

UNEQUALITY OF INTERNATIONAL TRADE STRATEGY: POOR AND ADVANCED COUNTRY PRACTICES

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ABSTRACT

The paper discusses some international business appropriate strategy as an alternative suppression to gain equal benefit. Business strategy of poor countries should be able to resist uneven trade practices between rich countries and poor countries. Under weak leadership there is an inability to resist, even emerging corrupt roles of foreign collaborators and seeking rent for personal gain. Continuing to increase the amount of debt and is feared unable to pay it off due to its weak industrial production capability, weak income, burdening people's life means ignorant leader. Proxy and Cyber war have been done to divide poor countries' decision makers to prioritize the benefit of developed countries. To improve the bargaining position of trade and politics, is it possible that the ultimate weapons control strategy gets attention to improve the political bargaining position against international trade, thus it is expected that international trade equality can be achieved. The purpose of this paper is to remind and provide views, suggestions of some alternative international trade strategies for decision makers to understand the needs of the wider community more valuable than self-interest that can lead to foreign occupation of the poor state leadership.

Key words: Corrupt mentality, prosperity, foreign debt, nuclear power, strategy, international trading.

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1. INTRODUCTION

Nations in poor countries recognize the importance of the prosperity of an independent and true society of international trade with all the nations of the world including the nations of developed countries that are equal and gain equally business benefits. The realization of the strategy of economic and business independence is despite the weak economic and business conditions but has the courage to reject the presence of foreign investment debts that burden the country's economy and feared to dominate the economy and business as well as

colonization in case of failure to pay off debt. Prefer the prosperity of business life of its own people rather than foreign nation.

The inability of the economy and business has occurred because there has been a weak mentality of poor country leaders who deliberately collaborate with foreign parties, giving foreign opportunities to exploit local natural resources. The leaders of poor countries use massive foreign debt to build economic and business projects that are less useful for the economy and business but for the reason of earning a percentage of commissions from foreign capital loans.

The need for the poor countries to show the world that they need to be valued equally with developed countries, is it possible that poor countries should use the ultimate weapon as a Nuclear Pressure tool if they are able to produce it, which is expected to raise bargaining positions before developed countries.

The key issues discussed in this paper are: Whether in a weak economic and business environment the poor country leader should demonstrate their inner ability in leadership mental prowess, avoid foreign debts and be able to build nuclear weapons to gain higher bargaining positions or even surrender in engagements foreign debt risking the acquisition of the assets of a poor country by the superpower of a business partner whenever a debt default occurs? Is it necessary to engage in international trade with foreigners despite the unbalanced sharing of benefits?

The aims and benefits of writing this paper theoretically create a more equitable trading strategy in the trade process between poor countries and super power countries. The opinion of this paper from the results of research are submitted to decision makers in poor countries which are useful to improve international trade strategies in the future. This paper is limited to discussing several variables, among others: the mental corrupt leader prioritizes the personal interest of obtaining a trade commission and unable to make decisions of society prosperous, too large foreign debt jeopardizes the business and economic life of the people, the big question is whether it is necessary to make nuclear weapons to suppress international business partners to be willing to give a greater share of profits to poor countries, the final decision to choose to trade or not to trade internationally with rich countries, the influence of cyber war in social media that directs society and decision makers to decide on international trade policy with rich countries.

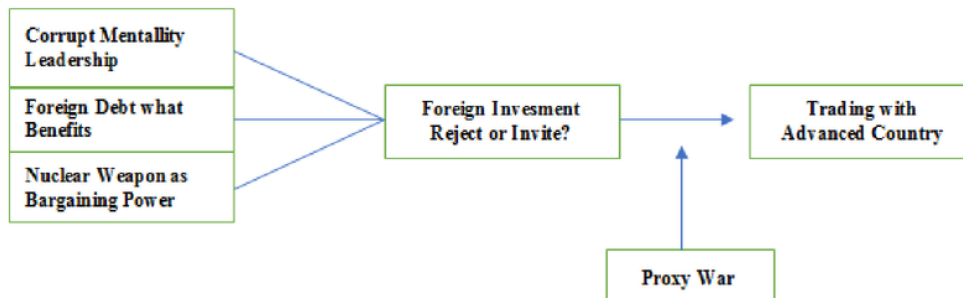


Figure 1 Conceptual Framework

The research method used in this paper was desk evaluation by finding various real fact data that occur in the practice of international business life and society. The secondary data was incorporated in the analysis. Then a descriptive analysis based on theories and logic furthermore predicted possibilities will occur based on the data, reinforced by various opinions of experts who have researched before regarding the variables and phenomena of

