

The China Soft Power:
**Confucius Institute in Build Up One Belt One Road Initiative in
Indonesia**

Sitti Marwah¹ and Ratna Ervina²

¹Political Science Faculty, Nanchang University, China

²Foreign Language Faculty, Nanchang University, China

Email: St.marwah90@yahoo.com

ABSTRACT

One Belt One Road Initiative which has been running for four years has shown a significant result, but, there are still some small obstacles which may hinder its success, one of them is language gap which is mastering Chinese language also known as Mandarin. Therefore, Confucius Institute becomes an international platform to spread Chinese language and culture around the world in order to enhance the understanding of China, has already been established before by the Chinese Ministry of Education. The establishment of Confucius Institute then be aligned to the development of One Belt One Road Initiative which function as an information service, job training and media center that can help establish cooperation between Chinese companies and local companies. Confucius Institute is expected to overcome language barriers that can lead to misunderstandings so as to benefit diplomatic relations between China and countries along the path of One Belt One Road. Through this paper the authors will describe China's soft power through the Confucius Institute and One Belt One Road Initiative in Indonesia and how these two products run to complement each other in order to enhance the charm of China in the eyes of the world.

Keywords: *China Soft Power, One Belt One Road, Confucius Institute, Indonesia*

INTRODUCTION

Over two thousand years ago, the hardworking and courageous Eurasians explored and opened up several trade routes and cultural exchanges linking the major civilizations of Asia, Europe and Africa, collectively called the Silk Road by the next generation. For thousands of years, *Silk Road Spirit* "peace and cooperation, openness and inclusiveness, mutual learning and mutual benefit" has passed from generation to generation, promoted the progress of human civilization, and contributed greatly to the prosperity and development of countries along the Silk Road . Symbolizing communication and cooperation between East and West, *Silk Road Spirit* is a historical and cultural heritage owned by all countries around the world.

Four years have passed since President Xi Jin Ping sparked the One Way Belt Initiation during a visit to Kazakhstan in September 2013. In a speech delivered at Nazarbayev University, President Xi Jin Ping suggested China and Central Asia work together to build the Silk Road Economic Belt. A month later, in October 2013 President Xi's speech to the Indonesian House of Representatives proposed to build a strong China-ASEAN community and expressed China's willingness to enhance maritime cooperation with ASEAN countries to jointly build the "Maritime Silk Routes of the 21st Century "(21st Century Maritime Silk Road). These two concepts, combined into the One Belt One Road (OBOR) initiative, which is a grand design to connect the countries crossed during the historic trade routes, from Central Asia to Europe and Africa, from Southeast Asia to the Arabian Peninsula. At the same time he also proposed the establishment of Asian Infrastructure Investment Bank (AIIB) to finance infrastructure development and promote regional interconnectivity and economic integration.

In the process of building One Belt One Road as the main cooperation area, trade flows and financial intermediation will, for sure, grow rapidly. The process requires communication and consultation, so the mastery of foreign languages especially Mandarin is indispensable for the project to run efficiently. As an international platform for learning Chinese language and culture, the Confucius Institute has a significant impact on international communication and cultural exchange, as well as being One Belt One Road service center by providing information on Chinese government policies, opening consulting services for companies, providing information needed for local businesses and China, therefor Confucius Institute is a golden bridge for China and other countries,

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

especially countries along the One Belt Road line that can improve communication and cooperation between countries.

China's Soft Power Concept

About four centuries ago, Niccolo Machiavelli advised the prince in Italy that it is better to be feared than to be loved. However, in this era of globalization, winning hearts and thoughts has always been important, where information has become a power. Modern information technology has spread information far beyond what has ever happened in history. Political leaders should better understand that power has become more specific and promotes more subtle cooperation and strategies to gather strength.

In the early 90's Joseph S. Nye, Jr. introduced the concept of Soft Power to an article published in the journal Foreign Policy, the concept was then developed and poured more deeply into his book, published in 2004 under the title Soft Power: The means to Success in World Politics.

