

The Effort of the United States (USA) of the Donald Trump Era to Promote the Denuclearization of North Korea, 2017-2020

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Abstract

This study analyzes the efforts of the United States in encouraging the denuclearization process of North Korea in 2017-2020. The United States as a Super Power country has an important role in overcoming the North Korean nuclear problem. As one of the countries with growing nuclear possessions, the international scope feels threatened, so efforts are needed to encourage North Korea to immediately denuclearize. Seeing this, the United States has made efforts that are considered to be able to encourage the denuclearization of North Korea. In this study, the author uses Strategies and Tactics in Negotiation in the form of Contending and Problem-solving strategies to see what efforts the United States has made in promoting the denuclearization of North Korea. Does this study answer why the United States (US) efforts in pushing for the 2017-2020 denuclearization of North Korea in the Donald Trump era failed?

Keywords

united states of america; north korea; denuclearization; strategies and tactics in negotiation; problem-solving



I. Introduction

The United States can be said to be a country that has a *superpower* or can be called a superpower. The country that adheres to a federal republican government system has become a country with the military, economic and political power, and high technology. With this great power, the United States has become a country that influences in dealing with international problems or issues, especially on global security issues namely, North Korea's nuclear, the United States has been heavily involved in various negotiations with North Korea, both regarding the development and missile proliferation and humanitarian aid.

For more than 25 years, United States security policies and diplomatic approaches have failed to persuade North Korea to give up its nuclear program. For decades, the United States has always sought a deal with the North Korean regime to safeguard its interests in the region. During the Bill Clinton administration, on October 21, 1994, the United States tried to persuade North Korea with the *Geneva Agreed Framework* but to no avail (Syahrin 2018). This is one of the factors causing the re-escalation of the conflict between North Korea and the United States because North Korea feels surrounded by the power that the United States has given South Korea.

Several efforts have been made by Donald Trump as the leader of the United States of America in dealing with the North Korean nuclear issue, such as by holding meetings and direct negotiations, but from the results of the meeting, there was no clear agreement on the issue of North Korean denuclearization. it's a good thing to agree on this issue (Jon Passantino, Matthew Champion 2019), on the other hand, Donald Trump also appointed a special representative of the United States to North Korea, to the status of the presidential envoy, where later the envoy will report directly to Donald Trump, but Pyongyang, in this case, has not responded to it (Manning 2019).

Donald Trump has said that it is "perhaps" that the deal he claims will end the North Korean nuclear threat will not "work, plus that North Korea wants all the sanctions the United States has placed on it to be fully lifted (Borger 2019). Of course, the United States cannot agree to it. the will of North Korea. In other words, North Korea continues to increase its uranium production as the main material for making nuclear weapons. So that not only internationally, North Korean threats make security issues in the Korean Peninsula area important, especially those that are within reach of North Korean nuclear missiles.

II. Research Method

The type of research used is qualitative research. The qualitative research method is research that produces descriptive data in the form of written or spoken words from people and behaviors that can be observed as well as with media sources, news taken by researchers.

Does the researcher determine the research subject based on the point of view of the United States with the problem that will be examined about why the United States (US) efforts in encouraging the denuclearization of North Korea in 2017-2020 in the Donald Trump era failed? the selection of research subjects or respondents based on literature and research. The data that will be used and deemed appropriate in the research is appropriate based on certain considerations in finding the information needed by the researcher.

Such as literature study, which is the collection of data and information by carrying out library activities through books, journals, news and information from previous research and so on related to research that is being carried out to obtain data.

The process of researchers in research uses qualitative methods by using literature studies that are deemed appropriate and appropriate in finding data sources for this research, as well as seeing data that are deemed appropriate to the needs in the research process, both with secondary data and from statistical data, literature studies and documentation, and others will also be used as a supporting technique to complete the data required from this research

III. Results and Discussion

3.1 Contending Strategies by the United States to Promote North Korea's Denuclearization

a. United States Efforts in Encouraging North Korea's Denuclearization Seen Through Threats *Tactics*

Efforts made by the United States in encouraging the denuclearization of North Korea can be regarded as a tactic of *Threats* (Threats) by seeing the United States implement repressive measures. Namely providing four efforts made by the United States through the form of *Threats*, first, the United States, implementing efforts to threaten sanctions, second threatening with economic pressure, third by using military instruments, and fourth by forming alliances with Japan and South Korea against Korea. North. The forms of threats that have been carried out are by giving threats or sanctions to North Korea, namely the US Economic Embargo against North Korea. The US government imposed these economic sanctions on North Korea with the aim that these sanctions could cause North Korea to stop developing its nuclear and ballistic missile programs (Geno Vybra Yoga 2020). The economic condition of the population is a condition that describes human life that has economic score (Shah et al, 2020).

