas BrawijayaawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijaya<br/>Universitas BrawijayaawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijaya<br/>Universitas Brawijayauniversitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijaya<br/>Universitas Brawijayauniversitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijayauniversitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijayauniversitas BrawijayaUniversitas Brawijaya<br/>Universitas BrawijayaUniversitas Brawijaya<br/>Universitas Brawijaya<td

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Univasitas Brawijava Universitas BrawijaConsist of import deposits, supplementary duties and variable it as Brawijaya Universitas Brawijaleviesiniversitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Wine Trade tas<sup>6</sup>B awijaya awijaya Universitian Braw Wine has traditionally been a traded good but only in the past two it as Brawlaya awijaya Universitian B decades, the international wine trade has experienced considerable tas Brawijava awijaya awijaya growth: in the 1960s the exported share of global wine production was awijaya awijaya 10% and in 1990 this share had reached only 15%. However, by the awijaya awijaya year 2000 the exported production had reached 25% of global las Brawl awijaya production and more than 30% in 2010. The growth of the international awijaya awijava wine trade is just one of the aspects of the complex evolution of the awijaya awijaya world wine sector: there have been profound changes in the geography awijaya awijava of production and consumption and in the direction of export flows awijaya (Anderson and Nelgen, 2011; Banks and Overton, 2010). awijaya awijava Indeed, the growth of the wine trade was caused during the 1990s awijaya awijaya by the wine consumption increase in Northern Europe and North awijaya awijaya compensating for the decrease in consumption vinsitas Braw America, awijaya Mediterranean countries, and by the growth of exports from so-called awiiava awijaya New World Wine Producers. Recently, the international trade in wine awijaya awijaya has been boosted by increasing demand mainly in Asian countries awijaya awijaya Universitian B which until recently were only marginally involved in wine imports, it as Brawlaya awijaya B and production is increasing in some importing countries (China, India, ersitas Br<u>a</u>w Brazil) and in those with considerable potential (Ukraine). Undoubtedly,

Univagsitas Brawijava Universitian B the growth of the international wine trade makes the wine industry "ansitas Brawijaya Universitas Brintriguing case of globalization at work'' (Anderson, 2004). a. The Old and New World Wine Regions awijaya awijaya The classification of the wine producing nations became Brawijaya awijaya Universitian Braw universal as publications such as "The World Atlas of Wine" as Brawiava awijaya awijaya claimed that the wine producing countries could be divided into awijaya awijava two worlds: "Old World" and "New World" (Johnson and awijaya awijaya Robinson, 2014). According to the "World of Atlas of Wine", Old Las Brawl awijaya World countries are traditional wine producing countries around it as Brawijaya awijaya awijava the Mediterranean area including Greece, France, Italy, Spain, awijaya awiiava Germany, Portugal, Austria and Hungary. New World countries awijaya awijava are wine producing countries settled after European colonials as Braw awijaya expansion and include the United States, Australia, New Zealand, awijaya awijava Chile, South Africa, and Argentina. As a binary categorization, it awijaya awijaya has deficiencies that overlook history and uses a very Continental awijaya awijava European bias. awijaya The differences in Old World and New World wines come from awiiava awijaya winemaking practices (tradition) and from the effect of the land and awijaya climate on the grapes (the "terroir"). awijava Brawijaya Universitas Brawijaya awijaya Universitās awijaya Universitian Braw 1. Old World wines are often described as tasting lighter, having tas Braw Jaya awijaya Universitas Brawia less alcohol, having higher acidity, and tasting less fruity niversitas Brawiava 2. New World wines are often described as tasting riper, having Universitian Brawija, higher alcohol, having less acidity, and tasting more fruity

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Figure 4. The Map of Old-World Wine Regions and New World Wine Regions Source: https://www.winefolly.com

b. Wine in Indonesia

As the world 4<sup>th</sup> most populated country, Indonesia has been seen as a potential market, including in wine industries. The Indonesian economy grew more than 6 percent annually in 2010-2012, outgrowing its regional neighbours.

Indonesia is a predominantly Muslim country and alcohol inversita inversita

Univa1sitas Brawijaya Growth in the alcoholic drinks market has been slowly but it as Brawlaya Universitian Bray fairly steady in Indonesia because of the existence of wealthy tas Bray available Indonesians, the expatriate community and tourist. The wine market awijaya Universitas Brawwas estimated around 1.68 million litters in 2012 valued at Rp. 8.940 Itas Brawl awijaya awijaya Universitas Bray million. The red wine category has experienced the most significant it as Brawijava awijaya awijaya growth rates over recent times; however, every wine category has awijaya awijava experienced some level of growth. Excise duties were increased in awijaya awijaya 2014 which led to significant average unit prices increases. The itas Brawi awijaya number of importers has increased to over 18, providing a wider it as Brawijaya awijaya awijava supply and distribution network. awijaya awiiava Importer and HRI (Hotel, Restaurants and Institutions) awijaya awijava industry sources predict that wine imports will continue to increase that Brawl awijaya by approximately 20 percent annually through 2015. Like others tas Brawijava awijaya awijava Southeast Asian markets, wine is becoming more and more popular. awijaya awijaya Indonesians perceive that wine is a healthier alternative to other awijaya awijaya alcoholic beverages. awijaya As of 2010, each importer is able to import most brands, awiiava awijaya although some brands remain exclusive to certain importers. In 2010, awijaya awijaya the breakdown of the total import quota was about 70 percent wine, awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitian Braw 10 percent spirits and 20 percent beer. Approximately 80 percent of that Braw Java awijaya Universities Bray imported alcoholic beverages are sent to Jakarta and Bali. The remaining 20 percent goes to other major urban centres like Medan, Universitas Braw Surabaya and Bandung. Universitas Brawijaya Universitas Brawijava Universitas Brawijava

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awijava Universitas Bray (30 percent), Chile (20 percent), Australia (20 percent), France (10 tas Brayilava percent), and other European countries like Italy, German and Spain awijaya awijaya awijaya awijaya awijaya Universitas Bray awijaya awijava awijaya awijaya awijaya awijaya awijava awijaya awijaya awijaya awijava awijaya awijaya awijava awijaya awijaya

Universitas Braw (10 percent), and United States (10 percent).<sup>S</sup> Brawijaya Universitas 7. rInfluence Between Variables ava Universitas Brawijava Influence Between Tariffs with Wine Export According to the study from Bianco and Boatto (2014), shows that globalization, measured by trade barriers, do matter it as Brawl considerably in world wine trade. Their findings are in line with it as Brawijaya previous studies on trade costs (Jayasinghe, Beghin and Moschini, 2010) and the wine trade (Raimondi and Olper, 2011). Jayasinghe, Beghin and Moschini (2010) found that world demand for corn tas Brawl seeds is mainly inhibited by tariffs and distance, and only in a star Brawijava limited way by SPS measures. They found similar evidence for the world wine trade. However, not all non-tariff barriers are equal: our in-depth analysis shows that, in some cases, TBTs (Technical itas Brawijaya Barriers to Trade) are neither binding nor catalysts for trade. In particular, some trade regulations were assessed to be as stringent as 3 per cent of ad valorem tariffs, while others including SPS

Most imported wines in Indonesia come from South Africa as Brawlaya

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Universitas Brawijaya Universitian Braw measures are totally negligible. This is an important result as it may has Brawlaya Universitas Braw justify the removal of inefficient technical standards on imported wine, whilst suggesting a target to aim at when seeking to liberalise Universitas Brawijthe international wine trade. Va Universitas Brawijaya

Univ<sub>43</sub>sitas Brawijava Furthermore, for policy-makers who are often interested insites Brawlaya Universitian Braw the impact of standards and regulations on international trade and the Brawliava competitiveness, the current analysis provides tariff equivalencies awijaya awijaya Universitas Brawij that may help them gain insights and negotiate trade agreements to it as Brawi awijaya Universitian Braw enhance wine trade flows. Finally, we show that the decreasing that Brawiava awijaya awijaya trend for tariffs has for the most part been compensated by more awijaya awijaya stringent technical barriers. awijaya awijaya Influence Between Tariffs with Wine Import b. awijaya According to Pisenti (2010), since the beginning of the 80's, the itas Brawijaya awijaya awijava wine international trade has progressively intensified, as a result of awijaya awijaya the growth of world economy, the reduction of trade barriers and the awijaya awijava emergence of the new producer countries. The wine industry has seen that Brawl awijaya the emergence of new actors, such as market-oriented large awijaya awijava companies and multinationals of alcoholic beverage that have awijaya awijaya boosted the competition to higher levels through the adoption of awijaya awijaya classic marketing tools adapted to international trade. awijaya The major market-oriented companies were born in the first half awijaya awijaya of the 80's, thanks to the effort of many Australian producers to awijaya awijaya overcome a crisis caused by the excessive production of the domestic awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitian Braymarket. They have focused on the expansion of imports, based on the Bray Java awijaya Brayshared penetration strategy on international markets landve<sup>a</sup>sitas Brawijaya modernization of wine marketing.

Univa4sitas Brawijava Universitian Brawijaya Observing the top 10 companies specialized in wine sector, it it as Brawijaya Universitas Bravemerges that prevalence of American and Australian companies have that Bravelava a turnover exceeding 500 million euro, consequently these companies awijaya Universitas Brayhave financial and managerial resources for the development in the sitas Brawijaya awijaya awijaya Universitas Bravinternational market (Adbrands, 2011). ersitas Brawijava awijaya awijaya 8. Conceptual Model and Hypothesis awijaya awijaya a. **Conceptual Model** awijaya Based on the theory that has been explained, the conceptual model it as Brawijaya awijaya awijaya that can be determined about variable trade barriers that impacting on it as Brawijaya awijaya awijava international trade of wine. The conceptual model can be seen at awijaya awijaya picture number 2 awijaya awijava International awijaya Trade Barrier Trade awijaya awijava awijaya awijaya Figure 5. Conceptual Model awijaya Source: Processed by Author (2019) awijaya awijaya b. Hypothesis awijaya awijaya Over the past century, the growth of the international winesitas Brawijaya awijaya Universitas Bray trade has been fostered by the trade liberalisation process. This it as Brawijava awijaya awijaya process has been brought about both by establishing of economic awijaya awijaya integrated areas where tariffs and, in varying degrees, non-tariff Universitas Brawijava Universitas Brawijava Universitas Bray barriers have been removed and by the progress of the World Tradesitas Brawijaya Universitas Bray Organization (WTO) towards a general and progressive reduction of the Bray lava tariffs and more effective regulation of non-tariff barriers. Tariffs are

Univ45sitas Brawijaya Universitian Braw the most tangible trade barrier, they increase prices of imports, sitas Brawijaya Universitas Bray therefore impending access to market. (Mariani,2012). va Based on Absolute Advantage Theory, where a nation import awijaya awijaya Universitas Brawshould consist of goods made more efficiently abroad while exports it as awijaya Universitas Bray should consist of good made more efficiently at home. However, it as Brawijaya awijaya awijaya government intervention in economic life of a nation and in trade awijaya awijava relations among nations is counterproductive, for example Tariff for awijaya awijaya export and import. Due to the presence of specific tariff, evaluating it as Brawij awijaya and comparing the level of market protection for wine requires it as Brawijaya awijaya awijava complex estimates. According to literature, tariff protection is quite awijaya awijaya low in countries which have long been involved in importing wine. awijaya awijava By contrast, the tariff level is high in countries which have recently that Brawn awijaya experienced growing wine imports, mainly Asian marketssitas Brawijava awijaya awijava (Anderson, 2010). awijaya awijaya Previous research has stated that wine export in many awijaya awijaya markets are still hampered by high tariffs and by a variety of itas Brawijaya awijaya technical barriers related to the particular characteristics of this awijaya awijaya alcoholic product, which is obtained with production practices often awijaya awijaya subject to rules and regulated by specific labelling systems. The awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitian Bray stalemate in multilateral negotiations at the WTO level is pushing to tas Bray Java awijaya negotiate bilateral agreements, to reduce the impact of tariff and nontariff barriers which affect wine trade (Mariani,2014)

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	awijaya	Universitas Brawijava	export in Indon	esia (Y <sub>1</sub> ).	Universitas Brawijaya	Universitas Brawijaya
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CHAPTER III niversitas Brawijaya awijaya RESEARCH METHODOLOGY as Brawijaya awijaya Univ1.s Type of Research Universitas Brawijaya Universitas Brawijaya awijaya awijaya awijaya Universita According to problem formulation and research purposes, the type of the Brawlave awijaya research that will be used on this study is explanatory research with quantitative awijaya awijava method, because this research primary purpose is to explain why events occur awijaya awijaya er to build, elaborate, extend or test theory. According to Singarimbun and Efendi tas Brawl awijaya (2005:4), explanatory research will explain the correlation on the causality it as Brawijava awijaya awijava between the variables through hypothesis test. Churchill (2005:129) said that awijaya awijaya explanatory research is a research that emphasizes on gathering the ideas and awijaya awijaya inputs, this especially useful to solve a vast problem and similar one into subsitias Brawl awijaya problem that are more specific and accurate. awijaya awijaya **Research Location** 2. awijaya awijaya This research will be conducted through International Trade Centre (ITC) awijaya awijaya ar accessed through https://www.trademap.org/Index.aspx. Establishes in 1964, it as Brawijaya awijaya the International Trade Centre (ITC) is the joint agency of World Trade awijaya awijaya Organization and United Nation. awijaya awijaya **Concept, Variable, Operational Definition and Scale Measurement** awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya awijaya Universicas Concept ya awijaya ersitas B According to Mustafa (2013:3) in general, concept can be defined as an itas Brawiava abstraction or an idea that gathered from the summary and observation

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Univagitas Brawijava Universitian Brupon a fact or reality which delivered with world that's affecting instant Brawlaya University general dan have a distinct behaviour. Concept that will be used on this tas Brawijava study are: awijaya awijaya Universitasa Brariffya awijaya Universitas Braw Tariff is a tax imposed on imported goods and services. Tariffs are it as Brawijaya awijaya awijaya used to restrict trade, as they increase the price of imported goods and awijaya awijava services, making them more expensive to consumers. Tariff are used to awijaya awijaya restrict international trade and imposed on certain export goods or it as Brawl awijaya services and also on import. awijaya awijava b. Export awijaya awiiava

Export is selling goods to foreign country by using payment system, quality, quantity as other selling requirement which accepted by both exporter and importer. The demand for export is number of goods/services which requested to be exported from one country to other country (Sukirno,2010).