“Soft Power is not merely the same as influence. After all, influence can also rest on the hard power of threats or payments. And soft power is more than just persuasion or the ability to move people by argument, though that is an important part of it. It also the ability to attract, and attraction often leads to acquiescence”

According to Joseph S. Nye Jr. Soft power is the ability to get what you want through attraction rather than coercion or payment. The three sources of soft power are culture, political values and foreign policy, these three are real powers to gain goals and play an important role in shaping international politics. China Soft Power was originally spawned in the 1990s and early 2000s, but was explicitly referenced in national policy for the first time at the 17th Chinese National Congress of the Chinese Communist Party in 2007. Former Chinese President Hu Jintao said that the great Chinese rejuvenation is bound to accompanied by the development of Chinese culture. It is this formulation that will elevate Chinese culture to the world stage. He also echoes other core principles of China's rise as China's "peaceful rise" and its vision of "a harmonious society." These ideas are none other

than intended to counter the narrative of the West that the emergence of China poses a threat to the existing international order.

In 2014 President Xi in his speech said "We should increase China's soft power, give a good Chinese narrative, and better communicate China's message". China under the leadership of XI has stepped up China Soft Power which is packed with the idea of Chinese Dream and China Model. With pocketed name as the country with the second largest economy, China has turned into a strong international actor. In the past decade, the Chinese government has committed to increase its appeal abroad. Beijing has developed an international media network and built a cultural study center around the world. China's funding for the soft power campaign is huge, although it is difficult to show because of the limitations of state transparency, but experts estimate it in billions of dollars. A US spokesman, David Shambaugh of George Washington University said that China spends about \$ 10 billion annually.

METHODOLOGY

This research uses descriptive qualitative method in analyzing process of data. In fact, (Sugiyono, 2009) emphasized that Descriptive qualitative type research using descriptive data in the form of written or oral words of the perpetrators observed by library research method. This type of research will make it easier for writers to describe The China Soft Power: Confucius Institute in Build Up One Belt One Road Initiative in Indonesia. Furthermore, we are Hasanuddin University Confucius Institute student's. We attended a lot of Confucius Institute programs in Indonesia and in China, conducted interviews with Chinese officials in charge of CIs and attended several panel discussions. In addition to the interviews, I analysed official and internal CI documents and consulted Chinese and non-Chinese literature.

RESULT AND DISCUSSION

A. Background of One Belt One Road

Today, deep and complex changes that occur in the world can be grouped into three features. The first feature is the Arab spring that has made the Middle East and Africa a center of turbulence, regional war, conflict and hatred continue to reverberate, despite the ongoing efforts and support of the international community to quell the violence, but no one

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

can predict when this turbulence will end. The second feature is that Europe has turned into a financial crisis center. The crisis first erupted in the United States in 2008 then resulted in a worsening debt crisis in Portugal, Spain, Italy and Greece shifting the center of the financial crisis to Europe. Until now, the EU is still struggling to overcome the consequences of this crisis. The third feature is that East Asia has become a center of global growth. The last three decades have witnessed the rapid and strong growth that led East Asia to become the most dynamic and fastest growing region in the world. Its rapid growth is not only important for the whole of Asia but it is also needed by other countries in the world.

East Asia, with 2.2 billion people, is growing rapidly. South Asia is catching up and Central Asia is lagging behind. However, the economies of these three regions are very complementary. The One Road Belt Initiative aims to promote the development of these three areas simultaneously. If successful, Asia will have a strong engine for further growth. That will be good news not only for Asia, but also for the whole world.

To realize this initiative President Xi offers the concept of the three "Common Communication" The first jointly discusses between the parties concerned to identify mutual cooperation projects for mutual benefit. The second works together to realize projects based on common interests. The third enjoys the mutual benefit as result of this joint effort. This concept shows that China is not seeking unilateral profit, but working for mutual prosperity, because China's development cannot be separated from the world and the stability and prosperity of the world cannot be separated from China.