important business that has been apparent with the addition of real examples that have occurred in some certain places in the world.

2. CORRUPT MENTALLITY LEADERSHIP

Mental corrupt leaders are one of the weaknesses of leadership that provide foreign profitable opportunities in international trade. Foreign espionage has been allowed to penetrate remote areas to detect the reserves of natural resources resources of poor countries. Eventually poor countries can not afford to refuse foreign investment, even inviting them for not being able to manage the natural resources business, even being used to earn business commissions and personal wealth.

From the highest governmental position to the lowest level, custom and mental corruption has become a culture rooted in the society and government political system of the country (Awaludin, 2017) (Kurniawan, 2016). The decentralized system of government is increasingly increasing the chances of corruption in many areas, especially in areas rich in natural resources and located far from the center of government. One cause of widespread corruption is a character of leadership that does not have high personal integrity; as a form of personality that becomes unity with the workplace environment, corrupt mental has become a habit of life (Wart, 2005) (Heres, 2010).

Corrupt regional leaders surrender to the will of foreigners to explore and exploit natural resources; then taken out of the territory and consequently harm for poor society even the country. Foreign investors had collected information on the quality of natural resources, investment mapping, legal procedural and legal and strategic approaches to rulers both locally and regionally. This has been happening in poor countries for a long time.

The corrupt leader has allowed Drone to observe the structure of a geography of both the earth's surface structure even to the mineral content contained therein. So, the drone becomes stealth, sneaking in the mining scientific research sector. Drones consist of many types of paltforms depending on their intended use for both civil and military purposes with various characteristics such as size, duration of flight and type of ability (Hassanalain et al, 2017). By applying advanced technology drones then foreign countries can first have information about the content of natural resources in the world. By having accurate information, they can plan investment opportunities in any poor country to take advantage of the natural resources.

For example, which remains a problem today is the case of PT Freeport Indonesia, whose largest income is taken abroad. The province of Papua as a gold mine site has the smallest contribution, where the second largest revenue of Freeport is for the central government. Given the decentralized governance system, it is expected that the largest revenue is owned by the Papua regional government that can be used to improve regional development. With the high integrity and quality of human resources of its leaders, strict monitoring procedures are expected that the national natural resources of poor countries should be maximized for the welfare of their people.

3. FOREIGN DEBT WHAT BENEFITS?

Owe to a foreign party is useful when the debtor can pay off his debts. Business income should be bigger and tangible than its debt. If the condition of business productivity is low, it is feared to a failure to pay off debt which consequently occurs foreclosure of foreign assets or policies that suppress other debtors. Let's look at a real example of the World Bank placing Indonesia's foreign debt at the level of danger if it can not afford the state-owned enterprises (SOEs) confiscated foreign and foreign-controlled economy. Where can I pay the debt while the amount of export is low, the amount of imports exceeds the export and the production

goods can not compete with the foreign industrial products? Even many poor countries do not yet have industrial products.

Many poor countries have huge amounts of external debt, potentially harmful to their national economies, for fear of not being able to pay interest and principal debt repayments. Increased foreign debt will be counterproductive. The use of debt is not appropriate, can not be a means of improving the national economy. Foreign debt should be controlled, if uncontrollable could have economic, security and political instability, such as: the speculation of foreign exchange, speculation in the money market and in the capital market, no stable exchange rate. The society becomes poorer. As an obvious example, Indonesia's foreign debt to gross domestic product is alarming, already more than 34%. The amount of foreign debt has exceeded Rp 4.480 trillion on June 30, 2017. Meanwhile, there was an increase in foreign debt, reaching Rp2, 000 trillion. The increase in foreign debt shows that Indonesia is highly dependent on foreign debt. The cause of the increase in the amount of foreign debt was strongly influenced by trade balance deficit and current account balance (Rachmadi, 2012) (Khair et al, 2016) (Malik et al, 2017) (Bestari, 2013).