The United States also applies the United States military instrument in South Korea which is a pressure or a threat to North Korea itself, allies to suppress the North Korean economy, Donald Trump himself also stated that cyber attacks are a way that the United States will develop in the future to stop it. development of North Korea's nuclear program (Geno Vybra Yoga 2020). So that it aims to achieve or create an interest for the threat maker, namely the United States, where the United States itself has a goal or interest, namely the realization of the denuclearization of North Korea (Pruitt and Carnevale 1993, 30-31).

b. United States Efforts to Promote North Korea's Denuclearization Seen Through Harassments Tactics

Judging from the tactics carried out by the United States through this option, the United States is known to have promised to punish and sanction Kim Jong-un's right-hand man, Choe Ryong-Hae, and two others, namely Security Minister Jong Kyong-thaek and propaganda official Pak Kwang-ho. . Instead, it will block the path to North Korea's denuclearization (Word 2018). So that none other than some efforts that Donald Trump himself has to make, namely by tightening sanctions, because with this it may be a rational choice, even though this choice is still considered not to promise effective results if it does not directly identify the source of the North Korean nuclear problem. (Liegl 2017) .

c. The United States' Efforts in Encouraging the Denuclearization of North Korea Seen Through the Form of *Positional commitments tactics* (*Positional commitments*)

Positional commitments, positional commitments can be interpreted as a statement given in the form of an offer, where usually the statement given cannot be separated from some of the threats given. It aims to stop negotiations if the other party does not accept this offer, in other words, the offer made is non-negotiable. *Positional commitments* are more effective if in reaching an agreement there will be a failure, therefore this method is only of little use in achieving an interest, because failure which will later reach an agreement is not necessarily completely detrimental to the opposing party, and also *Positional commitments*, in their application must be trustworthy. by the counterparty, for example, that a car seller for 10,500 dollars can pressure a buyer at that price, which is fixed and non-negotiable (Pruitt and Carnevale 1993, 32-33).

There are several other attempts by Donald Trump to push for denuclearization (Jonathan 2017). Donald Trump is only passive and continues the strategy that has been carried out by the previous President of the United States. As mentioned above, from several efforts that have been made by several United States leaders before Donald Trump in pursuing interests, namely the issue of Denuclearization of North Korea, Donald Trump is only waiting for a response from North Korea to agree on a denuclearization agreement.

Then America also made an offer to North Korea, which is an offer in the form of security guarantees for North Korea, which is an unprecedented security guarantee for North Korea is trying to assuage Pyongyang's concerns over the fate of its nuclear program. But even though the offer was aimed at North Korea, the economic sanctions that had been aimed at North Korea continued despite the offer. The sanctions exist until North Korea can completely get rid of its nuclear program, in which North Korea promises to stop its nuclear program but in exchange for easing sanctions, the request is certainly not acceptable to the United States and makes the United States suspicious (Buncombe 2018).

d. The United States' Efforts in Encouraging the Denuclearization of North Korea Seen Through the Form of *Persuasive Tactics*

Persuasive arguments, persuasive arguments have the aim of changing the target's attitude towards the problem under consideration, this can be done in several ways such as by showing that the target's interests can be met so that the target will feel confident in the perpetrator. Several other ways can be used to achieve such an interest, but indeed, for the most part, the power that influences the making of concessions is mostly used as a tool to encourage the opposing party to surrender and give the interests of the perpetrator. As explained above, putting pressure on the opposing party is one of the tactics that is quite widely used by actors which can be said to be more controversial, especially by pressing time so that the opposing party can be given a limit to fulfill an interest (Pruitt and Carnevale 1993, 34). -35).

Another effort made by the United States in this form is that the United States and its allies are willing to provide economic assistance to North Korea. But on the other hand, the United States urged North Korea to stop its nuclear program, only then were economic concessions given, which economic assistance was needed for North Korea (Jaewon 2018).