The purpose of this One Belt One Road Initiative is to connect Asia, Europe and Africa along five routes. Three routes to the economic belt of the silk road and two routes to the silk road. The Silk Road Economic Belt focuses on: (1) connecting China to Europe through Central Asia and Russia; (2) connect China with the Middle East through Central Asia; and (3) unites China and Southeast Asia, South Asia and the Indian Ocean. The 21st Century Maritime Sutra, meanwhile, focuses on the use of China's coastal ports to: (4) connect China with Europe through the South China Sea and Indian Ocean; and (5) connect China with the South Pacific Ocean through the South China Sea.

On land, the Initiative will focus on building the new Eurasia Land Bridge and developing economic corridors of the Chinese-Mongolian-Russian Peninsula, China-Central Asia-West Asia and China-Indochina by utilizing international transportation routes, relying on major cities along One Belt One Road and using the main economic industrial park as a

cooperation platform. At sea, the Initiative will focus on building a smooth, safe and efficient transport route that connects major seaports along the One Belt One Road. To better understand the path to the two routes from One Belt One Road Initiative can view the following chart:

Figure 1. One Road One Belt routes



Source: google.com

Table 2: 65 Countries along the One Belt One Way Line

Region	Country
East Asia	China, Mongolia
Southeast Asia	Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Timor-Leste, Vietnam
Central Asia	Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan
South Asia	Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, Sri Lanka
Middle East and North Africa	Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Palestine, Syria, United Arab Emirates, Yemen
Europe	Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Latvia, Lithuania, Macedonia, Moldova,

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

	Montenegro, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Turkey, Ukraine
--	--

Source: Industrial Cooperation between Countries along the Belt and Road, China International Trade Institute. The countries are grouped based on World Bank's classification by region.

B. *China Soft Power* in Indonesia

B.1 Connectivity between One Belt One Road Initiative and the World Maritime Axis Project

Kazakhstan and Indonesia are the two countries selected by President Xi Jin Ping to spark the One Road Belt initiative in 2013 each having a strategic significance. President Xi put forward the concept of Economic Belt of the Silk Road in Kazakhstan, and the concept of the 21st Sutra of the 21st Century in Indonesia. Kazakhstan and Indonesia are major countries in their respective regions, and are expected to be the main axis for these two elements of the New Silk Road. One of Indonesia's main attraction for China is the geographical position of Indonesia through which the Straits of Malacca, Sunda and Lombok become the main route of China's oil trade from the Middle East direction, because about 80% of China's oil passes through this strait. In addition, Indonesia with a population of 261.1 million people per year 2016 becomes a potential market for Chinese products that recently its production capacity of goods and services exploded .

Indonesia with sea territorial of approximately 3,257,483 square kilometers, and is in cross position between two oceans and two continents, and the largest archipelagic country in the world, with more than 17,000 islands stretching from east to west as far as 5,000 kilometers, making Indonesia very strategic geopolitically and geo-economically, including for the One Road Belt initiative. While despite having such great potential, Indonesia does not yet have adequate maritime infrastructure to support its economic growth and establish its identity as a maritime country. The new Indonesian government is trying to restore Indonesia's position as a maritime country. Immediately after his inauguration, Indonesian President Joko Widodo in November 2014 presented five main pillars to make Indonesia the World Maritime Shaft. Among these are commitments to encourage the development of

maritime infrastructure and connectivity, by building the undersea bypass, deep water seaports, logistics, shipping industry, and marine tourism.

The vision of Indonesia to become a Maritime Axis of the World is very potential to synergize with the initiative China One Belt One Road. To achieve these maritime goals, Indonesia needs to undertake the development and improvement of maritime infrastructure, including 24 strategic ports and 5 deep seaports. The development of the Toll Road for the period 2015-2019 is estimated to require 60 trillion to Rp 70 trillion. Meanwhile, if this development uses the National Revenue and Expenditure Budget (APBN) then these ideals will not be completed within the next five or ten years. So the presence of foreign investors becomes one of the important options for this project. Another alternative that can be taken is to use the funding scheme of Asian Infrastructure Investment Bank (AIIB), considering that Indonesia has also signed as one of the shareholders in AIIB.