#### ita c. Import

awijaya According to Susilo (2008:101) import can be defined as an activity awijaya awijaya of admitting goods from a country (foreign country) to a region of awijaya awijaya another customs territory. This definition means that import activity awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brinvolving two countrys Brawijaya Universitas Brawijaya awijaya awijaya vers d. Variable Variable represents a measurable attribute that changes or varies across groups, sitas Brawi the experiment whether comparing results between multiple Universitas Brawijava Universitas Brawijava

Univ50sitas Brawijaya awijaya Universital multiple people or even when using a single person in an experiment as Brawlaya University conducted over time. Variable is anything that has value or characteristic, it as Brawijava trait, measured attribute or a symbol which the value is given (Simamora, awijaya awijaya Universitial 2004:6). Variable derived from a concept that has necessity to be explained that Brawl awijaya University or researched, thus making them available to be measured and used tas Brawijava awijaya awijaya operationally. Variables that will be used on this research are: awijaya awijaya a. Independent Variable awijaya awijaya An independent variable is the variable that is changed or it as Brawijaya awijaya controlled in a scientific experiment to test the effects on the itas Brawijaya awijaya awijava dependent variable. Independent variable is variable that affecting awijaya awiiava the dependent both positively and negatively (Suhartanto, 2014:57). awijaya awijava In this study, the independent variable is Tariff Export  $(X_1)$  and the Braw awijaya Tariff Import (X<sub>2</sub>). awijaya awijava b. Dependent Variable awijaya awijaya The dependent variable is the variable that is being measured or awijaya tested in an experiment. Dependent variable is a variable that it as Brawijaya awijava awijaya become the main focus on this study, in other word, dependent awiiava awijaya variable is the centre of attention from the researcher (Suhartanto, awijaya awijaya 2014:56). In this study. The dependent variable is Export  $(Y_1)$  and awijaya Universitas Brawijava Universitas Brawijava awijaya Universitas Braw Import (Y<sub>2</sub>) ersitas Brawijaya Universitas Brawijaya awijaya e. Operational Definition According to Singarimbun and (2006:46),Effendi operational definition is an element of research which tells on how to measure a variable.

Univ51sitas Brawijaya Universita Wisadirana (2005:58) explained that in order to gain the clarity of variables as Brawlaya University that will be measured, then it needs to formulate operational definition insites Brawijava every single variable that become the object of study. This operational awijaya awijaya ersite definition will be used to give a clue on gathering the data. Operational awijaya Universita definition in this study are: awijaya awijaya a. Tariffs awijaya awijaya Customs duties on merchandise imports are called tariffs. Tariffs give awijaya awijaya a price advantage to locally-produced goods over similar goods which that Brawl awijaya are imported, and they raise revenues for governments (World Trade it as Brawijaya awijaya awijava Organization, 2019). On December 2018, the Ministry of Finance awijaya awiiava revised import duties on alcoholic beverages containing ethyl alcohol. awijaya awijava This regulation set the tariff import Rp. 44.000 per litres, and for tariff thas Braw awijaya export Rp. 33.000 per litres. awijaya awijava b. Export awijaya awijaya Exports are a function of international trade whereby goods Univers awijaya awijaya produced in one country are shipped to another country for future salesitas Brawijaya awijaya or trade. Exports are a crucial component of a country's economy, as awiiava awijaya the sale of such goods adds to the producing nation's gross output. The awijaya awijaya exports of wine in Indonesia for 2018 worth \$1,024,260 or 65.193 litres. awijaya Universitas Brawijaya awijaya Universitasc.Br Import a awijaya Universitian Braw Imports are foreign goods and services bought by residents of a service Brawieve country. Residents include citizens, businesses, and the government. It Universitian B doesn't matter what the imports are or how they are sent. They can be Universitas Brawijaya Universitas Brawijaya

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Univ<sub>52</sub>sitas Brawijaya Universitian B shipped, sent by email, or even hand-carried in personal luggage on a itas Brawijaya Universitas B plane. If they are produced in a foreign country and sold to domestic tas Brawiava residents, they are imports. Import of wine in Indonesia worth Universitas Br\$18.646.024 or 6.067.676 litres in 2018. Univer f. a Measurement Scale rsitas 20 vijava Universitas Brawijava According to Sugiyono (2011:92) measurement scale is a standard to determine the interval inside of a certain measurement tool, thus the usage Universita of measurement tool can provide a value in form of numbers to create it as Brawijava accurate quantitative data. This study used interval scale with measurement it as Brawijava of: Indonesia Rupiah (IDR), which used to measure the value of globalization through tariff export  $(X_1)$  and tariff import  $(X_2)$ , measuring the Total of Wine Export in Indonesia (Y1) and Total of Wine Import insitas Brawijaya Indonesia  $(Y_2)$ .

Table 2. Concept,	Variable,	Indicator, Sc	ale Measurement
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awijaya	Univer	Table 2. Colle	epi,	variable	, muicai	or, scale Meast	nement	Universita	as Brawijaya
awijaya	Univers	Concent		Variah	e :	Variable	Scale	Universita	as Brawijaya
awijaya	Universit	concept		v ur lusi	551	Indicator	Measuren	nnetversita	as Brawijaya
awijaya	Universita			Tariff E	xport	Tariff that	Tariff Exp	ort is ersita	as Brawijaya
awijaya	Universita	Trade Barrier		(X <sub>1</sub> )		being put on	Rp.33.000	periversita	as Brawijaya
awijaya	Universita	s B				Export of Wine	litresaya	Universita	as Brawijaya
awijaya	Universita	s Bra				in Indonesia	awijaya	Universita	s Brawijaya
awijaya	Universita	Braw		Tariff Ir	nport	Tariff that	Tariff Imp	ort is ersita	as Brawijaya
awijaya	Universita	Trade Barrier	Uni	$(\mathbf{X}_2)$	Brannja	being put on	Rp. 44.000	) per Universita	s Brawijaya
awijaya	Universita	s Brawijaya	Univ	/ersitas	Brawija	in Indonesia	Brawijaya	Universita	s Brawijaya
awijaya	Universita	s Brawijaya	Univ	Total of	wine	The Amount of	Brawijaya	Universita	s Brawijaya
awijaya	Universita	International	Univ	export (	Yawija	Wine Export in	The expor	tsofversita	s Brawijaya
awijava	Universita	Trade	Univ	/ersitas	Brawija	Indonesia per	wine in	Universita	s Brawijava
awiiava	Universita	s Brawijava	Uni	versitas	Brawija	yearniversitas	Indonesia	forniversita	s Brawijava
awijava	Universita	s Brawijava	Univ	/ersitas	Brawija	, va Universitas	2018 wort	h Universita	s Brawijava
awiiava	Universita	s Brawijava	Uni	/ersitas	Brawija	, va Universitas	\$1,024,26	0 or Universita	s Brawijava
awiiava	Universita	s Brawijava	Univ	/ersitas	Brawija	, va Universitas	Brawlava	es. Universita	s Brawijava
awiiava	Universita	s Brawijava	Univ	/ersitas	Brawija	, va Universitas	Brawijava	Universita	s Brawijava
awijava	Universita	s Brawijaya	Univ	ersitas	Brawija	va Universitas	Brawijava	Universita	s Brawijava
awijava	Universita	s Brawijaya	Univ	ersitas	Brawija	va Universitas	Brawijaya	Universita	is Brawijaya
awijaya	Universita	s Brawijaya	Univ	ersitas	Brawija	va Universitas	Brawijaya	Universita	s Brawijaya
awijaya	Universite	e Brawijaya	Univ		Brawija	va Universitas	Brawijaya	Universite	e Brawijaya
awijaya	Universite	s Brawijaya	Univ	versites	Brawija	va Universitas	Brawijaya	Universite	is brawijaya
awijaya	Universita	s blawijaya	UIII	CI SILOS	Diawija	ya Universitas	Diawijaya	Universite	is blawijaya

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Univ53sitas Brawijava awijaya Universitas Total of Wine The Amount of Import of wine in International Wine Import in Indonesia worth import  $(Y_2)$ Trade \$18.646.024 or Indonesia per awijaya 6.067.676 litres year Universitas Brawijaya awijaya Universitas Brawijaya in 2018. awijaya Universita Source: Processed by author (2019) awijaya awijaya awijaya awijava D. Population and Sample awijaya awijaya Universilas Population awijaya Population is a generalisation area which consist of: object or subject as Brawijava awijaya awijaya which having certain quality or certain characteristic which applied by awijaya awijaya researcher to be studied and concluded (Sugiyono,2005). However, due to awijaya awijaya the large sizes of populations, researchers often cannot test every individual it as Brawijaya awijaya in the population because it is too expensive and time-consuming. This is awijaya awijaya the reason why researchers rely on sampling techniques. awijaya awijaya Population that will be used in this study is secondary data in form<sup>sitas</sup> Brawijaya awijaya of time series. Secondary data in this study is data on trade barriers (tariff), it as Brawijava awijaya awijaya export and import of wine in Indonesia based on monthly assessment, awijaya awijaya during period 2010-2018. awijaya awijaya Universi2.3 Sample ava awijaya Universitas Brav A sample is an unbiased number of observations taken from a itas Bravijava awijaya awijaya population. A sample refers to a smaller, manageable version of a larger group. It is a subset containing the characteristics of a larger population. Universitial Samples are used in statistical testing when population sizes are too large it as Brawijaya

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q	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
· ·	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
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Ĕ.	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
0 S	awijaya	Universities for the test to include all possible members or observations. A sample	Brawija
d	awijaya	Universitian Brawijaya Universitian Brawijaya Universitian Brawijaya Universitian should represent the population as a whole and not reflect high toward a	Brawija
L	awijaya	Universital should represent the population as a whole and not reflect blas toward as tas	Brawija
	awijaya	specific attribute. In this study, sampling technique that will be used is	Brawija
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	saturated sample, with analysis data unit (n) $9x12 = 108$ samples.	Brawija
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	Saturation sampling is a method of acquiring sample by that include all of	Brawija
	awijaya	population as sample for the research (Sugivono, 2005). The sample that	Brawija
	awijaya	Universitas Brawijaya - Universitas	Brawija
	awijaya	will be used are the data of trade barrier, in form of tariff export and import	Brawija
	awijaya	Universitas Br	Brawija Brawija
	awijaya	for wine in Indonesia, total Wine Export in Indonesia and Total Wine	Brawija Rrawija
	awijaya	Import in Indonesia from 2010 until 2018. This year is chosen according	Brawija Brawija
	awijaya	Universitas	Brawija Brawija
	awijaya	to the data availability in the research location.	Brawija Brawija
	awijaya		Brawija
	awijava	E. Data Gathering Technique	Brawija
	awiiava	Uni 1 Data source inversitas	Brawija
	awijava	Univ	, Brawija
	awijava	The data that will be used on this study is secondary data in timestas	Brawija
	awijaya	Unive	Brawija
	awijaya	series. Secondary Data here is the export and import of wine in Indonesia,	Brawija
	awijaya	Univers in monthly period 2010-2018 Secondary data will be obtained through	Brawija
	awijaya	Universit	Brawija
	awijaya	Universite International Trade Centre (ITC) through value websites tas	Brawija
	awijaya	Universitas jaya Universitas	Brawija
	awijaya	Universita https://www.trademap.org/Index.aspx. Apart from that, journal and itas	Brawija
	awijaya	Universitas Branch will be used during the process of research. This data will	Brawija
	awijaya	Universita previous research will be used during the process of research. This data will sitas	Brawija
	awijaya	be monthly data of export and import of wine in Indonesia until 2018.	Brawija
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	Univers 2.3 Data Gathering Technique rawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	Universitias Braw According to Silegar (2014.29), data gamering is a process of tas	Brawija
X	awijaya	gathering primary and secondary data in a research. The technique that will	Brawija
<b>N</b> <sup>s</sup>	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	be used in this study is documentation method. Arikunto (2006:231)	brawija Browije
S S	awijaya	Universitas Drawijaya Universitas Drawijaya Universitas Brawijaya Universitas Prowijova Universitas Prowijova Universitas	Drawija Browije
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Drawija Browije
z	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas	Brawija
Samuara .		Universitas Drawijaya Universitas Drawijaya Universitas Drawijaya Universitas	Drawija