Table 1. Analysis of Strategies and Tactics In Negotiation in Contending the United States

Tactics in Contending by Pruitt & Carnevale	Tactics Explanation	Efforts made by the United States
<i>Threats</i> (Threats)	<i>Threats</i> are steps or efforts taken to achieve an interest to be addressed, by threatening or punishing the opposing party if the desired demands are not achieved, and can push the opposing party towards negotiation.	<ul style="list-style-type: none"> - Using military instruments to threaten North Korea by placing the military in South Korea. - Urge China to suppress the North Korean economy. - Forming alliances with South Korea and Japan in pushing North Korea to give up its nuclear program.
<i>Harassment</i> (Harassment)	<i>Harassment</i> or harassment is an action that can be taken to the opposing party by imposing a threat sanction involving punishment, Harassment is more real than the previous <i>Threats option</i> because the impact of <i>Harassment</i> itself will be more real and will make the opposing party	<ul style="list-style-type: none"> - Imposing sanctions on North Korea in promoting the denuclearization process. - Stating in the form of satire to North Korea, so that North Korea feels pressured in that statement. - Giving direct pressure to North Korea through the United Nations in promoting the

	more willing to comply with the wishes of the opposing party. the culprit	denuclearization of North Korea.
Positional Commitments (positional commitments)	<i>Positional commitments</i> , positional commitments can be interpreted as statements given in the form of a compelling offer, where usually the statements given are inseparable from some of the threats given, it aims to stop negotiations if the other party does not accept this offer so that the form of <i>positional commitments</i> in achieving the agreement will fail because both parties do not take or accept the offer, therefore this method is of little use in achieving an interest	<ul style="list-style-type: none"> - President Donald Trump is simply following the steps that have been implemented by previous presidents in achieving the denuclearization of North Korea. - America is trying to persuade North Korea by offering an offer of assistance to achieve denuclearization.
Persuasive arguments	<i>Persuasive arguments</i> , persuasive arguments have the aim of changing the target's attitude towards the problem under consideration, this can be done in several ways, such as by showing that the target's interests can be met so that the target will feel confident in the perpetrator.	<ul style="list-style-type: none"> - America will assist North Korea such as economic assistance, but on the condition that North Korea must comply with requests from the United States, namely denuclearization. Where it must be admitted that the assistance provided by the United States is indeed necessary for North Korea itself.

Source: Extracted from (Pruitt and Carnevale 1993, 30-34)

3.2 Problem-Solving Strategy by the United States in Promoting North Korea's Denuclearization

a. The United States' Efforts in Encouraging the Denuclearization of North Korea Seen Through the Form of *Exchanging concessions tactics*

Exchanging concessions is a way that can be used to solve problems and achieve a *Win-win Solution*, namely by exchanging concessions regarding various existing problems. Where each party can produce different issues that are of low priority to themselves and

make these issues a high priority to the other party. For example, an order of 500 suits gets higher priority than 1000 suits, 500 suits can be completed in two months while 1000 suits are completed in four months. So in this case, what is more, prioritized to be completed in order the suit is the order of 500 settings. Where it is assumed that the order of 500 suits is a high priority to other parties because it is considered to have a faster time to be completed so that the order will be received by the customer more quickly, while 1000 suits become a low priority for him because in the process it has longer time than an order of 500 suits (Pruitt and Carnevale 1993, 36-37).

The strategy through the form of *Exchange concessions* can be seen in the efforts made by the United States against North Korea in achieving the path of denuclearization itself. The United States will make efforts through this form of strategy in promoting the denuclearization of North Korea. Where starting from the United States which finally wants to meet directly with North Korea to discuss the issue of Denuclearization, then the United States will provide security guarantees and reduce sanctions to North Korea to prioritize North Korea in achieving denuclearization.

Through *problem-solving* in the form of *exchange concessions*, the United States held a direct meeting with North Korea, in discussing the issue of denuclearization, the meeting took place in Singapore. The Singapore summit in June 2018 represented the first time a United States president, Donald Trump, met a North Korean leader Kim Jong Un. Which is known that the United States as a *superpower country* finally wants to meet directly with North Korea. Donald Trump and Kim Jong Un held a comprehensive, in-depth exchange of opinions on issues related to the establishment of United States-North Korea relations and the building of a strong and peaceful peace regime on the Korean Peninsula. President Trump committed to providing security guarantees to North Korea, and Chairman Kim Jong Un reaffirmed his unwavering commitment to complete the Denuclearization of the Korean Peninsula (Williams 2018).

b. United States Efforts in Encouraging North Korea's Denuclearization Seen through *Expanding the Pie* tactics

Expanding the pie can be interpreted by increasing the available resources so that both parties can get what they each want in achieving their respective goals, this form of strategy can be called expanding the pie. Pie here can be assumed as a resource or the desired goal of both parties who will negotiate because the problems of both parties will be resolved by increasing the capacity of existing resources, for example, a clothing company will be calmer if it will get an order that much because they have increased the company's existing suite production capacity so that production can easily meet demand and avoid other pressures (Pruitt and Carnevale 1993, 36).