Then the presence of President Joko Widodo at the Belt and Road Forum summit which took place in Beijing on 14-15 May 2017 is in addition to studying the concept of One Belt One Road Initiative also aims to increase investment and to get support for the implementation of blueprint connectivity and development national infrastructure, to realize the vision of the World Maritime Axis. Indonesia will utilize the summit to attract foreign businessmen to invest more in Indonesia's infrastructure sector through the summit, global economic actors will try to synchronize in infrastructure.

Seeing the vision of these two countries that need each other has created an intimacy between China-Indonesia lately. China who wants to build the 21st century Modern Silk Road where the sea silk line passes through Indonesian territory, China's earnestness can be seen by using its foreign exchange reserves as loan for developing countries, China can create big project demand for their construction companies. While Indonesia with its goal to become a World Maritime Axis which started the first step with the Undersea Bypass program that built various marine infrastructure to facilitate the flow of goods distribution in various coastal cities in this archipelago country. Through this connectivity we can also see whether Indonesia is able to fortify itself not to get caught up in the partisanship to China that dominates the cooperation of the New Silk Road and of course all the people of Indonesia hope that the government can run its free and active foreign policy, especially in guarding the implementation of World Maritime Axis policy.

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

B.2 Confucius Institute Development in Indonesia

The Confucius Institute is a Chinese cultural exchange institute with other countries established in Seoul in 2014. Within 13 years around 500 Confucius Institute and more than 1000 Confucius classes have spread across 142 countries and regions around the world. In order to promote Mandarin and enhance the influence of Chinese culture in the world, China adapted the experiences of England, France, Germany, Spain and other countries in promoting the national language, one of which is to establish the Confucian Institute, a non-profit educational institution aimed at teaching Mandarin and spread the Chinese culture. According to Deputy Director General of Confucian Institute of Ma Jianfei, 516 Confucius Institute and 1076 Confucius Classes of primary and secondary schools spread in 142 countries and regions, with more than 7 million alumnus. In addition, the number of participants of cultural activities held by the Confucius Institute has so far reached 100 million people.

Indonesia became the second country in ASEAN with the largest Confucius Institute after Thailand. On February 28th the first Confucius Institute in Thailand was established and so far Thailand already has 14 Confucius Institutes and 18 Confucius classes. While Indonesia currently has 6 Confucius Institute and 2 classes of Confucius. The development of Confucius Institute in Indonesia can be seen in the following table:

Table 3: development of Confucius Institute in Indonesia

no	Name of Institute	Collaborated University	Establishment Time
1	Confucius Institute in Pusat Pengajaran Bahasa Cina, Jakarta	Hainan Normal University	28 th September 2007
2	Confucius Institute in Al-Azhar University	Fujian Normal University	9 th November 2010
3	Confucius Institute in Maranatha Christian University	Hebei Normal University	18 th January 2011
4	Institut Confucius in Hasanuddin University	Nanchang University	22 nd February 2011

5	Confucius Institute Malang State University	Guangxi Normal University	14 th March 2011
6	Confucius Institute in Surabaya National University	Huazhong Normal University	19 th May 2011
7	Confucius Institute in Tanjung Bula University	Universitas Renmin Guangxi	26 th November 2011

The Confucius Institute at Al-Azhar University is one of the most prominent Confucius Institute among the Confucius Institute in Indonesia. Especially for speaking classes and writing classes. While the Confucius Institute at Hasanuddin University actively promotes selected courses, elective courses, HSK and YCT exams, Chinese culture courses, cultural classes, Chinese Bridge competitions, Tai Chi classes and more. Confucius Institute at Tanjung Bula National University focuses on teaching Mandarin. They also make Mandarin as one of the credit courses in Economics, English, Geography and Sociology. Confucius Institute in University of Malang is devoted to foster Chinese students of Indonesia. Since 2011, six student groups have been registered. 22 students majoring in the first Chinese language have graduated successfully. The Confucius Institute at Maranatha Christian University has been fully integrated into the credit system. Confucius Institute at the State University of Surabaya opened the Mandarin Language Department in 2010. Until now the students have reached 100 people.

