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The Impact Of Synergy In Addressing Destructive Fishing By The Directorate Of Water And Air Police Of The South Kalimantan Regional Police, Along With The Level Of Trust From Fisherfolk, On The Stability Of Security And Public Order In The Waters Of South Kalimantan

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Abstract

Negotiation is an important factor in the process of decision-making and communication. Amidst a complex working environment, there is a dire need for negotiation skills amongst the working community. The subtle mix of skills namely listening, questioning, confidence, and creditability are the dire need of society to succeed in the business. For a successful business startup, negotiation technique plays an effective and efficient role. Good negotiation technique aims in building better relationships. In addition, it also intends to provide quality solutions to the existing problems that arise in the business environment. It soothes future problems and conflicts. This inherent quality enhances business understanding amongst the society. This article tries to analyze the necessity for negotiation techniques in the world of business communication. Further, it draws the importance and analyzes the strategic need for negotiation as a great asset in today's business world.

Keywords:Communication, conflict management, goal setting, clear vision.

INTRODUCTION

The marine and fisheries sector is a strategic economic pillar that makes a significant contribution to Indonesia's national Gross Domestic Product (GDP), generating a value of IDR 555,041.20 billion in 2023. In addition to its role as a foreign exchange earner, coastal areas serve as living spaces for approximately 15.39% of villages in Indonesia that are directly adjacent to the sea. South Kalimantan Province, which is strategically located within the Fisheries Management Areas of the Republic of

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Indonesia (WPPNRI) 712 (Java Sea) and 713 (Makassar Strait), possesses highly promising capture fisheries potential, with a marine area covering 14,048.08 km². This sector serves as a primary source of livelihood for fishers who depend on the rich marine biological resources of Banua.



Figure 2. Zonal Allocation of Measured Fishing Areas in WPPNRI Based on Quotas
Source: Ministry of Marine Affairs and Fisheries (KKP), 2026.

However, the ideal conditions for sustainable marine resource management are currently facing serious deviations that threaten regional stability. Empirical data indicate that capture fisheries production in South Kalimantan has experienced an average annual decline of 14%. Quantitatively, fish production reached 179,696 tons in 2017 but declined to 158,250 tons in 2024. This decline serves as a macro-level indicator of extensive marine ecosystem degradation, as evidenced by the fact that 56.39%, or approximately 76,766.85 hectares, of mangrove areas have been damaged, while 20.13% of coral reefs across 266 marine locations in South Kalimantan are in critical condition. This environmental degradation is driven by the widespread practice of destructive fishing, involving the use of prohibited fishing gear, such as cantrang nets, modified pocket seine nets (Jaring Tarik Berkantong or JTB) operated by fishers from outside the region, and bottom lampara nets used by local fishers.

These security disturbances at sea have consequences not only for the environment but also trigger intense horizontal social conflicts. Over the past decade

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(2014–2025), at least five incidents involving the burning of fishing vessels by groups of local fishers have occurred as a form of protest against the use of destructive fishing gear by fishers from Central Java and East Java. Notable conflict locations include the waters of Kerayaan (2014), Batakan (2016), the waters of Jorong (2021–2022), and Sambar Gelap Island (2022). This disparity indicates that the fishing zone management policy stipulated in Minister of Marine Affairs and Fisheries Regulation No. 36 of 2023 has not been fully and effectively implemented in the field, resulting in friction between groups of fishers that threatens the maintenance of public order and security (keamanan dan ketertiban masyarakat, or kamtibmas) in marine areas.

In efforts to maintain such stability, the role of the Directorate of Water and Air Police of the South Kalimantan Regional Police (Ditpolairud Polda Kalsel) is crucial. In terms of performance, the directorate has demonstrated outstanding achievements by ranking first nationally in the investigation of fisheries crimes during the February–April 2025 period, with a total of 15 cases. Furthermore, throughout the first quarter of 2025, the institution conducted 6,117 operational activities, including patrols, community engagement, and public awareness campaigns. However, the high number of law enforcement actions (repressive measures) has not yet translated proportionally into a reduction in the number of violations at sea. This phenomenon indicates underlying problems in the synergy of destructive fishing enforcement. Interagency coordination among the Directorate of Water and Air Police, the Marine and Fisheries Service (Dinas Kelautan dan Perikanan, or DKP), and the Marine and Fisheries Resources Surveillance Agency (Pengawasan Sumber Daya Kelautan dan Perikanan, or PSDKP) continues to face serious obstacles, particularly limited human resources. South Kalimantan Province has only six Fisheries Civil Servant Investigators (Penyidik Pegawai Negeri Sipil, or PPNS) responsible for fisheries enforcement across a jurisdiction extending up to 12 nautical miles offshore.