Such a country with economic conditions can be acquired by rich countries into its colonies. A striking example, in accordance with the WB, the situation and conditions of Indonesia's external debt are very worrying and could have an adverse effect on the business and national economy, as the amount of debt already exceeds 30% of gross domestic product is already at a danger level above the fairness threshold (George, 1988) (Feder, 1977); if allowed to continue to grow, then the foreign debt will ensnare and undermine the economic order of the country. Other impacts, creditor countries and international donor agencies (IMF, World Bank, and others), may also govern and confiscate the wealth of people and Indonesia as a state. Indonesia a debtor is bound by agreements that more favorable to the lender country.

As another example, some considerations of the number of Indonesia's external debt are very worrying, among others: (1) In general, the debt to gross domestic product or debt service ratio has reached 34%, exceeding the threshold reasonable 25%. Before borrowing, Indonesia should pay attention to the ability to pay off debts at maturity. But what happens today is the debt remains to be done, even though the ability to pay off debts is weak. (2) Increased foreign debt should be able to realize the smoothness of business and economy of fair, prosperous, prosperous society, gain a sense of security and independence.

But what happens is: despite Indonesia's increasing foreign debt, people's lives are generally poor, not prosperous, and even more suffering. (3) The negative impact of increasing foreign debt is decreasing state revenues, as part of national income is used to pay interest on debt, and principal repayments. Due to the increase of foreign debt, the people are hard to live economically and the possibility of domestic slavery. The State of Indonesia is one of the examples which has the highest amount of foreign debt in ASEAN.

4. CAN NUCLEAR WEAPONS AS A BARGAINING POWER?

The poor may have built a nuclear power to have a greater bargaining position on the rich country's trade partners (Keohane et al, 1977). Building and making and possessing nuclear weapons will be respected by foreign countries, and can tend to dominate the politics and business world.

Several other developing countries have begun to realize the importance of Nuclear power. Some of them try to have the technology secretly and openly. America, Britain, France, the Soviet Union, China, became a nuclear technology ruling country and followed by Iran, Iraq, Pakistan, India and Israel, North Korea and Egypt (Sinaga, 2009).

North Korea, Iraq, Iran Cuba controls nuclear weapons as a means of suppressing international business bargaining in a better position internationally, military power supported by the mastery of Nuclear Technology makes these countries respected both Economically and Politically. Allegedly their nuclear power is able to make rich countries willing to give business equivalent profit to poor country trading partner.

Political and military power make a country able to maintain its national and international economic influence. Therefore poor countries need to develop nuclear technology in research scale, military and defense industry operations. The strength of state defense weaponry has an impact on the economic power of poor countries. The example of Iran is building its nuclear power for defense, and until now iran succeeded in becoming one of the respected countries in the world because it can not be intervened in terms of politics and economics or business by developed countries, especially the United States. Another example is India, a poor Asian country, but with Nuclear power as its country's defense, all their international political and business policies are not easy to intervene by other countries (Marsingga, 2017), as does North Korea that clearly conducts a number of trials nuclear and clearly opposed the countries of the world, especially the United States superpower, but until now not one country dare to face and intervene militarily to the poor country.

With the ability to develop and enrich uranium will raise the image and self-esteem of poor countries, will increase security of the poor and proud nation's achievements. As a simple example, Indonesia has mastered pilot uranium enrichment exploration technology with 2-ton capacity per day and uranium resources are found in Kalan, Melawai, West Kalimantan, Bangka Belitung, Mamuju, Western Sulawesi, Sibolga, North Sulawesi and Biak Papua. The potential level of uranium throughout Indonesia to date reaches 70,000 tons U308 and 125,000 tons thorium. Most likely with Indonesia's nuclear weapons will be a strong country on an international business basis.