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Univ55sitas Brawijava Universital explained that documentation method is a data gathering technique that tas Brawlaya Universita conducted by categorizing and classifying written materials which related that Brawijava s Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya to the research problem. as Brawijaya awijaya awijaya Universitas Braw This technique is used to explore historic data. The data that already it as Brawijaya awijaya Universit a gathered is written data from document that already exist in status quo and tas Brawijava awijaya awijaya other supporting literature that related to the problem that will be discussed awijaya awijaya and being the object of the research. The data is a report conducted by ITC awijaya awijaya or International Trade Centre. The data that will be used is monthly data that Brawl awijaya period 2010-2018. awijaya awijava **Data Analysis** F. awijaya awijaya 1. Descriptive Statistics awijaya awijava According to Siregar (2013:2) descriptive statistic is a statistic that it as Brawijaya awijaya deal with how to describe, explain or decipher the data so that it is Brawijava awijaya awijava understandable. Sugiyono (2012:147) explain that descriptive statistics is awijaya awijaya data analysis that picturize and describe the data that already obtained as awijaya awijaya it is. Descriptive analysis conducted on population research (without it as awijaya taking sample). After the data is gathered, then the next process is to awijaya awijaya process the data and then distribute it to the table and discuss the data awijaya awijaya which already processed with descriptive statistics. awijaya **J**niversitas Brawijava Universi 2:s Inferential Statistics itas Brawijaya Universitas Brawijaya awijaya

Braccording to Sugiyono (2012:207), inferential statistics which used Brawlava

to analyse sample data and the result are used for clear population and the

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erstass technique used in sample taking from those population will be used in

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Univ56sitas Brawijaya Universitials random order. Inferential statistics use a random sample of data taken from the Brawlaya Universitians a population to describe and make inferences about the population. The Brawlava Inferential statistics are valuable when examination of each member of an awijaya awijaya Universitas entire population is not convenient or possible. Sitas Brawijaya awijaya Universitas a. a Classic Assumption Test Miava Universitas Brawijava awijaya awijaya Using linier regression requiring several fulfilments of awijaya awijava assumption (classic assumption) which measured by Ordinary Least awijaya awijaya Square (OLS). OLS can also be used to estimate the inferential tas Brawl awijaya procedure and double linier regression (Ariefianto, 2012:26). Below it as Brawijaya awijaya awijava is the explanation on classic assumption test that will be done to awijaya awijaya know whether the parameter that being used with OLS is Best Linier awijaya awijava Unbiased Estimator (BLUE). awijaya 1. Normality Test awijaya awijava The purpose of normality test is to measure inside regression awijaya awijaya model, whether dependent variable and independent variable or awijaya awijaya both have normal distribution or not. Normality test that will be tas Brawijaya awijaya used in this research is by seeing through normality P-Plot graphic. awijaya awijaya Normality test in this research will be testing on whether the data awijaya awijaya value of Globalization that being measure through Trade  $(X_1)$ , awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitas Brawija Total Value of Wine Export in Indonesia (Y1) and Total Value of itas Brawijaya awijaya Universitas Brawija Wine Import in Indonesia (Y<sub>2</sub>) is normal data or not. Ghozali (2009:109) said that the justification of taking a decision are:

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awijaya Universitas Brawijava awijaya Universitas Brawijaya awijaya awijaya awijaya awijaya awijaya awijava awijaya awijaya awijaya awijaya awijava awijaya awijaya awijaya awijava awijaya awijaya

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2. Autocorrelation Test

Autocorrelation test shows the residual behaviour of regression which are not free from one observation to other observation. Autocorrelation can be detected through Durbin-Watson test (DW test). Gujarati (2006:119) explain that DW test is a ratio of the difference between squares in sequences residue toward RSS. The statistics from DW test can generate a value in range of 0-4. The rule that being used are:

a. To test for positive autocorrelation at significance  $\alpha$ , the test statistic d is compared to lower and upper critical values ( $d_{L,\alpha}$  bravia)

and  $d_{U,\alpha}$ ):

1. If  $d < d_{L,\alpha}$ , there is statistical evidence that the error terms

are positively autocorrelated.
2. If d > d<sub>U,α</sub>, there is no statistical evidence that the error terms are positively autocorrelated.
3. If dL,α < d < d<sub>U,α</sub>, the test is inconclusive.

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Universitas Brawijaya (d<sub>L,α</sub> and d<sub>U,α</sub>): 1. If  $(4 - d) < d_{L,α}$ , there is statistical evidence that the error terms are negatively autocorrelated. 2. If  $(4 - d) > d_{U,α}$ , there is no statistical evidence that the error terms are negatively autocorrelated. 3. If dL, $a < (4 - d) < d_{U,α}$ , the test is inconclusive. Glejser Heteroscedasticities Test

Heteroscedasticities Test is a deviation towards disturbance factors. Detecting heteroscedasticities can be done through Glejser Test. Glejser test conducted by regressing absolute value of independent variable with regression equation as bellows:

Ut = A + B Xt + vi

Where:

1. If the value Sig. > 0.05, then there is no problem with versitas Brawijaya

heteroscedasticity.

2. If the value Gig. < 0.05, then there is a problem of

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awijaya Universitas Brawijava awijaya awijaya awijaya awijaya Universitas BraWhere: awijaya awijaya Universitas Brawijava awijaya Universitas Braw awijava awijaya awijaya b awijaya awijaya

Universitas Braspecific function. Simple Linear Regression based on functionalitas Brawlaya

Universitas Brarelation or causal between one independent variable with one as Brawlava dependent variable (Sugiyono,2008).

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: dependent variable

: Independent variable

: the slope of the line

the y-intercept.

 $(\Sigma y)(\Sigma x^2) - (\Sigma x)(\Sigma x y)$  $n(\Sigma xy) - (\Sigma x)(\Sigma y)$  $n(\Sigma x^2) - (\Sigma x)$ 

Using linier regression requiring several fulfilments of assumption (classic assumption) which measured by Ordinary Least Square (OLS). OLS can also be used to estimate the inferential procedure and

double linier regression (Ariefianto, 2012:26).

## Universi 3. S Hypothesis Test

Hypothesis will be tested by using r test, R-Square and t test. The relation that being observed here is linear relation. If the relation between Universitian two variables isn't linear, then this test isn't fit to be used, and alternative it as Brawlaya Universitas test needed to be done tas Brawijaya Universitas Brawijaya Universitas Brawijava Universitas Ba. R-test

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Correlation test or r test according to Sarwono (2006) is used tas Brawijaya

Universitian Braw to see whether the correlation is weak or strong between independent and Brawlava variable and dependent variable. This correlation analysis also can Universitas Brawijaya

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Universitas Brawbe used to know the degree of correlation in between independent itas Brawbaya Universitas Brawvariable and dependent variable, thus the equation for this test is: ersitas Brawijaya Universitas Brawiiava Universitas Brawijaya Universitas Brawijaya Univer

$$r_{xy} = \frac{n \sum xy - (\sum x)(\sum y)}{\sqrt{\left\{n \sum x^{2} - (\sum x)^{2}\right\}} \left[n \sum y^{2} - (\sum y)^{2}\right]}}$$

Where:

n

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у

- = Correlation Coefficient
- = The amount of sample
- = Independent Variable

= Dependent Variable.

Correlation scale which is called correlation coefficient or r. it as Brawijaya

the value of r in between -1 to +1, including 0 (-1  $\leq$  r  $\leq$  +1) where:

1. If r = +1, then the correlation between independent

variable and dependent variable is positive and if closer itas Brawijaya

to +1, it means that it's a very strong and positive tas Brawijaya correlation rawijaya Universitas Brawijaya 2. If r = -1, then the correlation between independent versitas Brawijaya un variable and dependent variable is negative and if closer thas Brawijaya Un to -1, it means that it's a very strong and negative it as Brawijava Universitas Brawijaya Universitas Brawijaya

Univ61sitas Brawijaya 3. If r = 0, then there is no correlation at all between the Brawlaya independent variable and dependent variable. Universitas Brawijaya awijaya Partial test or t-test were used to seek the influence of each stars Brawijaya awijaya awijaya Universitas Brawindependent variable partially towards dependent variable. This test it as Brawijava awijaya awijaya can be conducted by comparing the value of t count with t table or awijaya awijava by seeing the significant value on each t count. The decision in this awijaya awijaya test based on comparing the value of Sig with 0.05, which based on: Itas Brawl awijaya 1. If the significance (Sig.) < 0.05, then there is influence it as Brawijaya awijaya awijava between independent variable towards dependent variable. awijaya awijaya If the significance (Sig.) > 0.05, there is no influence 2. awijaya awijava between independent variable towards dependent variable. Sitas Brawijaya awijaya Hypothesis test by t-test can also base on comparing the value of taxas Brawijava awijaya awijava count with t table with the basis for decision taking as follows: awijaya awijaya 1. If the value of t count > t table, then there is influence awijaya awijaya between independent variable and dependent variable. ersitas Brawijaya awijaya 2. If the value of t count < t table, then there is influence awijaya awijaya between independent variable and dependent variable. awijaya awijaya **R** Square awijaya Universitas Brawijayā awijaya R-Square of coefficient determinants is a **Usimplesitas Brawijaya** awijaya Universitian Bray measurement and often used to test the quality of linear regression and Bray lava equation (Gujarati, 2004: 81). The value of R Square giving

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Universitas Bray dependent variable. Therefore, the formulation for R-Square is: Versitas Bray lava awijaya awijaya awijaya awijaya Universitas Brawwhere: Universitas awijaya

Universitas Brawl.  $\mathbb{R}^2$  is a non-negative value awijaya awijava awijaya

awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya Universitas Brawijaya awijaya awijaya

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Universitian Braw depiction about the suitability of independent variable in predictingsitian Brawijaya

areitae Brawijaya Universitas Brawijaya  $R^2 = \frac{\sum (Y - \hat{Y})^2}{\sum (Y - \bar{Y})^2}$ 

2. The parameter is  $0 \le R^2 \le 1$ 

To know the estimate method which giving a better result, then the criteria that being used is by comparing the value of R-Square it as Brawijaya  $(\mathbf{R}^2)$  that shows how big the variance proportion of dependent variable that explained by independent variable. A small value of R<sup>2</sup> means the ability of independent variables in explaining that Brawi variance of dependent variables are very limited. The value that the Brawie variables closed to number one means that independent variables giving almost all information necessary to predict variance of dependent variable. If the value of coefficient determinants is getting bigger, tas Brawijaya then the bigger capability of all independent variable insitas Brawijaya explaining variances from its dependent variable (Ghozali, 2011:97). Universitas Brawijaya Universitas Brawijaya

Universita CHAPTER IV Iniversitas Brawijaya **RESULT AND ANALYSIS** Itas Brawijaya awijaya A. General Description of Research Location awijaya awijaya 1. History of International Trade Centre (ITC) awijaya Universitian Braw Established in 1964, the International Trade Centre (ITC) is the joint it as Brawijava awijaya awijaya agency of the World Trade Organization and the United Nations. ITC is awijaya awijaya the successor of the International Trade Information Centre, which the awijaya awijaya General Agreement on Tariffs and Trade (GATT) established in 1964 awijaya for the purpose of assisting the export promotion efforts of the tas Brawijaya awijava awijaya developing countries by providing them with information on export awijaya awijaya markets and marketing, and to help them develop their export promotion awijava awijaya services and train the personnel needed for these services. In an effort to awijaya streamline the United Nation's export promotion efforts, an agreement awijava awijaya was reached between the GATT, which at that time and in contrast to its awijaya awijaya successor, the WTO, was part of the United Nations system, and the awijaya newly established UNCTAD, to merge the activities of the two itas Brawijaya awijaya awijaya organizations by creating a joint subsidiary. awijaya awijaya The International Trade Centre (ITC) (French: Centre du commerce awijaya awijaya international (CCI)) is a multilateral agency which has a joint mandate awijaya awijaya Universitian B with the World Trade Organization (WTO) and the United Nations (UN) it as Brawlaya Universitias B through the United Nations Conference on Trade and Development as Brawlava (UNCTAD).