In addition to the Directorate of Water and Air Police of the South Kalimantan Regional Police (Ditpolairud Polda Kalimantan Selatan), the Marine and Fisheries Service (Dinas Kelautan dan Perikanan), and the Marine and Fisheries Resources Surveillance Agency (Pengawasan Sumber Daya Kelautan dan Perikanan, or PSDKP), addressing destructive fishing in the waters of South Kalimantan also requires the involvement of other maritime security agencies, particularly the Indonesian Navy through the Banjarmasin Naval Base (Pangkalan TNI AL or Lanal Banjarmasin) and the Maritime Security Agency of the Republic of Indonesia (Badan Keamanan Laut Republik Indonesia, or Bakamla RI) through the Banjarmasin Bakamla Post. Both agencies play strategic roles in supporting maritime security through patrols, maritime surveillance, information exchange, and joint operational support in addressing various forms of unlawful activities at sea. The involvement of multiple maritime security actors is

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essential, considering the extensive maritime territory of South Kalimantan, its strategic shipping routes, and the potential violations involving the exploitation of marine resources.

On the other hand, the level of fishers' trust in law enforcement agencies and local government is a key determinant of legal compliance. According to validated data from 2024, the regulatory compliance rate among fishers in South Kalimantan reached only 16.30%, representing 3,220 compliant fishers out of a total of 19,749. This low compliance rate is rooted in declining levels of trust among coastal communities in the government's commitment to ensuring fair treatment, particularly regarding the transparency of fishing zone allocations between small-scale fishers (5 GT) and industrial vessels (over 30 GT) originating from outside the region. Traditional fishers feel alienated by central government regulations, which they perceive as favoring the interests of large-scale industries, ultimately fostering apathy toward formal regulations.

Theoretically, drawing on Ralf Dahrendorf's Conflict Theory, social stability within a societal structure can only be achieved through effective conflict management and consensus-building. In the context of maritime security, the perception of safety is a primary predictor, contributing 71% to the development of public trust in police presence. Therefore, integrated law enforcement synergy encompassing pre-emptive, preventive, and repressive measures is an essential prerequisite for rebuilding public trust among fishers and mitigating the potential for horizontal conflict.

Given the urgency of these issues, a scientific study is needed to precisely measure the relationships among these variables using a quantitative approach. This study aims to empirically determine whether strengthening synergy among law enforcement agencies and increasing public trust among fishing communities can significantly improve the maintenance of public order and security (keamanan dan ketertiban masyarakat, or kamtibmas) in the waters of South Kalimantan. Without data-driven policies grounded in accurate quantitative evidence, efforts to address destructive fishing will remain fragmented and fail to resolve the root causes of maritime security problems.

Based on this background, the author conducted a study entitled: "The Effect of Synergy in Addressing Destructive Fishing by the Directorate of Water and Air Police of the South Kalimantan Regional Police (X1) and the Level of Fishers' Trust (X2) on the Maintenance of Public Order and Security in the Waters of South Kalimantan (Y)."

METODE

Research Design

This study employs a mixed-methods approach, combining quantitative and qualitative methods. The quantitative approach is used to analyze the effects of the

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Synergy in Addressing Destructive Fishing by the Directorate of Water and Air Police of the South Kalimantan Regional Police (Ditpolairud Polda Kalimantan Selatan) (X1) and the Level of Fishers' Trust (X2) on the Maintenance of Public Order and Security (Kamtibmas) in the waters of South Kalimantan (Y). Quantitative data are collected through questionnaires and analyzed using linear regression with the assistance of SPSS Statistics version 31. Meanwhile, the qualitative approach, involving observation, documentation, and expert interviews, is employed to strengthen the statistical findings and formulate strategies through SWOT analysis.

Population and Sample

The study population consists of 803 individuals representing stakeholders involved in addressing destructive fishing and maintaining maritime public order and security. These include the South Kalimantan Regional Police's Directorate of Water and Air Police (Ditpolairud Polda Kalimantan Selatan), the South Kalimantan Provincial Marine and Fisheries Service (DKP), the Marine and Fisheries Resources Surveillance Agency (PSDKP), the Indonesian Navy's Banjarmasin Naval Base (Lanal Banjarmasin), the Banjarmasin Maritime Security Agency Post (Pos Bakamla Banjarmasin), and representatives of fishing communities from 13 regencies in South Kalimantan. The sample is selected using probability sampling with a proportionate stratified random sampling technique. The sample size is determined using Slovin's formula with a 5% margin of error, yielding 267 respondents. The sample is proportionally allocated across each stakeholder group to ensure that all population strata are represented.

Sources and Types of Data

The research data consist of primary and secondary data. Quantitative primary data are collected through questionnaires administered to 267 respondents, while qualitative primary data are obtained through in-depth interviews with expert informants selected using purposive sampling. Secondary data are derived from operational reports of the Directorate of Water and Air Police (Ditpolairud), statistical data from the Marine and Fisheries Service (DKP) and the Ministry of Marine Affairs and Fisheries, reports from the Marine and Fisheries Resources Surveillance Agency (PSDKP), laws and regulations, and relevant scientific literature. The quantitative data include nominal data describing respondent characteristics and ordinal data obtained through a Likert scale. Qualitative data consist of interview findings, observations, and documentation, which are subsequently classified into strengths, weaknesses, opportunities, and threats for SWOT analysis.