In fact, as reported by the Antara Jakarta news agency (Antara, 2017) stated that "Russia claims to want to invest by building nuclear power plants in Indonesia", this is so that electricity supply in Indonesia is fulfilled all the way to the country. Russia has seen potential nuclear raw materials in Indonesia, so is eager to invest in Indonesia. It is clearly able to improve, strengthen international business and the economy in Indonesia or other poor countries.

The possession of nuclear weapons for poor countries as an act of deterrence if other nations intend to control their homeland. National security is undefined, meaning that everyone can use this term to share interests (Spiegel, 2004). The State Government does not normally want a defense threat on its territory. If the country's defense works actively then the country must: have a commitment, the State will punish other countries that dare to attack the country concerned. Capability, clear commitment does not mean much, if the state does not have the implementing tools. Convincing other countries that making mistakes such as attacking the state in a defensive position then the state must have the power of capability to strike back.

5. FOREIGN INVESTMENT REJECT OR INVITING?

Should poor countries dare to refuse foreign investment to better prosper the local community. Meanwhile, globalization is prospering rich countries and the rich than the poor. Globalization only benefits western interests seeking cheap natural resources owned by poor countries. Globalization is more enjoyed by western countries, while the poor countries suffer from the exploitation of economic business by rich countries.

"Globalization" is now a popular and controversial issue. The definition of globalization is translated as increasing trade fairness and FDI (Foreign Direct Investment). The aim is to

discuss whether the actual increase of trade inflows and FDI inflows is beneficial or even detrimental to the countries involved in globalization. Many argue that globalization includes opening trade and liberalization policies as well as reducing transportation costs and technology transfer. Discussions about globalization tend to hope to encourage economic growth, employment and income distribution between trading countries. But what happens is the inequality of international trade (Garrett, 2000). Rich countries gain more profit in the process of globalization, while poorer nations get a share of the profits less impact on the social problems of unemployment and poverty, differences in respect for people and workers, the consequences of environmental pollution that are very severe in poor countries. Furthermore, rich countries are getting richer and prosperous over the suffering of impoverished poor countries because of the defeat of competing international trade. Thus, for a poor country globalization is useless, even harmful.

The purpose of FDI in poor countries is not always good, and in turn has a negative impact on the business and economic growth of poor countries, even causing losses. Foreign companies managed by foreigners, their management policies in accordance with foreign interests ignore their local trading partners. Financial management is closed, financial health is hard to know by outsiders. Foreign-run natural resources often damage the environment and local social communities. Revenue is not proportional to the damage that occurs and must be borne by the government or the local community. Foreign companies are seeking profit and maximum profit is brought to their country. Income discrimination between foreign employees and local employees is evident. Production management is difficult to monitor especially in its development. Foreign companies dominate local markets, it is feared that domestic products can not compete with foreign products and lose local markets. The financial sector is increasingly unstable, worsening the outlook for long-term economic business growth. Exacerbate the balance of payments. The accumulation of wealth and business monopoly and power by a handful of people.

These negative impacts are in line with the views (Lee et al, 2006) in his article "The Social Impact of Globalization in the Developing Countries" stating that: the effects of employment can vary greatly in different regions of the world (Garrett, 2000) (Reich, 1998) the effect leads to the phenomenon of concentration and marginalization; Increased trade and FDI did not emerge as a major cause of an increase in income inequality within the country, although some evidence suggests that imports of capital goods can mean increased inequality through skills; Increased trade leads to counter economic growth and absolute poverty.

FDI is significantly negative with community welfare. Papua is a clear example, society experienced misguided, the economic suffering, the form of injustice of US investment managing PT. Freeport. Shares of PT. Freeport is controlled by Freeport Mc. Moran Cooper & Gold Inc. as much as 81.28%, while the rest PT. Indocopper Investama Corporation by 9.36% and Indonesia at 9.36%. So economic business life in Papua is not prosperous because most of its mining products are brought to America. Freeport ignores the welfare of the surrounding community; the foreign company does not care about the preservation of the environment. The remaining gold mining by Freeport has left a very large hole that is difficult to repair. Freeport's mining process has only caused economic losses to local countries, environmental degradation and conflicts with local indigenous peoples.