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Univ<sub>64</sub>sitas Brawijaya awijaya Universitas Braw These include SDG 1 (no poverty), Goal 2 (zero hunger), Goal 4 itas Brawijaya Universitas B (Quality Education), Goal 5 (Gender Equality), Goal 8 (Decent Works as Brawiava and Economic Growth), Goal 9 (Industry, innovation and infrastructure), Universitas Brawijaya awijaya Goal 10 (Reduced Inequalities), Goal 12 (Responsible Production and awijaya awijaya Universitian B Consumption), Goal 16 (Peace, Justice and strong institutions), and it as Brawijaya awijaya awijaya Goal 17 (Partnerships for the Goals). The headquarters of the ITC are awijaya awijava situated in Geneva. awijaya awijaya Their staff consists of approximately 300 employees spanning more it as Brawijaya awijaya awijaya than 80 nationalities. Furthermore, ITC has country-based project itas Brawijaya awijaya offices where they employ experts from the specific region. In line with awijaya awijaya the joint mandate from the World Trade Organization (WTO) and the awijaya awijaya United Nations through the United Nations Conference on Trade and Itas Brawijaya awijaya Development (UNCTAD), ITC support the parent organizations's as Brawijava awijaya awijaya regulatory, research and policy strategies. ITC focus on implementing awijaya and delivering practical TRTA or Trade Related Technical Assistance Brawijaya awijaya awijaya awijaya projects. awijaya awijaya



Universitas Braw Figure 7. The Differences in The Role Between UNCTAD, WTOsitas Brawijaya Universitas Braw and ITC Iniversitas Brawijaya Universitas Brawijaya

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Univ65sitas Brawijaya awijaya Universita 2. Function of International Trade Centre (ITC) Brawlaya Universitas Ba., Vision, Mission, and Goals ya Universitas Brawijaya **Universitas Brawijava** Universitas Brawijaya Universitas Brawijaya awijaya 1) Vision awijaya Universitas Brawija The ITC enjoys a joint mandate with the World Trade Table Brawijaya awijaya awijaya Universitas Brawija Organization (WTO) as well as with the United Nations (UN) it as Brawijava awijaya awijaya through the United Nations Conference on Trade and awijaya awijava Development (UNCTAD). Within this framework, ITC is the awijaya awijaya focal point for trade related technical assistance. awijaya Mission awijaya awijaya ITC's mission is to foster inclusive and sustainable economic a) awijaya awijaya development, and contribute to achieving the United Nations awijaya awijaya Global Goals for Sustainable Development. awijaya b) ITC works towards creating 'trade impact for good'. awijava awijaya Goals 3) awijaya Strengthen the integration of the business sector of the Brawijaya awijaya a) awijaya awijaya developing countries and economies in transition into the itas Brawijaya awijaya global economy awijaya awijaya b) Improve the performance of trade and investment support awijaya awijaya institutions awijaya Universitas Brawijayc) awijaya Improve the international competitiveness awijaya **3RAWIIAY** 

Universitas B b. Organization Structure vijaya Universitas Brawijaya awijaya

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## ITC organigram: an overview



## Figure 8. Organization Structure of ITC

Source: http://www.intracen.org/itc/about/how-itc-works/itc-

structure/

### Job Description of International Trade Centre c.

Along with United Nations family and partner organizations, ITC continue to connect projects and programs with global efforts it as Brawijaya to achieve UN Global Goals for Sustainable Development and thesitas Brawijava Aid for Trade agenda. ITC remains the only international organization focused solely on trade development for developing Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya unversitian Bray and transition economies. To deliver effective trade-related as Bray available Universitas Braw technical assistance (TRTA) and to achieve the goal of expanding tas Brawiava exports requires all the major players, including ITC, to develop Universitian Braweffective working partnerships as well as greater levels of coherence



Universitas Brawijava awijaya Universitian Braw and coordination. ITC delivers integrated solutions around a core set it as Brawijaya Universitas Bray of six focus areas. These focus areas represent a coherent set of Bray Bray available interventions with corresponding programs that are adapted and awijaya Universitas Brawcustomized into client-focused solutions. Sitas Brawijaya awijaya awijaya Universitian Bray a) Providing trade and market intelligence as Brawijaya awijaya awijaya Access to trade and market intelligence is critical to awijaya awijava international business success. The provision of innovative, awijaya awijaya cutting-edge market information to enable improved businessitas Brawijaya awijaya decision-making has been at the heart of ITC's mandate since it as Brawijaya awijaya awijava its foundation in 1964. ITC's work in the area of trade and awijaya awijaya market intelligence is focused on: awijaya Enhancing global public goods as the foundation for tradesitas Brawijaya awijava 1) awijaya and market intelligence; awijaya awijaya Strengthening the skills of local partners in effectively using awijaya awijaya trade and market intelligence to make business decisions; awijaya awijaya 3) Working with local trade and investment support institutions it as Brawijaya awijaya to improve their trade and market intelligence-related awijaya awijaya portfolio of services; awijaya Universitas Brawijaya Developing new and innovative approaches to intelligence, awijaya awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya awijaya including competitive intelligence; las Brawijaya awijaya Facilitating evidence-based policy reform, with a focus on the Brawijava Universitas Brawijay addressing non-tariff obstacles to trade in goods and services. Universitas Bravb) Building a conducive business environment

awijaya Universitas Brawijaya awijaya awijaya awijaya awijaya Universitas Brawija<sub>2</sub>) awijaya awijaya awijava awijaya awijaya 3) awijaya awijaya awijava awijaya awijaya awijaya awijaya awijaya awijaya awijaya c) awijaya Universitas Brawijay2) awijaya awijaya

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- 4) Strengthening local institutions for a sustainable, homegrown approach that embeds public-private partnerships in policy processes.
- c) Strengthening trade and investment support institutions
  - 1) Logistics and supply chain: Meeting customers' product or service requirements through effective and efficient production management, operations, procurement, sourcing of materials, inventory management, as well as inbound,

outbound and internal logistics. Export marketing: Designing services with differentiated services Brawijaya features through marketing, branding, innovative services Brawijaya products/services, and packaging design. Universitas Brawijaya Universitas Brawijaya



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Universitas Brawijaya Meeting technical/quality requirements: Complying with standards, technical regulations, and sanitary and phytosanitary (SPS) measures, organize after-sales services, and achieving internationally recognized certification. Fostering market links: Communicate with current and potential customers through campaigns, identify adequate distribution channels and modes of entry into foreign markets, identify and close sales opportunities, and develop partnerships with larger firms to become part of their supplier base. E-solutions and e-platforms play an important role in expanding links to markets.

d) Connecting to international value chains

ITC's Value Added to Trade program packages solutions to help provide a differentiated and value-added offer and address production- and logistics-related difficulties in getting products to market. The solutions offered within the program are modular in nature and are customized to suit client needs. The main elements of the program are:

Logistics and supply chain: Meeting customers' product or service requirements through effective and efficient production management, operations, procurement, sourcing of materials, inventory management, as well as inbound, outbound and internal logistics. Universitas Brawijaya Universitas Brawijaya

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4)

Univgositas Brawijaya Export marketing: Designing services with differentiated as Brawlaya features through marketing, branding, innovative as Brawlava products/services, and packaging design. Meeting technical/quality requirements: Complying with Brawijaya standards, technical regulations, and sanitary and Phyto-sitas Brawlava sanitary (SPS) measures, organize after-sales services, and achieving internationally recognized certification. Fostering market links: Communicate with current and itas Brawijaya potential customers through campaigns, identify adequate it as Brawijaya distribution channels and modes of entry into foreign markets, develop identify and close sales opportunities, and partnerships with larger firms to become part of their supplier it as Brawijaya base. E-solutions and e-platforms play an important role in the Brawijava expanding links to markets. Promoting mainstreaming inclusive and green trade

The benefits of trade growth do not necessarily reaching Brawlaya vulnerable groups such as women, young people or marginalized communities, and excessive costs may be placed on the environment. ITC works with its clients to integrate sustainable Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawija development objectives into all its trade development programs, itas Brawijaya Universitas Brawija, while maintaining its focus on demand-led initiatives. f) Supporting regional economic integration and South-South links

Universitas Brawijava awijava Emerging markets have played a leading role in recent global and Brawlaya Universitian Brawing economic growth and are becoming increasingly important as Brawing and markets for intermediate and final goods from other developing awijaya Universitian Brawija countries. Their role as sources of foreign direct investment and tas Brawijaya awijaya awijaya Universitas Brawija technology is also on the rise. The past decade has also witnessed it as Brawijaya awijaya awijaya an increased pace of regional economic integration in all regions awijaya awijava of the world, presenting new opportunities for companies in lowawijaya awijaya income countries. In order to strengthen South-South business it as Brawijaya awijaya links, ITC works with emerging economies such as India, China, it as Brawijaya awijaya awijava Brazil, Turkey and others to promote value-added trade, awijaya awijaya investment and technology transfer among these markets and awijaya awijava other developing countries, including LDCs. In particular, ITCsitas Brawijaya awijaya will increasingly assist firms from lower income countries to tas Brawijava awijaya awijava integrate into value chains led by emerging market enterprises. awijaya awijaya ITC helps contribute to stronger regional economic awijaya awijaya integration and South-South links through: awijaya 1) Strengthening the institutional infrastructure for regional awijaya awijaya integration, with a focus on sub-Saharan Africa; awijaya Universitas Brawijay $_{2}$ awijaya Connecting demand and supply between emerging markets; awijaya niversitās Brawijaya Universitas Brawijaya Universitas Brawijay3) Exploring new modes of partnerships to enable growthitas Brawijaya awijaya awijaya markets to support trade development in other developings as Brawijava countries. B. Display Data

repository.ub.ac. Univazsitas Brawijaya Universitiant B There are three variables that used in this undergraduate thesis. There is it as Brawlaya University trade barrier as independent variable, export of wine and import of wine as the Brawijava dependent variables. This undergraduate thesis uses time series data in eight awijaya awijaya ersita years of period (2010 – 2018). Data presentation of each variable as follows: Itas Brawijaya awijaya awijaya Export of Wine (Y1) awijaya awijaya Universitian Braw Exports are a function of international trade whereby goods it as Brawijaya awijava Universitas B produced in one country are shipped to another country for future sales it as Brawijava awijaya awijaya or trade. Data that will be used in this undergraduate thesis is the export awijaya awijaya of wine from Indonesia. Figure 9 shows graphs of the amount of wine awijava awijaya export that's fluctuated indicating that there are continuously changes it as Brawijaya awijaya throughout the time period. awijaya awijaya 1000000 awijaya 800000 awijaya 600000 awijaya 543662 400000 awijaya 200000 awijaya 124023 95212 0 awijaya 2010 2011 2012 2013 2014 2015 2016 2017 2018 awijaya awijaya Series1 awijaya Figure 9. Export of wine (litres) awijaya Source: International Trade Centre (ITC), 2018 awijaya awijaya Universitas Braw Table 3 shows that there is fluctuation of export rate of wine. The tas Brawijava awijaya awijaya lowest export of wine is 0 liters in 2011 and 2015 and the highest rate awijaya of export happened in December 2012 at 107.090 liters. Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universit Table 3. Export of Wine from Indonesia Universitas Brawijaya

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Imports are foreign goods and services bought by residents of a country. Residents include citizens, businesses, and the government. Countries often increase exports by increasing trade protectionism. That it as Brawijaya insulates their companies from global competition for a while. They are Brawijaya raise tariffs (taxes) on imports, making them more expensive. Table 4 shows the data of wine imports to Indonesia.



