

Communication Style Figure of Hajj Agus Salim in Determining Effective Strategy to Achieve Diplomacy Goals

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Abstract: Communication is an important part of everyday human life. As social beings, intercommunication between individuals, groups and individuals, as well as within and outside the country, is very necessary and requires the ability to communicate. In communication, there is negotiation as the core of diplomacy. Diplomacy emphasizes win-win solution which means win and agreement to both parties. This study as a documentary study was conducted to analyse the literature, videos, and photographs of Haji Agus Salim as a master diplomat with his skill in mastering more than nine languages, clever jokes, a keen intellectual, and extensive knowledge so as to be steadily negotiating. The results revealed that the triumph of Haji Agus Salim's diplomacy is evident in the various strategies undertaken, both on the process until the achievement of recognition. Especially regarding Indonesian independence which then recognised both as *de facto* and *de jure* by world community, which all Indonesian citizen felt very proud of.

1 INTRODUCTION

Communication is a basic activity that people do in many ways and activities. As social beings, humans always need others (Ami, 1992). By communicating, each person will understand and support one another as John Peters (Wood, 2009) suggests that communication in life will help people to understand interpersonal, to perceive each individual, and to influence each other's thoughts. The ideal communication is directly face-to-face, but it can also be indirectly using either verbal or nonverbal intermediaries (Begley, 2010).

In fact, not everyone can easily communicate, let alone what he faces is a lot of people. Vivian (2015) explained that the communication would be different if faced by thousands of people compared to talking to a friend. There are many obstacles both from the private, the other, and from the media that must be used. In direct communication body language and mimic will be seen clearly, different if in indirect communication. There is media usage, such as phone, email, or mail. Apart from the advantages and disadvantages of direct and indirect communication, there is an influence of intonation and body language when people communicate

verbally and the use of punctuation in written communication. Intonation, body language, and punctuation make one's words meaningful. Both spoken and written have tone pressures that will give rise to distinctive features and can be interpreted differently or equally by the other person. This is what is called communication style. Everyone who speaks will have different styles with each other. Liliwari (2011) explains that, in fact, each person will combine several communication styles even though there are one or two dominant styles in him.

This communication style will be used to determine the right strategy by everyone in various events. However, many who have not been able to practice the proper style of communication in everyday life so that emerges a misunderstanding that triggered the conflict. One real example occurred in college. Students are less able to communicate the message well so that many misunderstandings occur, both among the students themselves, with the lecturers, and the campus. Of course this is very harmful and unpleasant for both parties and hinder the achievement of learning objectives.

On the other hand, if appropriate, communication styles will benefit because the core of communication is the element of negotiation and

negotiation is the art and practice of diplomacy. Djelantik (2015) insists that diplomacy requires both parties to the conflict to win and an agreement between them. But the facts in diplomacy can be a mistake in negotiations because (1) are unaware of the situation, (2) misunderstanding the process, and (3) lacking negotiation skills. One of the nation's leaders who have the best communication style is Haji Agus Salim. In a book written by the Warning Committee (1996) it is explained that his ability to master more than nine languages, extensive experience, the ability to joke is a valuable asset from Haji Agus Salim. With a flexible communication style, humorous, assertive, Haji Agus Salim is known as a scholar, expert foreign languages, and a great debater. One of the most phenomenal of his services, is able to negotiate with the Dutch, diplomacy with PM Nokhrashi Pasha from Egypt and other Arab countries so that Indonesia's independence is recognized *de facto* and *de jure*.

Seeing the various skills and expertise in diplomacy, came the thought to gather the important knowledge of the various diplomatic events conducted by Haji Agus Salim. This important knowledge will contribute knowledge to students in the science and practice of speaking skills, both within academia and general public.

2 METHODOLOGY

Qualitative approach used in this research with descriptive analysis. According to Sukmadinata (2011), qualitative descriptive research is aimed to describe and describe the existing phenomena, both natural and human engineering, which concern more about the characteristics, quality, and interrelationship between the activities.