The efforts made by the United States to North Korea is pushing for denuclearization through a *problem-solving strategy* in the form of *Expanding the Pie* were not entirely carried out by the United States. The United States made efforts that could be said to use a *problem-solving strategy* that was only partially carried out, as mentioned above the United States held a meeting with North Korea, and only resulted in several general agreements. If you look at efforts through the form of *Expanding the pie*, it can be said that the United States is committed to the agreement to build a new relationship with North Korea, but this commitment will not fully succeed if the outcome of the agreement is still unclear, and does not focus on the issue of denuclearization. from the meeting that took place in Singapore. Because basically, the resource in question is denuclearization, where denuclearization itself cannot be shared or replaced with other resources so that in this case the United States does not implement or does not fully seek to encourage denuclearization

using this form of tactic, the sharing of resources such as the economic field does not carried out by the United States because the resources in the economic field or the assistance provided by the United States to North Korea will not be carried out before North Korea denuclearizes as soon as possible (B. Indonesia 2018).

c. The United States' Efforts in Encouraging the Denuclearization of North Korea Seen Through the Form of Solving Tactics Underlying concerns

Solving underlying concerns is by finding the underlying problem from each party, this method can also be done by third parties who participate in problems that occur between the two parties. The form of *solving underlying concerns* can be used by asking the opposing party about the problem that is fundamental to what is being debated, so that each party can take a path or position in deciding on the negotiation to achieve each goal, namely the *Win-win Solution* . . . Where this fundamental problem can be seen from the United States that, the United States wants the complete denuclearization of North Korea (Pruitt and Carnevale 1993, 38-39).

The efforts made by the United States through the form of *solving underlying concerns* cannot be said to have been fully carried out by the United States, because if you look at the meeting and the results of the meeting between the United States and North Korea in Singapore, it only focuses on four general commitments and does not discuss basic issues, namely: Denuclearization, the commitments that resulted from the meeting and only chose four general commitments, namely:

1. The two countries will establish a "new relationship" for peace and prosperity.
2. The United States and North Korea will work together to build a "stable and lasting peace regime on the Korean Peninsula".
3. North Korea is committed "to work towards the complete denuclearization of the Korean peninsula".
4. Both countries will recover and repatriate the remains of soldiers killed during the 1950-53 Korean War (Feast 2019). Trump said the remains of US soldiers who died in the Korean War would be brought home. Nearly 7,800 US troops have been declared missing or unknown as a result of the Korean War. About 5,300 of them are missing in North Korea. Both Kim and Trump signed an agreement for the recovery of the remains of American soldiers as well as the immediate repatriation of those who have been identified (Schallhorn 2019).

Table 2. Analysis of Strategies and Tactics In Negotiation in the United States' Problem-solving efforts

Tactics in Problem-solving according to Pruitt & Carnevale	Tactics Explanation	Efforts made by the United States
<i>Changing concessions</i>	<i>Exchanging concessions</i> is a way that can be used to solve problems and achieve a <i>Win-win Solution</i> ,	- Want to have a direct meeting with North Korea, which was never done by the administration before Donald Trump.

	namely by exchanging concessions regarding various existing problems. Where each party can produce different issues that are of low priority to themselves and make those issues a high priority to the other party	- Willing to follow North Korea's wishes by providing security guarantees and easing sanctions, in accordance with the priorities that North Korea wants if the problem of denuclearization is achieved.
<i>Expanding the pie</i>	<i>Expanding the pie</i> can be interpreted by increasing the available resources so that both parties can get what they each want in achieving their respective goals, this form of strategy can be called expanding the pie. Pie here can be assumed as a resource or the desired goal of both parties who will negotiate	- The United States is not fully doing it, because the resources that each party wants cannot be shared, because in the sense that the resources here are denuclearization, so in other words, the United States does not take that step.
<i>Solving underlying concerns</i>	<i>Solving underlying concerns</i> is by looking for the underlying problem from each party, this method can also be done by a third party who participates in problems that occur between the two parties, the form of <i>solving underlying concerns</i> can be used by asking the counterparty about the underlying problem. to what is being debated	- It only produces some general commitments and does not address the root cause of denuclearization - Produces four general commitments from the United States' meeting to North Korea.