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May	2000	21426	58954	48540	20412	43125	42177	40	510
June	19714	30477	47790	51690	4090	36670	56051	5142	0
S July	<sup>ay</sup> 195	niversi	60503	5787	7090	26845	44619	U <sub>0</sub> ive	19861
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October	9969	79652	65543	61069	1860	11885	39584	12819	5889
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2. Import of Wine (Y2)

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awijay	a Univer	sitas B	Figure 10	). Import o	f Wine (li	tres)	iversitas	Brawijay	a Unive	rsitas Brav
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awiiay	April	1411	19994	18574	33150	22976	25722	37984	142795	169461
awijay	May	129445	83342	29739	12723	24806	16027	139068	236548	467115
awijaj	June	91662	18060	36074	20138	54760	40206	112102	252740	195791
awijay	July	17216	37180	60240	47485	19639	51072	23393	260797	532359
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awijaya Universitas B purpose of tariff, which a government imposes to raise the cost of a Itas Braw awijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Braw awijaya Universitas Brawijaya Universitas Brawijaya Universitas Braw awijaya

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Universitas Brawijava Universitian B particular import, is to limit or reduce the amount of that goods imported it as Brawljaya Universitian B into the country. Making an import more expensive can improve the Brawiava economics of producing that product domestically. Tariff for Wine Universitas B import to Indonesia are regulated though Ministry of Finance. Universitas B Throughout 2010 until 2018, there were three times of changing it as Brawijaya regulation related to import tariff for wine to Indonesia. In 2010, regulated through Menteri Keuangan Nomor Peraturan 62/PMK.011/2010 Tentang Tarif Cukai Etil Alkohol, Minuman Yang itas Brawijaya Mengandung Etil Alkohol, dan Konsentrat Yang Mengandung Etil tas Brawijaya Alkohol, which stated that the Tariff for Import of Wine, which included on beverages containing Ethyl Alcohol in category B, is Rp.40.000 per litres.

However, this Tariff then revised at 2013 through Peraturan itas Brawijaya Menteri Keuangan Nomor 207/PMK.011/2013 Tentang Perubahan Atas Peraturan Menteri Keuangan Nomor 62/PMK.011/2010, stated that the Tariff changed to Rp. 44.000 per litres. The final regulations tas Brawijaya related to alcoholic beverages or beverages containing Ethyl Alcohol 2018, through Peraturan Menteri was Keuangan at Nomor 158/PMK.010/2018, in this regulation, the tariff stated was Rp. 44.000. Universitas Brawijaya Universitas Brawijaya Table 5. Tariff Import of Wine in Indonesia (IDR Rupiah)

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sitas Brawija	y 2010 ni	/2011a	2012	2013	2014	2015	2016	2017/0	S2018	rav
January	40000	40000	40000	44000	44000	44000	44000	44000	44000	rav
February	40000	40000	40000	44000	44000	44000	44000	44000	44000	
March	40000	40000	40000	44000	44000	44000	44000	44000	44000	av
sitas Aprilvija	40000	40000	40000	44000	44000	44000	44000	44000	44000	rav
sitas Mayvija	40000	40000	40000	44000	44000	44000	44000	44000	44000	rav
June	40000	40000	40000	44000	44000	44000	44000	44000	44000	

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ن	awijaya	Universit	as Brawija	aya Uni	versitas	s Brawi	jaya U	niversi	tas Brav	wijaya	Unive	rsitas	Brawijaya
5	awijaya	Universit	as Brawija	aya Uni	versitas	s Brawi	jaya U	niversi	tas Brav	wijaya	Univa	esitas	Brawijaya
ģ	awiiava	Universit	as Brawii	ava Uni	versitas	s Brawi	iava U	niversi	tas Brav	wiiava	Unive	rsitas	Brawiiava
<b>–</b>	awiiava	Universit	as Brawii	ava Uni	versitas	s Brawi	iava U	niversi	tas Brav	wijava	Unive	rsitas	Brawijava
	awijava	Universit	as Brawij	ava Ilni	versitas	Rrawi	iava II	niversi	tas Bray	wijava	Unive	rsitas	Brawijava
0	awijaya	Universit	ac Brawij	aya Uni	voreitae	Rrawi	ijaya U	nivorci	tae Bra	wijava	Univo	reitae	Brawijaya
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OS	awijaya	Universit		40000	40000	40000	44000	44000	44000	44000	44000	44000	brawijaya
d	awijaya	Universit	September	40000	40000	40000	44000	44000	44000	44000	44000	44000	Brawijaya
Le	awijaya	Universit	October	40000	40000	40000	44000	44000	44000	44000	44000	44000	Brawijaya
	awijaya	Universit	November	40000	40000	40000	44000	44000	44000	44000	44000	44000	<u>B</u> rawijaya
	awijaya	Universit	December	40000	40000	40000	44000	44000	44000	44000	44000	44000	Brawijaya
	awijaya	Universit	Source: M	inistry of	Finance	s Brawi	ijaya U	niversi	tas Brav	wijaya	Unive	rsitas	Brawijaya
	awijaya	Universit	as Braw <sup>::</sup>	eve lle:		Duou	leve U	in the second	bee Dires		e i i i i i i i i i i i i i i i i i i i	rsitas	Brawijaya
	awiiava	Universit	as Braw <sup>4</sup>	45000 ——							e	rsitas	Brawijava
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	awijaya	Uni	SL								e	rsitas	Brawijaya
	awijaya	Uni	F	igure 11.	Tariff Im	port of	Wine (I	IDR Ruj	piah)		hive	rsitas	Brawijaya
	awijava	Univ	S	ource: Mi	nistry of	Financ					nive	rsitas	Brawijava
	awijava	Univ		ouree. wii	insu'y or	Tinane		7			Inive	rsitas	Brawijava
	awijaya	Unive			47 E	914					Unive	rsitas	Brawijaya
	owijava	Univer	T	he Table	5 and Fi	igure 1	l shows	us the	constant	tariff c	of impor	t	Brawijaya
	awijaya	Univer	C	2010	1 2012		10,000	1.4		1.		reitee	Drawijaya
	awijaya	Universit	Irom	2010 uni	11 2012	as Rp.	40.000	and the	n increas	sed in 20	013 Wit	nsitas	Drawijaya
	awijaya	Universit	tariff	changing	to Rn /	14,000	L			a	Unive	rsitas	Brawijaya
	awijaya	Universit	a	changing	; to Kp	<del></del> .000				aya	Unive	rsitas	Brawijaya
	awijaya	Universit	as							jaya	Unive	rsitas	Brawijaya
	awijaya	Universit	as B							wijaya	Unive	rsitas	Brawijaya
	awijaya	Universit	as Br Table	6. Tariff l	Export o	f Wine	(IDR R)	upiah)	a	wijaya	Unive	rsitas	Brawijaya
	awijaya	Universit	as Brawy		10	· · · · ·		<b>F</b> - <b>····</b> )	Bra	wijaya	Unive	rsitas	Brawijaya
	awijaya	Universit	as Br <mark>awij</mark>	ava 20	10 201	1 201	2 201	$\frac{3}{00}$ $\frac{2014}{3200}$	$\frac{1}{2015}$	2016	2017	2018	Brawijaya
	awijaya	Universit	as Br	40 ruary $40$	000 400	00 400	00 330	00 3300	0 3300	) 33000	33000	33000	Brawijaya
	awijaya	Universit	as Bramar	ch 40	000 400	00 400	00 330	00 3300	0 3300	33000	33000	33000	Brawijaya
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,	awijaya	Universit	as Brannay		000 400	00 400	$\begin{array}{c c} 00 & 330 \\ 00 & 230 \end{array}$	00 3300	$\frac{00}{33000}$	33000	33000	33000	Brawijaya
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	awiiava	Universit	as BraAug	ust 40	000 400	00 400	00 330	00 3300	0 33000	) <u>33</u> 000	33000	33000	Brawijava
J L	awijava	Universit	as Br Sept	tember 40	000 400	00 400	00 330	00 3300	00 33000	33000	33000	33000	rawijava
	awijava	Universit	as Brev	ober 40	000   400	00 400	00 330	00 3300	$\frac{00}{33000}$	) 33000	33000	33000	Brawijava
S S	awijaya	Universit	as Brawill	emper P40	<u>000   400</u>	00 <u> </u> 400	00 530	00 <u>1 330</u> 0	0   33000	J J 33000	<u></u>	<u>33000</u>	Brawijava
	awijaya	Universit	as Drawije	aya Ulli aya Ului	vorsites		jaya U	nivoral	tas Did	wijaya	Unive	reitee	Brawijaya
z	awijaya	Universit	as DidWija	aya Ufil	versite		jaya U	niversi	tas Bra	wijaya	Unive	sites	Drawijaya
	awijaya	Universit	as Brawija	aya Uni	versitas	b braw	jaya U	niversi	las Bra	wijaya	Unive	ISITAS	brawijaya
and the second	awijaya	Universit	as Brawija	aya Uni	versitas	s Braw	jaya U	niversi	tas Brav	wijaya	Unive	rsitas	Brawijaya
No. of Concession, Name	awijaya	Universit	as Brawija	aya Uni	versitas	s Braw	jaya U	niversi	tas Brav	wijaya	Unive	rsitas	Brawijaya
	awijava	Universit	as Brawii	ava Uni	versitas	: Brawi	lava U	niversi	tas Bray	wijava	Unive	rsitas	<b>Krawijava</b>

q	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
<b>a</b>	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
þ.	awijava	Universitas Brawijava Universitas Brawijava Universitas Brawijava Universitas I	Brawijava
n.	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
r y	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
5	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
Si	awijava	December   40000   40000   33000   3000	Brawijava
0	awiiava	Universitas BrSource: Ministry of Finance vijava Universitas Brawijava Universitas I	Brawijava
e	awiiava	Universitas Brawijava Universitas Brawijava Universitas Brawijava Universitas I	Brawijava
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	awijaya	2010 2011 2012 2013 2014 2015 2016 2017 2018	rawijaya
	awijaya	Figure 12 Tariff Export of Wine (IDR Runiah)	_rawijaya
	awijaya	Unit Figure 12. Furth Export of this (IDA Ruphan)	Brawijaya
	awijaya	Source: Ministry of Finance	Brawijaya
	awijaya	Unit in a second s	Brawijaya
	awijaya	The Table 6 and Figure 12 shows us the constant tariff of export	Brawijaya
	awijaya	Univ	Brawijaya
	awijaya	from 2010 until 2012 as Rp. 40.000 and then decrease in 2013 with tas	Brawijaya
	awijaya	Universitas I	Brawijaya
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	awijaya	Universita 🗛 🖓 🖉 👘 🖓 🖉 Aya Universitas I	Brawijaya
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	awijaya	Universitas Bra awijaya Universitas I	Brawijaya
	awijaya	Universitas Br158/PMK.010/2018, alcoholic beverages imported to Indonesia can be it as	Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
	awijaya	classified through several category. As for wine, it falls into category B	Brawijaya
	awijaya	Universitas Brawieva for bayerages containing athyl alcohol more than 5% to 20%	Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas I	Brawijaya
	awijaya	Universit Table 7. Tariff According to Categories of Ethyl Alcohol	Brawijaya
	awijaya	Universitas Brawijaya Ethyl Alcohol B Domestically	Brawijaya
S ∧ S	awijaya	Universitas Brawijaya UPercentage Brawij Produced versitas B Import ya Universitas I	Brawijaya
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Univ<sub>78</sub>sitas Brawijaya awijaya B Universitas Brawijaya More Than 5% Rp. 33.000 Rp. 44.000 to 20% More Than 20% Rp. 80.000 Rp. 139.000 С Source: Peraturan Menteri Keuangan Nomor 158/PMK.010/2018 UniversC.a Data Analysis Universitas Brawijaya Universitas Brawijaya 1. Result of Descriptive Statistical Analysis Based on the data of Tariff  $(X_1)$ , Export of wine  $(Y_1)$  and Import of Universitian B Wine (Y<sub>2</sub>), there is descriptive statistic that can be seen as below; inversitian Brawijaya Table 8. Descriptive Statistical Analysis Descriptive Statistics

	Ν	Minimum	Maximum	Mean	Std. Deviation
Tariff Export	108	33000.00	40000.00	35333.3333	3315.21556
Tariff Import	108	40000.00	44000.00	42666.6667	1894.40889
Export	108	.00	107090.00	31149.2963	26619.43700
Import	108	240.00	1554513.00	131224.9352	209184.1609
Valid N (listwise)	108				
1					

## Source: SPSS Result Processed by Author, 2019

Universitas Brawijay Universitas Brawijay

Based on Table 8, it shows that the highest value for Tariff Export (X<sub>1</sub>) is Rp.40.000 and the lowest value for Tariff Export is Rp.33.000. The average of Tariff Export is Rp.35.333,33 with the standard deviation Rp.3315,21. The highest value of Tariff Import (X<sub>2</sub>) is Rp.44,000 and the lowest value of Tariff Import is Rp.40.000. The average of Tariff Import is Rp.42.666,66 with standard deviation Rp.1.894,40. The highest value of Wine Export (Y<sub>1</sub>) is 107.090 liters and the lowest value is 0 liters. The average of Wine Export is 31.149,30 liters with the standard deviation 26619.437 liters. The highest value of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average of Wine Import (X<sub>2</sub>) is 1.554.513 liters and the lowest average bravity av awijaya awijaya Universitian B value at 240. The average wine import is 131.224,94 liters with standard tas Brawliava Universitas Brdeviation 209.184,161. Brawijaya Universitas Brawijaya **Universitas Brawija** awijaya 2. Result of Classical Assumption Test awijaya Universitas Brawnormality Test itas Brawijaya Universitas Brawijaya awijaya Universitas Brawijaya Universitas Brawijaya awijaya A normality test is used to determine whether sample data it as Brawijava awijaya awijaya has been drawn from a normally distributed population. When the awijaya awijava data is spread around the diagonal line and following the direction awijaya of the diagonal line, the regression model do fulfill the assumption lites Brawijaya awijaya awijaya of normality. However, when the data spread around the diagonal itas Brawijaya awijaya awijaya line and/not following the direction of the diagonal line, the awijaya awijaya regression model did not meet the assumption of normality. The awijaya awijaya result of normality test can be seen as follows; awijaya awijaya awijaya awijaya awijaya Normal P-P Plot of Regression Standardized Residual awijaya Dependent Variable: Lag\_Y1 awijaya awijaya 0.8 awijaya awijaya Expected Cum Prob 0.6 awijaya awijaya 0.4 awijaya awijaya awijaya 0.4 0.8 0.6 Observed Cum Prob Figure 13. Result of Normality Test Y1 (Export of Wine) Universitas Brawi Source: SPSS Result Processed by Author, 2019 awijava Normal P-P Plot of Regression Standardized Residual Dependent Variable: LG\_Y4 1.0

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Figure 14. Result of Normality Test Y2 (Import of Wine) Source: SPSS Result Processed by Author,2019

Figure 13 and 14 shows the normality test. The data is spread as Brawlaya around the diagonal line and follow the direction of the diagonal line.