In addition, descriptive research does not provide treatment, manipulation, or alteration to the variables studied, but rather describes a condition as it is. The only treatment given is only the research itself, which is done through collecting techniques with documentary studies that collect documents and data needed in the research problem and studied intensely so as to support and increase the confidence and proof of an event. This documentation is in the form of literature, video, and photographs.

Qualitative descriptive research is a series of activities to obtain data that is what it is without any in certain conditions, the result is more emphasis on meaning.

3 RESULTS

The research findings generated in needs analysis serve as the basis for collecting, understanding, and assessing data as a form of support to improve the quality of learning and the quality of learners.

Comprehensively, this research is part of a strategic step in achieving the quality and quality of education by optimizing the ability of students to skilled in Indonesian language, namely the skills of speaking so as to apply it on campus or outside campus. Documentation studies conducted in this study are in accordance with the results of studies of literatures, videos, and photographs obtained from reliable sources. The following is presented research data relating to the communication style of Haji Agus Salim in determining the effective strategy to reach the goal of diplomacy.

3.1 Haji Agus Salim in Political, Organizational, and Government Activities

Haji Agus Salim's data is quoted from Tempo Magazine, Issue 12-18 August 2013, ISSN: 0126-4273, among others:

- 1905-1911 works at the Dutch Consulate in Jeddah, Saudi Arabia, as well as deepening Islam and Hajj;
- 1912-1915 founded the private Hollandsch-Inlandsche School (HIS) in Koto Gadang;
- 1915 became the Central Executive of the Central Sarekat Islam;
- 1917 became Neratja Daily reporter for a year, worked at Balai Pustaka until 1919, then became editor of Bataviaasch Nieuwsblad;
- 1921-1924 became a member of the Volksraad (People's Council) as a representative of the Sarekat Islam;
- 1927 with H.O.S. Tjokroaminoto published the Fadjar Asia daily, then headed the Mustika daily in Yogyakarta in 1931-1932;
- 1933 became Chairman of the Board of the Indonesian Sarekat Islam Party, but came out three years later and founded the Alert Party;
- 1940-1945 Disabled from politics and charcoal trade;
- 1945 becomes a member of the Indonesian Agency for the Preparation of Indonesian Independence;
- 1945-1946 became a member of the Supreme Advisory Council of the Republic of Indonesia. After that, he became a foreign minister several times;

- April 4, 1947 Chairman of diplomatic missions to the Middle East and attending the United Nations Security Council meeting;
- 19 December 1948 Dutch captured him along with Sukarno and Hatta, exiled them to Berastagi, Parapat, Bangka and just returned to the capital of Yogyakarta on July 6, 1949;
- January 17, 1953 became a guest lecturer of Islamic religion at Cornell University, Ithaca, and attended the Islamic Symposiums at Princeton University. Back to Indonesia on 26 November 1953;
- 4 November 1954 Agus Salim dies at 4 pm at Jakarta hospital after a few days of sickness. The next day he was buried in Kalibata Hero Cemetery, Jakarta;
- December 27, 1961 Haji Agus Salim is designated as a Hero of Independence.

3.2 Haji Agus Salim in Various Negotiations

The first international *de jure* recognition by Egypt over the sovereignty of Indonesia and then backed by the Arab countries (Lebanon, Syria, Iraq, Saudi Arabia and Yemen) respectively to the proclamation of Indonesian Independence August 17, 1945 evidence of the cold hand of Haji Agus Salim. Furthermore, Haji Agus Salim appeared confident by clenched his hands on the UN Security Council stage (Tempo, 2013).

According to Agung (1983), when the Dutch conducted a military offensive, Indonesia politically rose to its rank. The Arab League sent its special envoy to Jogja at the beginning of February 1947. It was responded intelligently by Indonesia in various state visits with delegations under the leadership of Haji Agus salim to Cairo, Egypt, Damascus (Syria), Baghdad. Haji Agus Salim, moved quickly and intelligently by looking at the situation when the Dutch conducted Military Aggression 1, made various state visits so that the Saudi Arabian Government initially hesitantly became steadfast to recognize *de jure* RI.