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Research Instruments

The primary research instrument is a structured questionnaire employing a five-point Likert scale, ranging from Strongly Disagree (1) to Strongly Agree (5). The instrument consists of 27 statement items, with nine items allocated to each of the following variables: Synergy in Addressing Destructive Fishing (X1), Level of Fishers' Trust (X2), and Maintenance of Public Order and Security (Y).

The questionnaire is distributed through Google Forms and is initially pilot-tested on respondents outside the research sample who possess similar characteristics. The pilot test is conducted to ensure the validity and reliability of the instrument before it is used in the main study.

Data Collection Techniques

Data collection is carried out using four techniques: questionnaires, structured observation, document analysis, and expert interviews. Questionnaires serve as the primary source of quantitative data, while non-participant observation is conducted to examine operational coordination, public outreach, complaint handling, and interactions with fishing communities. Document analysis is used to obtain supporting data, including operational reports, fisheries statistics, surveillance data, and relevant regulations. Semi-structured interviews are conducted with experienced officials or personnel from relevant institutions and fishing community leaders to explore coordination barriers, factors influencing fishers' trust, and internal and external factors for strategy development.

Data Collection Procedures

The research is conducted through several stages, including administrative preparation, instrument pilot testing, research socialization, field data collection, and data verification and processing. After the questionnaires have been collected, the responses are checked for completeness, the data are cleaned, respondents are coded, and the data are tabulated before statistical analysis is performed.

Data Processing Techniques

Quantitative data are processed using SPSS Statistics version 31. The initial stage involves validity testing using the Pearson Product-Moment correlation and reliability testing using Cronbach's Alpha. Statement items are considered valid if the calculated rrr-value exceeds the critical rrr-value and the significance level is less than 0.05. The instrument is considered reliable if Cronbach's Alpha is ≥ 0.60.

Once the instrument has been established as valid and reliable, the data are subjected to further statistical analyses, including classical assumption tests, correlation

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analysis, regression analysis, the ttt-test, the FFF-test, the coefficient of determination, and the Beta coefficient.

Classical Assumption Tests

Classical assumption tests are conducted before multiple linear regression analysis and include normality, multicollinearity, and heteroscedasticity tests. Residual normality is assessed using the One-Sample Kolmogorov–Smirnov test and the Normal P–P Plot. Multicollinearity is evaluated based on Tolerance values greater than 0.10 and VIF values below 10. Meanwhile, heteroscedasticity is examined using the Glejser test and a scatterplot. The model is considered free from heteroscedasticity if the significance value is greater than 0.05.

Correlation Analysis

Correlation analysis employs the Pearson Product-Moment correlation coefficient to measure the direction and strength of the relationships between the independent variables X1 and X2 and the dependent variable Y. Correlation coefficients range from −1 to +1, with the relationship considered statistically significant if the significance value is less than 0.05.

Regression Analysis

Regression analysis is used to determine the magnitude of the effects of the independent variables on the maintenance of public order and security (Kondusivitas Kamtibmas). This study employs simple linear regression to examine the effects of X1 on Y and X2 on Y separately, as well as multiple linear regression to determine the simultaneous effects of X1 and X2 on Y. The multiple regression equation used is: Y=a+b1X1+b2X2 The regression coefficients are used to determine the direction and magnitude of the effect of each independent variable, while the Standardized Coefficients Beta are used to compare the relative strength of the effects of X1 and X2.

t-Test

The t-test is used to examine the partial effect of each independent variable on the maintenance of public order and security (Kondusivitas Kamtibmas). The hypothesis is accepted if the significance value is less than 0.05 or the absolute calculated t-value exceeds the critical t-value. The test examines the individual effects of Synergy in Addressing Destructive Fishing (X1) and the Level of Fishers' Trust (X2) on Y.

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F-Test

The F-test is used to determine the simultaneous effects of X1 and X2 on the maintenance of public order and security (Kondusivitas Kamtibmas). The model is considered statistically significant if the significance value (Sig.) is less than 0.05 or the calculated F-value exceeds the critical F-value. This test is also used to assess the overall suitability of the regression model.

Coefficient of Determination

The coefficient of determination is used to determine the extent to which X1 and X2 explain the variation in the maintenance of public order and security (Kondusivitas Kamtibmas). In multiple regression analysis, the Adjusted R Square value is used because it accounts for the number of independent variables included in the model. A higher Adjusted R Square value indicates a greater contribution of the independent variables in explaining the dependent variable.

Beta Coefficient Test

The Standardized Coefficients Beta are used to identify the independent variable with the most dominant effect on the maintenance of public order and security (Kondusivitas Kamtibmas). The variable with the largest absolute Beta coefficient and a significance value of less than 0.05 is considered to have the strongest relative effect on the dependent variable (Y).

SWOT Analysis

SWOT analysis is used as a supporting qualitative analytical technique to deepen the quantitative findings and formulate strategies for addressing destructive fishing. SWOT data are obtained through in-depth interviews with expert informants and classified into four categories: Strengths, Weaknesses, Opportunities, and Threats. Internal and external factors are subsequently analyzed using the Internal Factor Analysis Summary (IFAS) and External Factor Analysis Summary (EFAS) matrices by assigning weights, ratings, and scores. The results are used to determine the organization's position within the SWOT quadrant and formulate alternative SO, WO, ST, and WT strategies.