RAW.

Based on Figure 13 and 14, the assumption of normality is accepted.

## b. Autocorrelation Test

Autocorrelation refers to the degree of correlation between

Universitas Brawiaya data. A common method of testing for autocorrelation is the Durbin-Mathematical and the values of the same variables across different observations in the Brawiaya data. A common method of testing for autocorrelation is the Durbin-Watson test. The Durbin-Watson test produces a test statistic that ranges from 0 to 4. Values close to 2 (the middle of the range) suggest less autocorrelation, and values closer to 0 or 4 indicate Brawiaya Universitas Brawiaya Brawiaya Universitas B

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<b>8</b>	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Univ <u>81</u> sitas	Brawijaya
<b>P</b>	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijaya
<b>.</b>	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijaya
	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijaya
<b>t</b>	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijaya
S	awijaya	Universitas Brawgreat	er positive or	negative au	tocorrelation r	espectively. T	he result it as	Brawijaya
d	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijaya
re	awijaya	Universitas Brawofau	tocorrelation 1	test can be s	hown in Table	9 and 10. ya	Universitas	Brawijaya
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	awijaya	Universit	a 10. Result of	fAutocorrel	ation Test Va	Import of Wir	Universitas	Brawijay
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	awijaya	Unive	a 11. Value of	Durbin We	teon test	/	Universitas	Brawijay
	awijaya	Univer		Duroni-wa	uson test	/	Universitas	Brawijay
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	awijaya	Universita Y <sub>2</sub>	0.618	1.6676	1.7050	2.3324 2	.295iversitas	Brawijay
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	awijaya	Universitas Braw,	Dased on	1 able 9, 10	and II, n=1	Brawijaya	Universitas	Brawijay
	awijaya	Universitas Brawijava	bles), thus for	Y <sub>1</sub> (Export	of Wine) can b	e analyze acco	ording to sitas	Brawijay
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	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	s Brawijaya	Universitas	Brawijay
	awijaya	Universitas Brawgond	luded that for	$\mathbf{Y}_1$ there is	s autocorrelat	on. This also	happensitas	Brawijay
V	awijaya	Universitas Brawijaya	Universita	s Brawijay	a Universita	-1-d1 + 1 = 705	Universitas	Brawijay
	awijaya	Universitas Brawijaya		ing to paral	a Universita	s Brawijaya	Universitas	Brawijay
	awijaya	Universitas Brawija <u>v</u> a	295. Thus, fu	urther analy	sis is needed	for $Y_1$ and	$Y_2$ . The stas	Brawijay
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Ő	awijaya	Universitas Brawija	ava Universita	s Brawijava	Universitas	Brawijava	Universitas	Brawijaya
ep	awijaya	Universitas Braw0	rcutt test. Cochra	ne-Orcutt is a	a procedure in	econometrics	s. which the	Brawijaya
<u> </u>	awijaya	Universitas Brawija	ava Universita	e Brawijava	Universitas	Brawijaya	Universitas	Brawijaya
	awijaya	Universitas Brawija	ljust a linear mod	el for serial c	orrelation in e	error term.	Universitas	Brawijaya
	awijaya			5 Drawijaya	Universitas	Drawijaya	Universitas	Drawijaya
	awijaya	Universitas Braw <sub>Ta</sub>	able 12. The new	coefficient fo	or Cochrane-O	rcutt Method	in $(\mathbf{Y}_1)$ sitas	Brawijaya
	awijaya	Universitas Braw			Coefficients <sup>a</sup>	1 / 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4		ya
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	awijaya	Universitas Braw	1 (Constant)	154.987	1646.505		.094	.925 <sup>ya</sup>
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BRAWIJAYA	awijaya awijaya	Unit Unit Unit Unit Univ Unive Unive Unive Unive Universit Universitas Univers	Then after the value of the val	he test was co bellow: Durbin-Wats Mo R Square .048 tant), Lag_X1 ole: Lag_Y1 It Processed I du < d 1.7050 < 2 est, the final tocorrelation Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya	on value for ( del Summary <sup>b</sup> Adjusted R Square .039 by Author,201 lw < 4-du 2.225 < 2.295 result, it can and can be us Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas Universitas	Y <sub>1</sub> ) Std. Error of the Estimate 16943.19830 9 9 9 9 9 9 9 9 9 9 9 9 9	hiversitas hiversitas hiversitas niversitas niversitas 2.228 Universitas	Brawijaya Brawijaya Brawijaya Brawijaya awijaya awijaya awijaya awijaya awijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya

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Universitas Brawimplemented. The result can be seen bellows: Brawiava

As for Y<sub>2</sub>, the Cochrane-Orcutt method will also tas Brawijaya Universitas Brav Table 14. The new coefficient for Cochrane-Orcutt method

Coefficients<sup>a</sup>

		Unstandardize	d Coefficients	Standardized Coefficients			y y
Model		В	Std. Error	Beta	t	Sig.	y
1	(Constant)	.001	.004		.225	.822	ÿ
	Lag_RES4	.479	.085	.481	5.614	.000	ÿ
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a. Dependent Variable: Unstandardized Residual

Source: SPSS Result Processed by Author, 2019

Table 15. The new Durbin-Watson value

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		N	lodel Summary <sup>o</sup>			awija
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin- Watson	awija awija
1	.181 <sup>a</sup>	.033	.023	.03794	2.235	awija
		1				

a. Predictors: (Constant), Lag\_LG\_X4

b. Dependent Variable: Lag\_LG\_Y4

4

Source: SPSS Result Processed by Author, 2019

Where:

du < dw < 4-du

1.7050 < 2.235 < 2.295

From this test, the final result, it can be concluded that for Universitian Braw  $(Y_2)$ , there is no autocorrelation and can be used for the next step of the Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Heteroscedasticity test used to know whether there is it as Brawijaya Universities Brawinequality of variance from residual for all regression model

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35	j	awijaya	
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S	B	rawijaya	
	R	rawijava	

awijaya Universitian Bray observation. There are several methods that can be used. This it as Brawijaya Universitas Bray undergraduate thesis will used Glesjer Test. The result can be seen that Bray lava awijaya awijaya

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in table 16 for Export of Wine  $(Y_1)$  and table 17 for Import of Wine Universitas Braw(Y) awijaya awijaya Universitas Bray Table 16. Result of Gelsjer Test for Export of Wine Java awijaya

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Model

1

(Constant)

Lag\_X1

a. Dependent Variable: Abs\_Res2 Source: SPSS Result Processed by Author, 2019

## Table 17. Result of Glesjer Test for Import of Wine

-4101.902

1.866

Coefficients<sup>a</sup> Standardized Unstandardized Coefficients Coefficients B Std. Error Beta t Sig. Model (Constant) 052 .128 1 408 898 LG\_X4 2.305 005 .049 112 961

Coefficients<sup>a</sup>

Std. Error

9614.178

1.072

Unstandardized Coefficients

a. Dependent Variable: Abs\_Res4

## Source: SPSS Result Processed by Author, 2019

According to this test, if the value of significance (Sig)

between independent variable and its absolute residual value bigger itas Brawijaya Universitas Brawijaya

Universitial Bray than 0.05, then it can be concluded that there is no heteroscedasticity. The Bray and the second s For Export of Wine (Y<sub>1</sub>), the sig is 0.085 (0.085 > 0.05), thus there are Brawijaya is no heteroscedasticity. Meanwhile for Import of Wine (Y2), the sig Universitian Braw is 0.961 (0.961> 0.05) means that there is no heteroscedasticity.

Universita 3. Result of Regression Equation va Universitas Brawijava

Standardized

Coefficients

Beta

167

t

1.741

Sig. -.427 .671 .085

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## Table 18. Coefficients of Export (Y<sub>1</sub>)

		Unstandardize	d Coefficients	Standardized Coefficients		
Model		В	Std. Error	Beta	t	Sig.
1	(Constant)	-25744.028	14657.089		-1.756	.082
	Lag_X1	3.779	1.634	.220	2.313	.023

Coefficients<sup>a</sup>

a. Dependent Variable: Lag\_Y1

Source: SPSS Result Processed by Author, 2019

Universitas Brawijay

From Coefficient table can be notice the value of (a) is -25744.028 Brawijaya and value of (b) is 3.779. According to the formulation of simple linear tas Brawijaya

## Universitas B regression, the equation is:

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Universitas Brawijava awijaya Universitian B value, then the value of export increase as much as 3.779. The tas Brawlaya Universitian B coefficient of regression valued positive thus it can be stated that the Brawlava influence direction between variable  $X_1$  (tariff export) towards  $Y_1$ awijaya Universitas B (Export) is positive. As for the value of constant from unstandardized itas Brawijaya awijaya awijaya awijaya Universitian B coefficients (a) is -25744.028. This number is constant value which tas Brawlava awijaya mean that if there is no tariff export  $(X_1)$  then the consistent value of awijaya awijaya import of wine is -25744.028. awijaya awijaya According to the significance value from coefficient table, can be it as Brawijaya awijaya determined that sig value is 0.023 < 0.05, thus can be concluded that it as Brawijaya awijaya awijava variable Tariff Export  $(X_1)$  having influence on Export of Wine  $(Y_1)$ awijaya awijaya Variable Import of Wine (Y<sub>2</sub>) awijaya Model Summary descripting the correlation value (R) as versitas Brawijaya awijava awijaya 0.372. From those output, it can be known that R square is 0.098, rsites Brawiava awijaya awijava which means that the influence of independent variable Tariff awijaya awijaya Import  $(X_2)$  towards dependent variable Import  $(Y_2)$  is 9.8%. awijaya awijaya awijaya awijaya awijaya awijaya Universitas Bray Table 19. Coefficient of Import (Y<sub>2</sub>) versitas Bray lava awijaya awijaya Coefficients<sup>a</sup> awijaya Standardized awijaya Unstandardized Coefficients Coefficients Beta В Std. Error t Sig. Model 1 (Constant) 2.023 .619 3.271 .001 3.498 LG\_X4 001 12.452 327 3.560 a. Dependent Variable: LG\_Y4 Source: SPSS Result Processed by Author,2019

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From the table of Coefficient, we can gather that the value of itas Brawijaya awijaya Universitas Braw constant (a) is 2.023 and tariff (b or coefficient regression) is 12.452, tas Brawiava Universities Brawing thus the simple linear regression equation will be: awijaya awijaya awijaya Universitas Brawijaya Yunave bXas Brawijaya awijaya awijaya awijaya Universitian Bray Thus, the value can be put towards the equation: rawiava awijaya

Universitas BrawY = a + bXawijava

## Y = 2.023 + 12.45

Coefficient regression X is 12.452, means that every increase 1% value of tariff, then the value of import will increase 12.452. The coefficient regression valued positive; thus, the influence direction of ites Brawijaya variable X towards Y is positive. As for the value of constant from the Brawlava unstandardized coefficients (a) is 2.023. This number is constant value which mean that if there is no tariff import  $(X_2)$  then the consistent value of export of wine is 2.023. According to the value of significance, from the Brawlaya coefficient table, can be conclude that variable Tariff Import (X2) have tas Brawijaya influence on the variable Import of Wine (Y<sub>2</sub>). 4. **Result of Hypothesis Test** 

Univ87sitas Brawijaya

Universitas BawResult of r-testsitas Brawijaya Universitas Brawijaya Universitas Braw Table 20. Correlation between Tariff Export (X1) towards Exportersitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya

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tas Brawijaya Universitas Brawijaya tas Brawijaya Universitas Brawijaya tas Brawijaya Universitas Brawijaya tas Brawijaya Universitas Brawijaya tas Brawijaya Universitas Brawijaya

		Tariff Export	Export
Tariff Export	Pearson Correlation	1	.258 **
	Sig. (2-tailed)		.007
	Ν	108	108
Export	Pearson Correlation	.258**	1
	Sig. (2-tailed)	.007	
	N	108	108

Correlations

\*\*. Correlation is significant at the 0.01 level (2-tailed).
Source: SPSS Result Processed by Author,2019
Based on the r-test correlation table above, we can analyze the table and determine the correlation between Tariff Export (X<sub>1</sub>) and Export of Wine (Y<sub>1</sub>). First the value of r table found based on amount of data (n) = 108 with level of significance 0.05, the result for r table is 0.1576. The decision making of r test based on:
1. If r count > r table, then there is correlation between variable.
2. If r count < r table, then there is no correlation between variable.</li>
Thus, the r value from table 20 is 0.258. Then 0.258 > 0.1576.
So, there is correlation between variable Tariff Export (X<sub>1</sub>) and Export of Wine (Y<sub>1</sub>).