Salim was instrumental in various negotiations. Its role, both in the Renville agreement and the Linggarjati Agreement, is very meaningful in the negotiation settlement, although it is not considered official (Santosa, 2009).

3.3 The ability of Haji Agus Salim

In a book compiled by the Warning Committee (1996) Haji Agus Salim mastered about a dozen languages, including Dutch, English, German, French, Arabic, and a little Japanese and Turkish. On page 137, Haji Agus Salim in official friendship visits supporting Indonesia. Pak Salim has three lectures in different languages, French at the Royal Geographic Institute, English in the Hall of Fouad I University (Cairo University now) and Arabic in the Union Building of Journalists of Egypt).

Prof. Schermerhon, the Dutch representative in the Linggarjati Negotiations has his own testimony of Haji Agus Salim written in his diary, Monday night, October 14, 1946, 21.15 pm, as a very intelligent person, a genius in language, speaks and writes perfectly in nine languages (Santosa, 2009). In addition, in Merdeka (2013) Britain and France praised his English and French proficiency when Agus Salim attended the International Labour Conference in Geneva which ousted him as an adviser to the Dutch labour delegation.

3.4 Effective Strategy of Haji Agus Salim in Diplomacy

In the history of Indonesia, Haji Agus Salim is remembered as an Islamic thinker, movement figure, and as "Grand Old Man of the Republic" for his role in the history of the independence revolution (1945-1949) (Suradi, 2014). In addition Pak Salim is also considered not only a master diplomat, but also the first Indonesian diplomat (Salam, 1964).

According to Zulkifli (2013), Haji Agus Salim's magnificent diplomacy ability is also can be measured from his negotiating skills with the Dutch and Egyptians so that Egypt recognizes the *de jure* of Indonesian independence. The next strategy, Haji Agus Salim made a visit to the Arab countries as a reply visit mission. Done with diplomatic missions to the Arab countries, Haji Agus Salim's journey continues to the United States, as full representative of Indonesia to talk to the UN Security Council if the Indonesian dispute with the Dutch is discussed. Success is gained by the diplomatic skill of Haji Agus Salim, Sutan Sjahrir, Charles Tambu, Soedjatmoko, and Suminto Djojohadikusumo.

Haji Agus Salim is known as a diplomat, a lively debater, and sharp in criticism. Flexibility in communicating, arguing, parrying when attacked by the other person, immediately answered if interrupted, and able to make his opponent as a laughing stock. Straightforward speech is able to

provoke other countries to hold special conversations, such as with England. Even the Dutch recognize Hajj Agus Salim as a native-born native diplomat (Santosa, 2009).

4 DISCUSSION

4.1 Communication Style of Hajj Agus Salim in Diplomation

A diplomat like Hajj Agus Salim possesses the most powerful interpersonal style of communication skills to change one's attitudes, opinions, and behaviours for several reasons:

- Hajj Agus Salim as a communicator who can immediately know the frame of reference communicant fully and intact;
- Intellectual ability in dialogical communication in which the communicator can directly communicate his style;
- Communication face to face each other, Hajj Agus Salim witnessed facial expressions, attitudes, gestures as a nonverbal language in the process of communication took place.

The nation's leaders use mouth and tongue to fight for the fate of the people, the nation, and the state of Indonesia. Hajj Agus Salim is well-deserved as a nation figure with his communication style striving to prepare for Indonesian independence, forming the basis of the state, active in the independence of Indonesia, and maintaining independence. He realized that Indonesia was free from colonialism to recognize the whole country de facto and de jure. People of this nation as a very genius in communicating and has a lot of experience capable of convincing other countries to recognize the independence of Indonesia.

Hajj Agus Salim is a communications diplomacy expert from an early age. Its competency is so remarkable that he is famous as the Father of Indonesian Diplomacy. In addition Hajj Agus Salim's nickname was "The Grand Old Man Hajj Agus Salim" and as "Father of Nations for the People of the Nation".