Strategy Formulation Using the Ends, Ways, and Means Framework

The strategies derived from the SWOT analysis are subsequently translated into the Ends, Ways, and Means framework. Ends describe the objectives or desired end state to be achieved; Ways refer to the strategies or methods used to achieve these objectives; and Means represent the resources and operational actions required for

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implementation. This framework is used to develop practical policy recommendations, strategies, and measures to strengthen synergy in addressing destructive fishing, enhance fishers' trust, and maintain public order and security (Kamtibmas) in the waters of South Kalimantan.

RESULT

Negotiation leads to solving disputes and arguments in the business setup which may, in turn, worsen the working atmosphere, if it is unsolved. Negotiators are expected to explore numerous alternatives in solving a problem. To ease the task of finding numerous alternatives, negotiators have to excel in better communication. Negotiation skill is the key for getting on in the workplace setup and it further aids in resolving conflicts. In the lieu of maintaining relationships, it is highly essential to resolve conflict. Negotiation skills can be categorized under soft skills. The sub-skills associated with negotiation include communication skills, persuasive skills, planning skills, strategizing skills, and cooperating skills.

Respondent Characteristics

Data were collected in two stages: a pilot study involving 30 respondents to test the feasibility of the research instrument, followed by the main data collection involving 267 respondents. The respondents were drawn from six stakeholder groups involved in the management of security and aquatic resources in South Kalimantan.

Table 1. Distribution of Respondents by Institutional Group

No.	Respondent Group	Number	Percentage
1	South Kalimantan Regional Police Directorate of Water and Air Police (Ditpolairud Polda Kalimantan Selatan)	81	30,34%
2	South Kalimantan Provincial Marine and Fisheries Service (DKP)	56	20,97%
3	South Kalimantan Marine and Fisheries Resources Surveillance Agency (PSDKP)	2	0,75%
4	Indonesian Navy, Banjarmasin Naval Base (Lanal Banjarmasin)	80	29,96%
5	Banjarmasin Maritime Security Agency Post (Pos Bakamla Banjarmasin)	5	1,87%
6	Representatives of Fishing Communities in South Kalimantan	43	16,10%
	Total	**267**	**100,00%**

Sumber: Hasil pengolahan data primer, 2026.

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The respondent composition was dominated by the South Kalimantan Regional Police Directorate of Water and Air Police (Ditpolairud Polda Kalimantan Selatan), accounting for 30.34%, and the Indonesian Navy's Banjarmasin Naval Base (Lanal Banjarmasin), accounting for 29.96%. Meanwhile, the South Kalimantan Provincial Marine and Fisheries Service (DKP) accounted for 20.97%, while representatives of fishing communities accounted for 16.10%. This composition demonstrates the representation of law enforcement agencies, fisheries sector authorities, surveillance agencies, maritime defense and security forces, and fishing communities.

Instrument Validity Test

The validity test was conducted on 30 respondents using the Pearson Product-Moment correlation. With df = 28 at a 5% significance level, the critical r-value (rtabler_{\text{table}}rtable) was 0.361. An instrument item was considered valid if the calculated r-value (rcalculatedr_{\text{calculated}}rcalculated) was greater than 0.361 and the significance value was less than 0.05.

Table 2. Summary of Instrument Validity Test Results

Variable	Number of Items	Range of Calculated r-Values	Critical r-Value	Sig.	Result
Synergy in Destructive Fishing Prevention and Enforcement (X1)	9	0,863–0,962	0,361	0,001	All items are valid
Fishers' Level of Trust (X2)	9	0,924–0,971	0,361	0,001	All items are valid
Public Order and Security (Kamtibmas) Stability (Y)	9	0,868–0,955	0,361	0,001	All items are valid

The results indicate that all 27 statement items met the validity criteria and could therefore be used for the main data collection. A further validity test involving 267 respondents also showed that all items remained valid, with calculated r-values ranging from 0.906 to 0.941 and a significance value of 0.001.

Instrument Reliability Test

Instrument reliability was tested using Cronbach's Alpha. The instrument was considered reliable if the Cronbach's Alpha value was ≥ 0.60.

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Table 3. Instrument Reliability Test Results

Variabel	Number of Items	Cronbach's Alpha	Interpretation
Synergy in Destructive Fishing Prevention and Enforcement (X1)	9	0,981	Very high
Fishers' Level of Trust (X2)	9	0,986	Very high
Public Order and Security (Kamtibmas) Stability (Y)	9	0,976	Very high

All variables had Cronbach's Alpha values above 0.90, indicating that the instrument demonstrated very high internal consistency. Reliability testing repeated with 267 respondents yielded Alpha values of 0.978 for X1, 0.986 for X2, and 0.976 for Y. Therefore, the instrument was considered consistent and reliable.

Classical Assumption Tests

Before conducting regression analysis, the model was first tested for normality, multicollinearity, and heteroscedasticity.