Table 21. Correlation between Tariff Import (X2) towards Import of<br/>Wine (Y2)<br/>Universitas Brawijaya Universitas Brawija

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Univesitas Brawijaya

Correlations

		LG_X4	LG_Y4
LG_X4	Pearson Correlation	1	.327**
	Sig. (2-tailed)		.001
	Ν	108	108
LG_Y4	Pearson Correlation	.327**	1
	Sig. (2-tailed)	.001	
	Ν	108	108

\*\*. Correlation is significant at the 0.01 level (2-tailed).

Universitas B Source: SPSS Result Processed by Author, 2019 S Brawlaya

From Table 21, we found that r value is 0.327, with r tables as Brawijaya

0.1576. Since 0.327 > 0.1576, then there is correlation between the Brawijaya

variable Tariff Import (X<sub>2</sub>) and Import of Wine (Y<sub>2</sub>)

## b. Result of t-test

 Table 22. Value of t for Tariff Export (X1) and Export of Wine (Y1) itas Brawijaya

 a</sup>

		Unstandardized Coefficients		Standardized Coefficients		
Model		В	Std. Error	Beta	t	Sig.
1	(Constant)	-25744.028	14657.089		-1.756	.082
	Lag_X1	3.779	1.634	.220	2.313	.023

a. Dependent Variable: Lag\_Y1

A

Source: SPSS Result Processed by Author, 2019

From Table 22, the value of t count is 2.313. To find the t-table value: it as Brawijava

Value a / 2 = 0.05 / 2 = 0.025

Df: n - 2 = 108 - 2 = 106

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awijaya	Universitas	Brawijaya	a Universita	as Brawijaya	a Universi	tas Brawijaya	Unive	rsitas	Brawija
awijaya	Universitas	Brawijaya	a Universita	as Brawijaya	a Universi	tas Brawijaya	Unive	rsitas	Brawija
wijaya	Universitas	Brawijaya	a Universita	as Brawijaya	a Universi	tas Brawijaya	Unive	rsitas	Brawija
wijaya	Universitas	BrawTabl	e 23. Value o	f t for Tariff I	mport (X <sub>2</sub> )	and Import of V	Wine (Y <sub>2</sub>	)sitas	Brawija
wijaya	Universitas	Braw			Coefficients <sup>a</sup>				awija
wijaya	Universitas	Braw				Standardized			awija
wijaya	Universitas	Braw		Unstandardized	Std Error	Coefficients	+	Sig	awija
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wijaya	Universitas	Braw	LG_X4	12.452	3.498	.327	3.560	.00	awija
wijaya	Universitas	Braw a. [	 Dependent Variab	le: LG_Y4					awija
wijaya	Universitas	Brawnay	ce: SPSS Res	ult Processed	by Author.	2019 awijaya	Unive	เรเเสร	<b>b</b> rawija
wijaya	Universitas	Brawijaya	a Univ	uit i rocessed	Universi	tas Brawijaya	Unive	rsitas	Brawija
wijaya	Universitas	Brawijay	From Tabl	e 23, the value	e of t count i	is 3.560 > t table	e 0.67681	ŗsitas	Brawija
wijaya	Universitas	Brawii				s Brawijaya	Unive	rsitas	Brawija
wijaya	Universitas	Br then	the conclusion	on is there is in	nfluence be	tween Tariff In	nport (X <sub>2</sub>	sitas	Brawija
wijaya	Universitas	town	orde Import of	Wine (Va)	R.	Haya	Unive	rsitas	Brawija
wijaya	Universit	towa	aus import of	wille (12).	44	Va	Unive	rsitas	Brawija
wijaya	Univer	c. R So	nuare		業		Unive	rsitas	Brawija
wijaya	Univ	3			See.		Unive	rsitas	Brawija
wijaya	Uni	Tabl	le 24. R-Squar	re for Tariff E	xport (X1)	and Export of V	Wine (Y <sub>1</sub> )	ysitas	Brawija
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wijaya	Uni			Me	odel Summar	y <sup>b</sup>			awija
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wijaya	Univer	b.	Dependent Vari	able: Lag_Y1					awija
wijaya	Univers						Unive	rsitas	Brawija
wijaya	Universit	Source:	SPSS Result	Processed by	Author,201	9 a	Unive	rsitas	Brawija
wijaya	Universita	Dave	<b>4 b</b>	and to h lo from	CDCC an W	Aya Madal Summa		rsitas	Brawija
wijaya	Universitas	Base	ea on the outp	out table from	5135 01 1	would Summar	y above	rsitas	Brawija
awijaya	Universitas	the valu	e of coefficier	nt determinant	or R Squar	e is 0.048. This	R Sauar	e	Brawija
wijaya	Universitas	Bray				awijaya	UNIVE	SILAS	Brawija
wijaya	Universitas	value ca	me from squa	aring the coeff	ficient corre	elation or R, wh	nich 0.22	Sitas	Brawija
wijaya	Universitas	Drawijaya		ao Browillon		tas prawijaya	Unive	sitas	Drawija
wijaya		□ x 0.220	= 0.048. The	amount of R	square is 0	.048 or equal t	o 4.8%. ]		Drawija
wijaya	Universitas	D means t	a Universita hat variable T	as Drawijaya ariff Export ()	$X_1$ simultar	neously influen	celtowar	deitee	Browile
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wijaya	Universites	Browillow		ac Browillow		tac Browillows	Unive	reitoe	Promiles
	Universitas	variable	Export of W	vine (Y <sub>1</sub> ) as n	nuch as 4.8	3%. The rest of	it 95.2%		Brawija
wijaya	Universitas Universitas	variable	Export of W	'ine (Y <sub>1</sub> ) as n	nuch as 4.8	8%. The rest of	f it 95.2%	rsitas rsitas	Brawija Brawija
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	awijaya	Universites Di 1 .181 <sup>a</sup> .033 .023 .03794 2.235	Diawijaya
	awijaya	a. Predictors: (Constant), Lag_LG_X4	srawijaya
	awijaya	b. Dependent Variable: Lag_LG_Y4	Brawijaya
	awijaya	Universitas Brawijaya Universitas englaya Universitas Brawijaya Universitas E	Brawijaya
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	awijaya	Universitas Brawijaya Universitas E	Brawijaya
	awijaya	Universitas Braw The value of coefficient determinant or R Square is 0.033. This R it as E	Brawijaya
	awijaya	Universitas Brancing Contracting Contracti	Brawijaya
	awijaya	Universitas Square value came from squaring the coefficient correlation or R, which it as E	Brawijaya
	awijaya	Universit $0.181 \times 0.181 = 0.023$ The amount of P square is 0.023 or equal to 2.3%	Brawijaya
	awijaya	Univer $0.181 \times 0.181 = 0.033$ . The amount of K square is 0.033 of equal to 3.5%.	Brawijaya
	awijaya	Univ It means that variable Tariff Import $(X_2)$ simultaneously influence	Brawijaya
	awijaya	Uni	Brawijaya
	awijaya	Unit toward variable Import of Wine $(Y_2)$ as much as 3.3%. The rest of it is a second seco	Brawijaya
	awijaya	Uni S Niese State V Niversitas E	Brawijaya
	awijaya	96.7% influenced by other variable outside the regression equation or the second secon	Brawijaya
	awijava	Univ	Brawijava
	awijava	other variable that is not being research.	Brawijava
	awijaya	Universitas E	
	awijaya	Universitas E	Rawijava
	awijaya	University a Result of H <sub>1</sub> Test	Rawijava
	awijaya		Rawijaya
	awijaya	From the r test correlation table, the value of correlation is	Prowijaya
	awijaya		Prowijaya
	awijaya	0.258 (positive) and significance (2-tailed) is $0.007 < 0.05$ , then it	Drawijaya
	awijaya	Universitas B Universitas B	Brawijaya
	awijaya	can be concluded that there is a positive correlation between tariff	Provilious
	awijaya	Universities Brawnort and export of wine. It also means that tariff export is not the itera	Prowijaya
	awijaya	Universitias Brawexport and export of while. It also means that tariff export is not the stars b	brawijaya
	awijaya	only factors that determine the export value of wine, because there	srawijaya
	awijaya	Universitas Brawijaya "Universitas Brawijaya" Universitas Brawijaya "Universitas E	srawijaya
	awijaya	is another variable that related to it outside this research. While	Brawijaya
	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas E	Brawijaya
X	awijaya	Universitian Brawseeing from correlation value is 0.258, its categorized in weak tas	Brawijaya
$\mathbf{A}^{\mathbf{c}}$	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas E	Brawijaya
T ≥	awijaya	Universitian Braw correlation. Meanwhile from t-test, since t count $>$ t table, then it can it as E	Brawijaya
-IS	awijaya	Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas E	Brawijaya
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Univozsitas Brawijava Universitas Braw be concluded that there is influence between tariff export and export it as Brawijaya Universitas Braw of wine. This means that H<sub>1</sub> is accepted. Sitas Brawijava According to Dunn and Mutti (2004) Tariffs are the most Universitas Brawvisible trade barrier: they cause an increase in import prices and itas Brawi Universitas Braw reduce economic welfare for both wine consumers in the importing it as Brawijava countries and wine exporters. Mariani (2012) stated that for over twenty years, the world's wine market has experienced a rapid process of globalization. Growth in the wine trade boomed during it as Brawi the 1990s both in wine consumption in Northern Europe and in itas Brawijaya North America and in exports of the so-called New World wine producers. Recently, the wine international trade has been boosted by increasing demand in countries which until recently were tas Brawij marginally involved in wine imports, mainly in Asia, but it may be tas Brawijava predicted that production will increase in some importing countries. international market scenario is undergoing Therefore, the substantial changes in the geography of consumption, production it as Brawijaya and trade. Based on previous research, the other variables that may influence the export of wine are buyer power, substitution of other

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Univositas Brawijava Universitian Braw alcoholic product, which is obtained with production practices often than Brawlaya Universitas Brawsubject to rules and regulated by specific labelling systems. Universitas Brawijava Universitas Brawilava Universitas Brawijaya Universitas Brawijaya b. Result of H<sub>2</sub> Test awijaya awijaya From the r test correlation table, the value of correlation is Brawijaya awijaya Universitas Bray 0.327 (positive) and significance (2-tailed) is 0.001 < 0.05, then it it as Brayijava awijaya awijaya can be concluded that there is a positive correlation between tariff awijaya awijaya import and import of wine. It also means that tariff import isn't the awijaya awijaya only factors that determine the export value of wine, because there has Braw awijaya is another variable that related to it outside this research. While tas awijaya awijava seeing from correlation value is 0.327, its categorized in weak awijaya awiiava correlation. Meanwhile from t-test, since t count > t table, then it can awijaya awijava be concluded that there is influence between tariff import and import awijaya of wine. This also means that H<sub>2</sub> is accepted. awijaya awijava According to USDA Foreign Agricultural Services, Importer awijaya awiiava and HRI industry sources predict that wine imports will continue to awijaya awijava increase by approximately 20 percent annually through 2015. Like it as Braw awijaya other Southeast Asian markets, wine is becoming more and more awiiava awijaya popular. Indonesians perceive that wine is a healthier alternative to awijaya awijava other alcoholic beverages. Plus, Indonesians believe that wine awijaya Universitas Brawijaya Universitas Brawijaya awijaya Universitian Braw creates an image being well-healed and drinking wine is seen as a tas Braw Jaya awijaya Braw status symbol. After negotiating for two years with other GOI and private sector stakeholders, the Ministry of Finance issued Universitian Braw Regulation No. 62/PMK.011/2010 in March 17, 2010 which stated
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awijaya Universitian Bray that luxury taxes will no longer be applied to beverage products it as Brawijaya Universitas Bray containing ethyl alcohol and concentrates containing ethyl alcohol as Bray available as of April 1, 2010. In May 2010, the Minister of Trade granted eight awijaya Universitas Brawdistributors to direct import duty paid wine, spirit and alcoholic itas Brawdaya awijaya awijaya Universitas Bray beverages by approving the lists as stated on letter of Minister of itas Brawijaya awijaya awijaya Trade No. 431/M-DAG/SD/4/2010. The main objective of these awijaya awijava policy changes was to support Indonesia's tourism industry and to awijaya awijaya curb illegal importations. awijaya Based on previous research especially on New World tas Brawijaya awijaya awijaya Regions of wine such as Indonesia where the market is heavily awijaya awijaya segmented, the other variables that may influence the export of wine awijaya awijaya are buyer power, substitution of other beverages, supplier power and itas Brawijaya awijaya rivalry. The result of H<sub>2</sub> in line with Mariani (2012) research. The result of H<sub>2</sub> in line with Mariani (2012) research. awijaya awijaya research proves that the international wine trade emerges as a awijaya complex and dynamic system which looks good in shape despite awijaya awijaya awijaya economic difficulties in many countries. awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya

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UniversitaCHAPTER VUniversitas Brawijaya Universitas Brawijaya CONCLUSION AND SUGGESTION Brawijaya awijaya awijaya A. Conclusion awijaya awijaya ersita Based on the research about the influence of Tariff Export and Tariff Import, it as Brawijava awijaya awijaya Export of wine and Import of Wine, period of 2010-2018, with uses simple awijaya awijaya linear regression statistical analysis, there are the results and conclusion as awijaya awijaya follows: awijaya Tariff Export simultaneously has partial influence on Export of wine in thes Brawlava awijava 1. awijaya Indonesia. Tariff Import simultaneously has partial influence on Import awijaya awijaya of Wine in Indonesia. awijaya awijaya Tariff export partially has positive and significant influence on export 2. awijaya of wine in Indonesia. If Tariff is increase, the export of wine will awijaya awijaya increase. If Tariff is decrease then the export of wine will decrease. awijaya awijaya Tariff import has positive and significant influence on import of wine in awijaya Indonesia. If the tariff is increasing the import will increase also. Inversitas Brawijaya awijaya awijaya Univer B. Suggestion awijaya awijaya Based on the result that can be taken from the research and based on awijaya awijaya conclusion, there are things that can be taken into consideration in regards awijaya Universitas Brawijaya awijaya Universitation of Tariff of wine trade, there are: Java Universitas Brawlaya Universitas Bra95jaya Universitas Brawijaya

Universitas Brawijaya awijaya University 1.3 Government of Indonesia should restudy the policy in regard of wines tas Brawijava trade in Indonesia since Indonesia portray a potential market and as awijaya Universitas B producer of wine in New World region. awijaya awijaya Universita 2.8 Exporter and Importer should to know the current Tariff or requirement it as Brawijaya awijaya awijaya in wine trade since the regulation still being actively studied by the awijaya awijava Government. awijaya awijaya UniversC. Limitations awijaya This research used export and import data based on the total itas Brawijaya awijaya 1. awijaya accumulation which acquired from the site of International Trade Centre, awijaya awijaya thus identification on which countries become the main destination of awijaya awijaya export and which countries become the main importer is not clear and itas Brawijaya awijaya cannot be identified maximally. awijaya awijaya Journal or research which discuss about wine trade in Indonesia is still 2. awijaya awijaya not common to be found, thus the research did not portray the real stars Brawijaya awijaya circumstances or status quo based on this topic and the lack of previous itas Brawijaya awijaya awijaya research on wine trade in Indonesia. awijaya awijaya awijaya awijaya awijaya awijaya awijaya

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ep	awijaya	Appendix	5. Brawijava Un	iversitas Brav	vijava Univers	itas Brawijaya Ur	iversitas Brawijaya
<u> </u>	awijaya	Uni Real Data	of Tariff and A	mount of Expo	rt and Import	itas Brawijaya – Ur	iversitas Brawijaya
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	awijaya	Universitas I	March	40000	40000 Vers	itas Brag244ya Un	versi 49135 awija ya
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	awijaya	Universitas	July	40000	40000	195ava Ur	versi 17216 awijaya
	awijaya	Universit	August	40000	40000	8556 a Ur	vers 130378awija ya
	awijaya	Univer	September	40000	40000	2599 Ur	versi 55659 awijaya
	awijaya	Univ	October	40000	40000	9969	versi 36052 awijaya
	awijaya	Uni	November	40000	40000	12679	iversi 16278 awijaya
	awijaya	Uni	December	40000	40000	27001	iversi 29598 awijaya
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	awijaya	Universita	September	40000	40000	67649	19056
	awijaya	Universitas	October	40000	40000	79652	36450
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	awijaya	Universitas I	April Brawijaya Un	40000	40000	tas Brasser Ur	185/4 Versi 20720
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	awijaya	Universitas I	June Brawijaya Un	40000	40000	47790	36074
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	awijaya	Universitas	BravAugust Un	33000	44000 vers	itas Br 55709/a	Univ	versi 15716 awija	iya
	awijaya	Universitas	September	33000	44000	itas Br 51630/a	Uni	versit6902 rawija	iya
	awijaya	Universitas	October	33000	44000	B 61069	Uni	versi 32470 awija	iya
	awijaya	Universitas	November	33000	44000	64507	Uni	versi 22766 awija	iya
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	awijaya	Universit	January	33000	44000	69618	Univ	versit5643 rawija	iya
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	awijaya	Unive	November	33000	44000	5397		27158	iya
	awijaya	Univer	December	33000	44000	14452	Uni	54781	iya
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	awijaya	Universit	February	33000	44000	43429 <sup>°a</sup>	Uni	7398	iya
	awijaya	Universita	March	33000	44000	67722	Uni	49156	iya
	awijaya	Universitas	April	33000	44000	43192	Univ	25722	iya
	awijaya	Universitas	Mav	33000	44000	43125	Uni	16027	ıya
	awijaya	Universitas	June	33000	44000	36670	Unit	40206	ya
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	awijaya	Universitas	August	33000	44000 Vers	itas Brawijaya	Uni	7ersita 1433	iya
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awiiava	Universitas	September	33000	44000	34561	Univ	526715
awijaya	<b>Universitas</b>	October	33000	44000	5889	Univ	1554513
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<b>0</b>	awijava	Universitas Bray	vijava Universi	tas Brawijava	Univers	itas Brawijava	Universitas	Brawijava
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	awijava	Uni	December	-0.18		-0.2	hiversitas	Brawijava
	awijaya	Uni	December	-0.18	TAX	-0.19	hiversitas	Brawijava
	awijaya	Uni	January	-0.18	ter -	-0.3	niversitas	Rrawijava
	awijaya	Unit	February	-0.18		-0.27	hiversitas	Brawijaya
	awijaya	Univ	March	-0.18		-0.22	niversitas	Drawijaya
	awijaya	Univ	April	-0.18	7	-0.2		Diawijaya
	awijaya	Unive	May	-0.18		-0.16	phiversitas	Brawijaya
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	awijaya		Regression	50579	64751	1	50579	64751	7.577	.007 <sup>b</sup>	sitas	Drawijaya
	awijaya	Univ	Residual	7.07	6E+10	106	66756	2630.6			sitas	Brawijaya
	awijaya	Univ	Total	7.58	2E+10	107					sitas	Brawijaya
	awijaya	Univ a. Deper	ndent Variabl	e: Export							- sitae	Brawijaya
	awijaya	Univ b. Predic	tors: (Consta	ant), Tariff	Export						sitas	Brawijaya
	awijaya	Univ _	-		6	officiente <sup>3</sup>					sitas	Brawijaya
	awijaya	Univ				Demicients						Brawijaya
	awiiava	Univ		Unstanda	ardized Co	oefficients	Standa Coeffi	rdized cients			sitas	Brawijaya
	awiiava	Uni\ Model	-	B	s	Std. Error	Be	ta	l t	Sia.	sitas	Brawijava
	awiiava	Univ 1	(Constant)	-25744.0	28 1	4657.089			-1.756	.082	sitas	Brawijava
	awijaya	Univ	Lag_X1	3.7	79	1.634		.220	2.313	.023	sitas	Brawijava
	awijaya	Uni\ a. Deper	ndent Variable	e: Lag_Y1					•	•	sitas	Brawijaya
	awijaya	Universitas I	Brawijaya	Unive	rsitas E	Brawijaya	a Unive	ersitas	Brawijay	a Unive	rsitas	Brawijaya
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<u> </u>	awijaya	Universitas	Diawijaya	a Univer	isilas Di	awijaya	Univ	ersilas	Diawija	ya Unive	sitas	Drawijaya
	awijaya				Descrip	tive Statis	tics				Silas	Drawijaya
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	awijaya	Uni\ Tariff E	xport	108	33000.00	4000	00.00	35333.	3333 3	315.21556	Sitas	Brawijaya
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	awijaya	Uni			A	NOVAª					sitas	Brawijaya
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XA	awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya awijaya	Univ Univ Univ Univ Univ Univ Univ Univ	Regression Residual Total endent Variak dictors: (Cons dictors: (Cons (Constant) Lag_LG_X4 endent Variab Brawijaya Brawijaya Brawijaya	Sum Squa Dele: Lag_LG tant), Lag_L Unstand B Unstand B 10. Ie: Lag_LG_ a Univer a Univer a Univer	ardized Coordinates 0005 .151 .156 ardized Coordinates 0002 792 Y4 rsitas Br rsitas Br rsitas Br	df 1 105 1 06 () () () () () () () () () () () () () (	Mean Stand Coe E	Square .005 .001 dardized fficients Beta .181 versitas versitas	F 3.540 t 1.707 1.882 Brawija Brawija Brawija	Sig. .063 <sup>b</sup> .063 <sup>b</sup> Sig. Sig. .091 .063 ya Unive ya Unive ya Unive	sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas sitas	Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya Brawijaya
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: Gamelinda Rizkinanti Shobita 125030307111012 : Surakarta, 6<sup>th</sup> June 1994

: Female

### gshobita@gmail.com

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### **Formal Education**

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awijaya 4. Best Speaker Novice of Nationwide British Parliamentary Debate 2017 rsites Brawijaya Universitas Brawijaya Universitas Brawijaya 5. Indonesia's Delegates of AYFN KCC Autumn 2016, Seoul, South Korea 2016 Univ6. STop 8 Country Finalist Schneider Electric "Go Green in The City", Jakarta itas Brawijaya awijaya awijaya Universi2016Brawijaya awijaya Best N1 Adjudicator of East Java Varsities English Debate 2015 Competition, awijaya UniversUM Brawijava Uni awijaya awijaya 8. 3rd Winner of M. Edu Debate Competition, Brawijaya University 2015 awijava 9. Invited Adjudicator of KDB, Brawijaya University 2015 awijaya 10. 3rd Winner of Brawijaya MTQ English Debate, Brawijaya University 2015 awijaya awijaya 11.1st Winner of PERBANAS Indonesian Debate Competiton, 2015 Perbanas awijaya 12. Invited Adjudicator of ALSA (Asian Law Student Association) 2014 English awijava Battle, Brawijaya University awijaya awijaya 13. Invited Adjudicator EJVED (East Java English Debate Competition), 2014, itas Brawijaya awijaya State University of Malang awijaya 14. Chief of Adjudicator of CROWN 2014, Brawijaya University 2014 awijaya 15. Semi Finalist of UBEDC (University Brawijaya English 2014 Debatesitas awijaya awijaya Competition), Brawijaya University awijaya 16. Top 25 Finalist of PPAN JATIM (Pertukaran Pemuda Antar Negara), 2014 awijaya **KEMENPORA** awijaya awijaya 17. Adjudicator of BET (Brawijaya English Tournament), Brawijaya 2014 tas Brawijaya awijaya University awijaya 18. N1 Adjudicator, MNDC (Malang Newbie Debate Competitions), 2013 State awijaya awijaya Univers University of Malang awijaya 19. Quarter Finalist of The Farmers English Festival, Brawijaya University 2013 awijaya 20. Octofinalist of East Java Varsities English Debate, 2013 State University of awijaya Univers Malangawijaya awijaya 21. 2nd Winner of Brawijaya Olympic in English Debate, Brawijaya University 2013 22. Quarter Finalist of English Fiesta Debate Competition, 2013 Muhammadiyah itas Brawijaya ers Private University Universitas Brawijaya Universitas Brawijaya

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Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya Universitas Brawijaya 23. Participant in ALSA E- Challenge, University of Indonesia 2012 24. Octofinalist of MNDC, Islamic State University 2012 25. Participant in ICAAS, University of West Australia 2010 26. Participant in ICAAS, University of West Australia 2010 Universitas Brawijaya Universitas Brawijaya

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