6. TRADING OR NO TRADING WITH ADVANCED COUNTRIES

Developing countries are powerless in the face of invasions of the rich economy. In Indonesia China invested 28.2 billion US dollars, which was partially implemented in the electricity, energy, minerals, manufacturing to transportation (Mugiono, 2016). And this causes Indonesia to deficit in its trade with China which is very fast to follow the expansive steps of

developed countries and very dare to take a comprehensive decision (Yan et al, 2010) (Hu et al, 1997) (Nolan, 2001). Trade liberalization cooperation is increasingly conducted all over the world in the form of regional or bilateral, even the five countries of Indonesia's main export markets, namely Japan, the United States, China, Korea and Singapore are actively carrying out trade liberalization cooperation.

Thirty years ago, China had no business, not even closed not to know the frenzied modernization of global competition between countries as a free market era or freedom of liberalism and freedom of neoliberalism. But now China is a great economic power: the center of manufacturing industry in the world, Africa, Asia to Latin America had been penetrated by China. The rapid growth of China's economic business is inseparable from the economic stagnation faced by the US, and the economic recovery of the EU and Japan has not yet recovered. China's economy is expected to become the center of the economy in the Asia Pacific region. Experts have predicted that in the XXI century, the Asia Pacific economy will be controlled by China.

7. PROXY WAR AND CYBER CHANGE THOUGHTS AND BUSINESS BEHAVIORS

The cyber war in sosmed as a proxy war form of winning the developed countries in international trade (Suratman, 2017). Cyber warfare can change the mindset of business decision-makers tends to approve and favor the interests of developed country businesses and the interests of groups and private interests but ignores the interests of society. Social media is the "weapon" of rich countries to build image and excite the wheels of business life of the community and as a pseudo-empowerment tool because the opponent is not visible so that the reaction is not sensitive business participants and decreased self-awareness because he felt he was not recognized by the opponent and able to become various the interests of the world community spreading ideas. If the problems that lead to a conflict brought to Social Media then the problem becomes increasingly widespread, the existing problems can not be solved and even socialized this is called the "proxy war".

The leaders of poor countries and their people are unaware that proxy wars have invaded and pitted against the process of democracy, the enforcement of human rights, music, liquor, narcotics, prostitution, free sex, promiscuity Lesbian, gay, bisexual, trans-gender (LGBT), sports, corruption (Indrawan et al, 2017), international trade exchanges that have left the society and its leaders lulled. They thought it was a natural thing to do. But the business process is politicized to master the political system prevailing in the country and then proceed easily to control the natural resources, even control the territory of poor countries. Though behind the international trade activities there is a more important issue and is approaching this decade is the threat of invasion and colonialism of China to Indonesia through international trade because of rich natural resources (Abbink, 2003). The people forget that the design of Chinese colonialism against Indonesia has entered through another proxy namely the elections of choosing leaders in Indonesia who are Chinese dolls with backing tycoons of Chinese descent who have lived first in the land of Indonesia. The concept of colonization by China is not just a mastery of business and economy but followed by the inclusion of mainland China nationally estimated at 200 million people. If this happens then every presidential election will always be won by the Chinese in Indonesia. Then the next territory of Indonesia is in the power of Chinese colonization.

The Cyber War is a serious threat especially to third world countries (Knapp et al, 2006) and is a hot conversation in the global world. According to Edward Snowden argues that the Cyber War is increasing and shifting to the paradigm of war and modern intelligence that is increasingly focused on the cyber world is characterized by the number of developed

countries that are starting to fight no longer in open areas, but the war of cyber domains with great power affecting various considerations and international business decisions by rich, poor and weak countries.