Table 4. Summary of Classical Assumption Test Results

Test	Indikator	Result	Criteria	Conclusion
Normality	Asymp. Sig. Kolmogorov-Smirnov	0,200	> 0,05	Residuals are normally distributed
Multikolinearitas X1	Tolerance / VIF	0,823 / 1,215	Tolerance > 0,10; VIF < 10	No multicollinearity detected
Multikolinearitas X2	Tolerance / VIF	0,823 / 1,215	Tolerance > 0,10; VIF < 10	No multicollinearity detected
Heteroskedastisitas X1	Sig. Glejser	0,628	> 0,05	No heteroscedasticity detected
Heteroskedastisitas X2	Sig. Glejser	0,768	> 0,05	No heteroscedasticity detected

These results indicate that the residuals are normally distributed, no multicollinearity was detected between X1 and X2, and no signs of heteroscedasticity

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were found. Therefore, the model satisfies the assumptions required for regression analysis.

The Effect of Synergy in Destructive Fishing Prevention and Enforcement on Public Order and Security (Kamtibmas) Stability

The simple linear regression results indicate that synergy in destructive fishing prevention and enforcement (X1) has a positive and statistically significant effect on public order and security (Kamtibmas) stability (Y).

Table 5. Results of the Partial Regression Analysis of X1 on Y

Variabel	B	Std. Error	Beta	Calculated t-value	Sig.
Konstanta	9,498	1,485	–	6,396	0,001
X1	0,718	0,045	0,699	15,913	0,001

The resulting regression equation is: Y = 9.498 + 0.718X1

The positive coefficient of 0.718 indicates that every one-unit increase in synergy in destructive fishing prevention and enforcement is associated with a 0.718-unit increase in public order and security (Kamtibmas) stability. The calculated t-value of 15.913 exceeds the critical t-value of 1.969, and the significance value of 0.001 is less than 0.05, indicating that the effect is statistically significant. The correlation coefficient (R = 0.699) indicates a strong relationship, while the coefficient of determination (R^2 = 0.489) indicates that synergy in destructive fishing prevention and enforcement partially explains 48.9% of the variation in Kamtibmas stability.

The Effect of Fishers' Level of Trust on Public Order and Security (Kamtibmas) Stability

The simple linear regression results also indicate that fishers' level of trust (X2) has a positive and statistically significant effect on Kamtibmas stability.

Table 6. Partial Regression Results of X2 on Y

Variabel	B	Std. Error	Beta	t Hitung	Sig.
Konstanta	11,377	1,476	–	7,706	<0,001
X2	0,658	0,045	0,671	14,734	<0,001

The resulting regression equation is: Y = 11.377 + 0.658X2.

The coefficient of 0.658 indicates that a one-unit increase in the Level of Fishermen's Trust will increase Public Order and Security (Kamtibmas) Stability by 0.658 units. The calculated t-value of 14.734 is greater than the critical t-value of 1.969, and the significance value of

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Table 7. Simultaneous Test Results (ANOVA)

Source	Sum of Squares	df	Mean Square	F	Sig.
Regression	8760,503	2	4380,251	257,950	0,001
Residual	4482,988	264	16,981	–	–
Total	13243,491	266	–	–	–

The calculated F-value of 257.950 is greater than the critical F-value of 3.03, with a significance value of 0.001 < 0.05. This indicates that X1 and X2 simultaneously have a statistically significant effect on Public Order and Security (Kamtibmas) Stability.

Multiple Linear Regression Equation

The estimated multiple regression coefficients are presented as follows.

Table 8. Multiple Linear Regression Coefficients

Variabel	B	Std. Error	Beta	Calculated t-value	Sig.
Constant	1,367	1,398	–	0,978	0,329
Synergy in Addressing Destructive Fishing (X1)	0,521	0,041	0,506	12,833	0,001
Level of Fishermen's Trust (X2)	0,449	0,039	0,458	11,611	0,001

The resulting multiple regression equation is: Y = 1.367 + 0.521X1 + 0.449X2.

The X1 coefficient of 0.521 indicates that every one-unit increase in synergy, while X2 remains constant, will increase Public Order and Security (Kamtibmas) Stability by 0.521 units. Meanwhile, the X2 coefficient of 0.449 indicates that every one-unit increase in the Level of Fishermen's Trust, while X1 remains constant, will increase Public Order and Security (Kamtibmas) Stability by 0.449 units. Both variables have positive and statistically significant effects. However, based on the standardized regression coefficients (Beta), the Beta value for X1 (0.506) is higher than that for X2 (0.458). Therefore, Synergy in Addressing Destructive Fishing is the relatively most dominant variable influencing Public Order and Security (Kamtibmas) Stability.

Correlation and Determination Coefficients

Table 9. Model Correlation and Determination Coefficients

R	R Square	Adjusted R Square	Std. Error of Estimate
0,813	0,661	0,659	4,121

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The correlation coefficient of R = 0.813 indicates a very strong relationship between Synergy in Addressing Destructive Fishing and the Level of Fishermen's Trust, collectively, and Public Order and Security (Kamtibmas) Stability. The R^2 value of 0.661 indicates that the two variables explain 66.1% of the variation in Public Order and Security (Kamtibmas) Stability, while the remaining 33.9% is explained by other factors outside the research model.