4.2 Effective Strategy Used by Hajj Agus Salim Nationals to Achieve Diplomacy Goals

Diplomats met intensive face-to-face to work together by expressing one's preferences and

competition to avoid misunderstanding. When negotiating, what is spoken and emotional cues from diplomats is taken seriously. The choice of words, the tone of speech, and the movement of one's body and hands carries emotional information that reflects how one perceives the situation (Wong, 2016).

The role and function of diplomats is one of the factors that determine the success of a diplomatic mission, therefore there are various conditions that must be owned by a diplomat. Roy (1991) revealed that there are three main requirements that must be owned by a diplomat, namely: (1) Communication. A diplomat must be able to communicate well in carrying out diplomatic missions, especially mastering the language aspects because language is the most important communication tool in the international order. (2) Personality and intellectual level. A diplomat is required to have a personality that is disciplined and responsible in carrying out diplomatic missions, because the attitude and appeal of a diplomat can affect the judgment of others against him. This is an important requirement because diplomats are regarded as eyes, ears, and mouths to represent their country in dealing with other countries. (3) Negotiations. This is the most important requirement, because a diplomat must be able to sell his country's foreign policy objectives and thus be required to have good negotiating skills in order to achieve the interests of his country (Roy, 1991). Negotiation is an attempt to reach an agreement with the opposite of the negotiation so that the goal is reached.

Hajj Agus Salim as an effective communicator that has credibility and attractiveness. Credibility is determined by the degree of skill, experience, skill, honesty and position. This credibility increases the power of opinion change, attitudes, and actions of the communicant. (Shoelhi, 2011) The credibility of Hajj Agus Salim is determined by the expertise of communicative language and the art of speaking. Experience diplomacy and live abroad, interesting speaking and gesture, honesty proved that he is also a scholar so that the title of Kiayi Hajj Agus Salim, and served as Chairman of the Party of Sarikat Islam and by government as Minister of Foreign Affairs.

The attraction is determined by the degree of ability to give beliefs in harmony with the ratio and the way of thinking (Shoelhi, 2011). A person with a capability on the level of Hajj Agus Salim's ability to give beliefs in harmony with the ratio and the way of thinking of the communicant. The appeal of Hajj Agus Salim is able to motivate communicant to pay attention and follow what communicator said in the effort of opinion formation and behaviour change.

This is evident in the leadership of the countries of Egypt, India, and Arab countries recognize the independence of Indonesia.

Effective communication according to Shoelhi (2011) is communications made with his communicant's language. Haji Agus Salim is able to speak Dutch, English, German, French, Arabic, Japanese and Turkish. If you look at Haji Agus Salim mastered 3 of the 5 official languages of the United Nations namely English, French, Arabic, German, and Russian.

Good language mastery is not sufficiently demonstrated by the mastery of grammar, its rules, the mastery of vocabulary and oral spoken tongue, but also the knowledge of language and language (Shoelhi, 2011). Language is a system of symbols of arbitrary sound (the absence of a relationship between the symbol of sound and the object) produced by the human speech utensil and used by the communications, cooperation and self-identification society. In communicating using the language in its delivery. Language has several functions, including as a tool to communicate with fellow human beings, tools to work with fellow human beings, tools to identify themselves. Basically, language as a communication tool is not only verbally, but also uses hand sign language or other body parts.

5 CONCLUSIONS

Haji Agus Salim known as The Grand old Man has the ability of the most powerful interpersonal communication style to change attitude, opinion, and behaviour so that people can be influenced as proven by his achievement to get the recognition of Indonesian independence both *de facto* and *de jure*.

The ability of diplomacy is demonstrated by the effective strategy of Haji Agus Salim figure who has good communication skills, excellent personality, and high intellectual level, also magnificent negotiating skill. This is supported by his ability to convince opponents with expertise, experience, skills, honesty and position, and also his mastery of more than nine languages as a provision to negotiate.

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