According to (Rahmawati, 2017), author of the journal Risk Management Analysis of Cyber Crime threat in increasing cyber defense (Rowe, 2007) (Pranata, 2018) concluded that advanced technology have very rapidly raises positive and negative opinions, the development of applications and the Internet have created a crime that is not less important to the conventional war that occurred (Chotimah, 2015). To address and mitigate the negative effects of technological advances This information requires an analysis to identify Risk management to find out how much the probability and consequences of cyber crime are caused.

In Jurnalaspikom.org written by Iswandi Syahputra in the writings of Virtual Democracy and Ciber's war in Social Media perspective Netizen Indonesia found 2 (two) netizen polarization that is conservative group and liberal group where both actively produce discourse, information and opinion even rumors in social media (Syahputra, 2017). This study clarifies the concept of two communications explaining the change or shift in the concept of opinion leader.

8. CONCLUSIONS

The amount of foreign debt of poor countries is growing and rising sharply, due to the huge funding needs without a careful consideration of how to repay its debt obligations. Growth of foreign debt needs to be controlled, in order to avoid the state can not afford to pay the debt.

Poor country able to build and develop nuclear technology because nuclear raw materials in their area are numerous. Poor countries should dare to take risks of strengthening nuclear weapons research, even producing nuclear weapons to show off their strengths in order to win international trade bargaining with developed countries. In addition the ultimate weapon is useful for the protection of defending the state and for deterrence from outside parties that will attack and disrupt the stability of the main security role of international trade pressure.

Poor countries experience a tendency of calculative thinking weakness, failing to detect systematic impacts that will be harvested from an international policy and agreement over the long term. Tends to be permissive. The tendency of the governments of poor countries to avoid complicated long discussions and debates requires extra energy and is ready to accommodate multiple aspirations and absorb as much public interest and participation as possible. It should be an intelligent and argumentative debate of thought that includes all the components and strategic sectors that will be involved and potentially affected by the negative impact of free trade, it will require the foundation of a solid, visionary and free trade policy that does not harm the sovereignty of the state politically and the national profit business interests. Poor countries tend to be over-confident. This factor may be based on the perspective of its government believes though poor State but has abundant natural and human resources.

The decision makers of the economy business of poor countries have been much affected by the proxy war in social media activities and siding with developed countries in international trade. Though they should side with the welfare of their people.

Social Media has an amazing ability to influence and shape public opinion that can be used as a Proxy War. The society, politics and business practice all over the world have changed due attacked by proxy war. Social media is used as an intermediary media of Proxy War of developed countries. To spread their vision and mission world leaders were using social media. Most of poor and advanced countries have used social media to deliver their concept of governance of politics, business and social life

9. SUGGESTIONS

Innovative ways to reduce the external debt of poor countries can be done in the following ways:

- Debt swap was to remove and exchange foreign debt with forest conservation.
- Debt Swap, which exchanges high-interest debt with low interest debt.
- Increase state revenue especially from taxation. The managers of poor countries should continue to make tax reforms.
- Increase taxpayer compliance, improve tax database management, and improve the integrity of tax and customs officials.

Poor countries need to consider building a nuclear power for the glory of their country in terms of politics, business and economics and to improve bargaining position against developed countries international trading partners. By possessing Nuclear power it is believed that the trade position of poor countries will be better and equal with rich countries.

Developing countries need to dare to act as well as comprehensive capitalism into the global world. It is necessary to study the strategy of China and other rich countries entering market globally, to be firm in international business process based on equally beneficial concepts. Must be more careful about foreign loans coming from rich countries to avoid the annexation of wealth and territory. Recommendations of cooperation with developed countries need to proceed but should be based on mutually beneficial cooperation.

It is better for decision makers to have extensive knowledge of proxy war so that international business decision-making is free of proxy war influences and decisions are prioritizing the interests of poor and foreign countries. It is the task of Ministerial of Defence creating cyber defense for stake holder synergy with interested parties. Risk Management Identification is required to determine the probability and consequences of Cyber crime. Cyberlaw is required for the prevention of criminal offenses and the handling of criminal acts for law enforcement of computer-related crimes. Create protection in connection with certain data so that the data may not be read by the Administrator and is only allowed for certain purposes.

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