Table 10. Summary of Hypothesis Testing Results

No.	Hipotesis	Test Statistic	Sig.	Decision
1	X1 affects Y	t = 15,913	0,001	H1 Accepted
2	X2 Affects Y	t = 14,734	0,001	H1 Accepted
3	X1 dan X2 simultaneously affect Y	F = 257,950	0,001	H1 Accepted

Partially, Synergy in Addressing Destructive Fishing has a positive and significant effect on Public Order and Security (Kamtibmas) Stability, with a contribution of 48.9%. The Level of Fishermen's Trust also has a positive and significant effect, with a contribution of 45.0%. Simultaneously, both variables account for 66.1% of the variation in Public Order and Security (Kamtibmas) Stability. The standardized beta coefficients indicate that Synergy in Addressing Destructive Fishing has a relatively more dominant effect than the Level of Fishermen's Trust.

Policies, Strategies, and Measures

The quantitative analysis shows that Synergy in Addressing Destructive Fishing (X1) and the Level of Fishermen's Trust (X2) jointly account for 66.1% of the variation in Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan. These findings are further explored through a SWOT analysis based on interviews and discussions with six key informants representing the South Kalimantan Regional Police's Directorate of Water and Air Police (Ditpolairud), the South Kalimantan Provincial Marine and Fisheries Service (DKP), the Marine and Fisheries Resources Surveillance Agency (PSDKP), the Indonesian Navy's Banjarmasin Naval Base (Lanal Banjarmasin), the Banjarmasin Maritime Security Agency (Bakamla) post, and community-based surveillance groups (Pokmaswas) or fishing community leaders.

Internal and External Factor Analysis

The SWOT analysis was conducted using the Internal Factor Analysis Summary (IFAS) and External Factor Analysis Summary (EFAS) matrices, covering the strengths, weaknesses, opportunities, and threats involved in addressing destructive fishing and enhancing fishermen's trust.

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Table 11. Summary of the IFAS Matrix

Factors	Total Weight	Total Score
Strengths	0,37	1,257
Weaknesses	0,63	1,510
Total IFAS	**1,00**	**2,767**

The main strengths include the authority and experience of the Directorate of Water and Air Police (Ditpolairud) in conducting patrols and law enforcement, the complementary roles of various interagency functions, the continuity of patrol and community engagement activities, the support of experienced personnel, and communication with fishing groups. Conversely, the main weaknesses include insufficiently integrated interagency coordination, limited numbers of surveillance personnel and Civil Servant Investigators (PPNS), inadequate patrol facilities and monitoring technology, suboptimal information exchange, and limited transparency in providing information to fishing communities.

Table 12. Summary of the EFAS Matrix

Factors	Total Weight	Total Score
(*Opportunities*)	0,50	1,709
(*Threats*)	0,50	1,290
Total EFAS	**1,00**	**2,999**

Strategic opportunities that can be leveraged include the Measured Fishing Policy, the involvement of Community-Based Surveillance Groups (Pokmaswas), advances in monitoring technology and digital reporting, opportunities for cross-sectoral surveillance cooperation, and educational programs and assistance with environmentally friendly fishing gear. Meanwhile, the main threats include the entry of fishing vessels from outside the region, the potential for horizontal conflicts, ecosystem degradation and economic pressures on fishermen, low levels of trust in the fairness of law enforcement, and the vast maritime area that is difficult to monitor.

Determination of the SWOT Quadrant

The strategic position is determined based on the differences between the internal and external factor scores.

Table 13. Calculation of the SWOT Quadrant Position

Component	Calculation	Result
X-axis	Strengths − Weaknesses	1,257 − 1,510 = −0,25

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Y-axis	Opportunities − Threats	1,709 − 1,290 = +0,42

The calculation yields coordinates of (−0.25, +0.42), placing the strategic position in Quadrant III, or the WO (Weaknesses–Opportunities/Turnaround) strategy. This position indicates that efforts to address destructive fishing still face internal weaknesses that are relatively greater than existing strengths, while simultaneously presenting substantial external opportunities that can be leveraged. The implication is that the most appropriate strategy is to address internal weaknesses by strengthening interagency coordination, improving human resource capacity, upgrading surveillance facilities and technology, and enhancing information transparency, while capitalizing on regulatory opportunities, digital technology, Pokmaswas participation, and cross-sectoral cooperation.

Policy Formulation

The policy is directed toward improving Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan by strengthening synergy in addressing destructive fishing and enhancing fishermen's trust, with the aim of establishing optimal, equitable, and sustainable marine and fisheries resource surveillance.

