

Abstract

Development in every region in Indonesia is significant. Because of the establishment program of the Asean Economic Community (AEC), the competition in doing business in Indonesia is not only with Indonesian company, but also with companies from outside of Indonesia.. We need to figure out a good strategy to establish cooperation contract with foreign parties that do not suffer losses. The purpose of this study is to analyze what is the reason for the selection of a joint operation agreement or sub-contract construction projects in co-operation with foreign parties in Indonesia. By using method RII (Relative Importance Index) and the correlation method using SPSS 23.0 is obtained a construction work contract joint operation is still weak construction law in Indonesia, then the selection of contract sub-contract in relationships construction contracts with foreign parties is better than joint operation.

Keywords: Joint Operation, Sub-Contract Construction Work Contract, Service Provider