IV. Conclusion

Through the description of the discussion in the previous chapters, it can be concluded that this research talks about the efforts made by the United States in promoting the denuclearization of North Korea, which is seen from the use of *Strategy and Tactics in Negotiations*. Because in the process of denuclearization of North Korea, of course, efforts must be made to achieve the denuclearization process, which in this case is carried out by the United States. The formulation of the problem that is trying to be answered here is Why did the United States (US) efforts in promoting the denuclearization of North Korea in 2017-2020 during the Donald Trump era fail?

Efforts made by the United States in encouraging the denuclearization of North Korea through *Strategy and Tactics in Negotiations* consist of two kinds of strategies that exist in achieving the denuclearization process itself. Where was the first strategy used by the United States is pushing for denuclearization, the United States used the *Contending strategy* in carrying out the denuclearization effort. Where the *Contending strategy* itself is all kinds of efforts or efforts made to resolve conflicts according to one's wishes without regard to the interests of other parties so that in this case the efforts made only focus on the interests of one party.

From the *Contending strategy*, there are several forms of efforts made by the United States, namely, *Threats*, namely by using threats, *Harassment* is more of harassment or threats by giving real sanctions that have been carried out by the United States, *Positional commitments* are positional commitments which are commitments. which is non-negotiable. Then *persuasive arguments* where this is a form of effort made to change the attitude of the target by providing an offer with several conditions so that the target will follow the will of the negotiator.

As for the efforts made by the United States through this strategy, the United States gave threats to North Korea, carried out economic pressure, imposed several sanctions, used military instruments, formed alliances in suppressing North Korea, gave satire, and made offers, all of which aim to achieve the interests of the United States.

The second form of effort that can be seen through the United States *Strategy and Tactics in Negotiations* in achieving Denuclearization is by using a *Problem-solving strategy*. Where this strategy focuses more on achieving common interests, namely *Win-win Solutions*, usually problems that occur are carried out jointly so that both parties will feel the mutual interest that is intended.

The form of *problem-solving*, namely *Changing concessions*, is a way that can be used to solve problems and achieve the common interest. Namely by exchanging concessions on various existing problems and giving high priority to the opposing party but applying low priority to oneself. Where if you look at the steps that have been taken by the United States in encouraging the denuclearization of North Korea, then in this case the United States has taken steps to directly meet North Korea in discussing the issue of denuclearization. Where if you look at the efforts made by the United States before the era of Donald Trump, there has been no effort by the United States to directly hold a meeting with North Korea, in this case, in other words, as a *superpower country*, the United States is willing to hold a direct meeting with North Korea. to give North Korea a high priority.

Then the second form carried out by the United States in *Strategy and Tactics in negotiations*, namely, *Expanding the pie*, where if you look at the efforts made by the United States through this form, the United States is only committed to an agreement that will build new relations with North Korea. Meanwhile, the form of *Expanding the Pie* itself is a sharing of available resources. However, denuclearization itself cannot be

shared between the two parties, so in this case, the problems related to these resources cannot be shared, where the resources themselves cannot be shared with both parties.

So in this case the United States cannot be said to have fully made efforts in this form. The last form in *Strategy and Tactics in negotiations through problem-solving*, namely solving *underlying concerns* by finding the root of the problems that occur between the United States and North Korea, in this case, the efforts made by the United States through the form of *solving underlying concerns*, cannot be said to be fully carried out by the United States. Union. Because the results of the meeting between the two countries only resulted in four general commitments, not focusing on the root of the problem, namely denuclearization, in this case, the United States made efforts to encourage the denuclearization of North Korea more to the use of the *Contender strategy*. look at the efforts made by the United States in the previous chapters.

Therefore, with efforts that focus more on the *Contending strategy*, of course, negotiations can be said to be unsuccessful, because as explained above, this strategy will only benefit one party and the United States has not fully implemented a *problem-solving strategy* in achieving this. *Win-win Solution* against North Korea's Denuclearization. So that this research can be concluded that, the United States' efforts have not been successful and have failed in encouraging the achievement of North Korea's denuclearization in 2017-2020 during the Donald Trump administration.

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