Strategy for Strengthening Synergy in Addressing Destructive Fishing

The strategy for the Synergy in Addressing Destructive Fishing variable focuses on strengthening interagency coordination and integration. These efforts include establishing an integrated surveillance task force, conducting scheduled joint patrols, enhancing personnel capacity, and utilizing regulatory frameworks and support from maritime security agencies. Within the Ends, Ways, and Means framework, the ultimate objective is to create maritime areas in South Kalimantan that are increasingly free from destructive fishing practices. The approach involves improving coordination, conducting integrated patrols, and strengthening information exchange, while supporting resources include institutional authority, regulations, personnel, facilities, and the involvement of various maritime security stakeholders.

Operational Measures

Operational measures are formulated as direct follow-up actions to the WO strategy.

Table 14. Summary of Policies, Strategies, and Measures

Aspek	Synergy in Addressing Destructive Fishing (X1)	Level of Fishermen's Trust (X2)
Objective	To improve the effectiveness of efforts to address destructive fishing	To enhance fishermen's trust, compliance, and partnerships

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Strategi	Integrated coordination, joint patrols, and coordinated surveillance	Transparency, public dialogue, and strengthening Pokmaswas
Key Measures	Regular coordination meetings, joint patrols, recruitment of additional Civil Servant Investigators (PPNS), and an early warning system	Zoning awareness campaigns, open dialogue, Pokmaswas development, and follow-up on public complaints
Main Implementing Agencies	Ditpolairud, DKP, PSDKP, Indonesian Navy, and Bakamla	Ditpolairud, DKP, Pokmaswas, and fishing groups
Indikator	Increased joint operations and reduced violations	Improved trust index and reduced conflicts
Timeframe	One year	One year

In terms of synergy, Ditpolairud, together with DKP and PSDKP, is expected to conduct regular coordination meetings and joint patrols, propose the recruitment of additional Civil Servant Investigators (PPNS), and develop an interagency information exchange and early warning system. Regarding fishermen's trust, Ditpolairud and DKP are expected to enhance outreach and dialogue on fishing zones, strengthen and provide guidance to Pokmaswas, and ensure that all fishermen's reports and complaints are addressed transparently and systematically. Overall, the WO strategy prioritizes strengthening internal capacity while leveraging external opportunities arising from policy support, community participation, technological advancements, and cross-sectoral cooperation. This approach is expected to improve the effectiveness of efforts to address destructive fishing while strengthening fishermen's trust and Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan.

DISCUSSION

As an initial overview before discussing each variable, the following presents the average respondent perception scores for the nine indicators comprising variables X1, X2, and Y:

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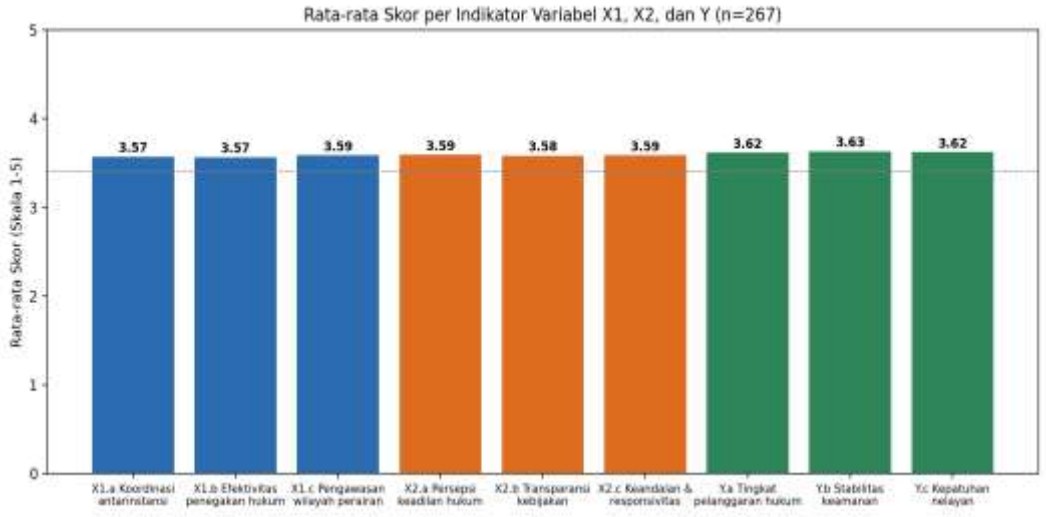


Figure 2. Average Scores per Indicator for Variables X1, X2, and Y (n = 267)
Source: Processed primary data, 2026

The figure above shows that all nine indicators fall within the High category (score range of 3.41–4.20), with the highest score recorded for the Security Stability indicator (3.63) and the lowest for the Effectiveness of Law Enforcement Operations indicator (3.57). This indicates that, from the respondents' perspectives, all dimensions of the study have performed relatively well.

The Effect of Synergy in Addressing Destructive Fishing on Public Order and Security (Kamtibmas) Stability

The test results demonstrate that Synergy in Addressing Destructive Fishing by the South Kalimantan Regional Police's Directorate of Water and Air Police (Ditpolairud Polda Kalsel) (X1) has a positive and statistically significant effect on Public Order and Security (Kamtibmas) Stability (Y), with a partial contribution of 48.9%, making it the most dominant influencing variable (Beta = 0.718). This finding is consistent with Synergy Theory, which emphasizes that integrated law enforcement encompassing pre-emptive, preventive, and repressive measures is an essential prerequisite for reducing violations in maritime areas. Empirically, the average score for the X1 indicators falls within the High category, with a mean score of 3.574 on a five-point scale, equivalent to a respondent achievement level of 71.5%. All three dimensions—interagency coordination, the effectiveness of law enforcement operations, and maritime surveillance—are categorized as High, although none has reached the Very High category. This condition is consistent with the findings presented in Chapter I, which indicate that despite Ditpolairud Polda Kalsel achieving first place nationally in the detection and investigation of fisheries-related criminal offenses, interagency coordination among Ditpolairud, the South Kalimantan

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Provincial Marine and Fisheries Service (DKP), and the Marine and Fisheries Resources Surveillance Agency (PSDKP) continues to face human resource constraints. Specifically, only six Civil Servant Investigators specializing in fisheries (PPNS Perikanan) are available to oversee a 12-nautical-mile maritime zone. Therefore, considerable opportunities remain to strengthen interagency synergy and further improve Public Order and Security (Kamtibmas) Stability.

The Effect of the Level of Fishermen's Trust on Public Order and Security (Kamtibmas) Stability

The test results demonstrate that the Level of Fishermen's Trust (X2) has a positive and statistically significant effect on Public Order and Security (Kamtibmas) Stability (Y), with a partial contribution of 45.0% based on a coefficient of determination (R^2) of 0.450. This finding is consistent with Ralf Dahrendorf's Conflict Theory, which emphasizes that social stability can only be achieved through effective conflict management and consensus-building, whereby a sense of security and public trust serve as key predictors of voluntary legal compliance. The average score for the X2 indicators falls within the High category (mean score of 3.588, with a respondent achievement level of 71.8%); however, this finding remains relevant to the data presented in Chapter I, which indicate that the overall level of regulatory compliance among fishermen in South Kalimantan has reached only 16.30%. The gap between the perception of trust, categorized as "High," and the low level of actual compliance in the field indicates that the trust established among the research respondents, most of whom are law enforcement personnel and fishermen's representatives, has not yet been fully disseminated throughout all segments of the fishing community. Therefore, policy transparency regarding the allocation of fishing zones needs to be continuously strengthened.

The Simultaneous Effect of Synergy in Addressing Destructive Fishing and the Level of Fishermen's Trust on Public Order and Security (Kamtibmas) Stability

Simultaneously, the two independent variables contribute a coefficient of determination (R^2) of 0.661 (66.1%) to Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan. This figure empirically demonstrates that synergistic law enforcement (hard approach) and the development of public trust (soft approach/public trust) are two inseparable aspects of achieving security stability in maritime areas. Strong law enforcement without being accompanied by public trust risks generating resistance, as reflected in incidents involving the burning of fishing vessels from outside the region as a form of horizontal protest. Conversely, high levels of trust without firm law enforcement risk perpetuating destructive fishing practices. The

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remaining 33.9% of the variance unexplained by this model indicates the existence of other variables beyond the scope of this study, such as fishermen's economic welfare and regional political dynamics, which also influence Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan.

CONCLUSION

The findings indicate that Synergy in Addressing Destructive Fishing (X1) and the Level of Fishermen's Trust (X2) have positive and statistically significant effects on Public Order and Security (Kamtibmas) Stability in the waters of South Kalimantan, both partially and simultaneously. Synergy in Addressing Destructive Fishing contributes 48.9%, while the Level of Fishermen's Trust contributes 45.0%. Simultaneously, the two variables account for 66.1% of the variation, with the regression equation Y = 1.367 + 0.521X1 + 0.449X2, indicating that Synergy in Addressing Destructive Fishing is the relatively more dominant variable. The SWOT analysis places the current conditions of destructive fishing management and efforts to build fishermen's trust in Quadrant III (Turnaround/WO). Therefore, the strategy should focus on reducing internal weaknesses by strengthening interagency coordination, enhancing surveillance capacity, establishing an integrated task force, utilizing technology, strengthening partnerships with Community-Based Surveillance Groups (Pokmaswas), and increasing transparency in fishing-zone allocation.

These findings emphasize that Public Order and Security (Kamtibmas) Stability in maritime areas is determined not only by the effectiveness of law enforcement but also by the level of trust and participation among fishing communities. Theoretically, the results reinforce the importance of institutional synergy and social capital in maritime security management. In practical and policy terms, the South Kalimantan Regional Police's Directorate of Water and Air Police (Ditpolairud Polda Kalsel), together with the Marine and Fisheries Service (DKP), the Marine and Fisheries Resources Surveillance Agency (PSDKP), the Indonesian Navy (TNI AL), the Maritime Security Agency (Bakamla), and local governments, needs to integrate surveillance operations with policies on community empowerment, transparency, and fishermen's protection through formal and sustainable coordination mechanisms. Furthermore, the 33.9% of variation in Public Order and Security (Kamtibmas) Stability that remains unexplained presents opportunities for further research into other factors, such as fishermen's economic welfare, the enforcement of customary maritime law, socio-political dynamics, and environmental changes.

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