The existence of Confucius Institute in Indonesia has become a golden bridge for Indonesia-China relations. Recorded on October 3, 2013, Xi Jinping and his wife Peng Li Yuan visited the photo exhibition entitled "Indonesia-China Frindship" held by Confucius Institute Al-Azhar Jakarta. At the same time, there is also a friendly meeting with students who are studying at the Confucius Institute to encourage better Indonesia-China relations.

In recent years, China has been one of the best study destinations for international students, with international students and scientists continuing to increase over the past decade making China the third most desirable place for international students worldwide. Based on data from the China Scholarship Council which is the Chinese Scholarship Management Board directly under the Ministry of Education of China, there are more than 397,635 international students in China between December 2014 and November 2015. The top five places for international students bound by 2015 are South Korea , The United States,

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

Thailand, India and Russia, while Indonesia itself ranks 9th one level from France which is ranked 10th, as seen in the data in the table below:

Rank	Country	Total Students	Percentage
1	South Korea	66.675	16.8%
2	USA	21.975	5.5 %
3	Thailand	19.976	5%
4	India	16.694	4.2 %
5	Russia	16.197	4.1%
6	Pakistan	15.654	3.9%
7	Japan	14.085	3.5%
8	Khazakstan	13.198	3.3%
9	Indonesia	12.694	3.2%
10	France	10.436	2.6%
11	Others	190.054	47.8%
Source: China Scholarship Council (CSC) https://www.iie.org/Research-and-Insights/Project-Atlas/Explore-Data/China			

C. The Role of Confucius Institute in Build Up One Belt One Road Initiative

In the course of One Belt One Road Initiative development, Chinese companies are still facing obstacles such as lack of information and data to understand Foreign investment environment, so that the investment of Chinese investment abroad is still unstable and tend to be uncertain. To avoid the consequences that can harm both parties, the Confucius Institute then serves as a source of information. By building a platform to provide information on economic and trade relations between China and other countries. The Institute will continue

to improve its capabilities and functions to collect, store and forward information that may open opportunities for promoting cooperation.

The next obstacle encountered is that all areas in the development of this One Belt One Road Initiative require technical personnel who understand Chinese well thus the demand for workers who can speak Mandarin will increase. Thus the role of the Confucius Institute will be more prominent and influential on the development of the One Road Belt initiative. Confucius Institute, not only expand and deepen cooperation and friendship between China and other countries, but also improve the quality of manufacturing. Currently, more than 100 Confucius Institute and more than 100 Confucius Classrooms in elementary and secondary schools have been established in countries along the One Road Belt One initiative and have played a unique role in promoting the implementation of this Initiative. On the other hand, the Confucius Institute spread Chinese culture around the world to make people in other countries more aware of China and to eliminate the perception of a country that misunderstood the One Way Belt Initiative. Because it can not be denied that the One Way Belt Initiative has become a fashionable political term in some countries

China's earnestness in building this initiative can also be seen from the number of scholarships provided to students who will later become the human resources of project development. Based on data quoted by the international media, China said the government has provided 10,000 scholarships to be awarded to countries along the One Belt One Road Initiative path each year. Types of scholarships ranging from Undergraduate, Post-Graduate, Doctoral Program, Mandarin courses one semester and two semesters, Summer Camp scholarships, Mandarin teacher training scholarships and so on.

Indonesia itself, the wave of "Chinese fever" has been felt in recent years since the establishment of the first Confucius Institute in Jakarta in 2007. But this condition is rapidly increasing when president Jokowi cooperate with the Chinese government. The increasing number of Chinese companies and Chinese laborers who came to Indonesia have caused a pros and cons that not only happen among the political elite and businessmen but has spread to the lower society. Meanwhile, for students and job seekers, especially those who have studied or learned Mandarin in Confucius Institute, have become green fields. Many requests for translators either translated verbally or translated documents from Chinese firms that expanded in Indonesia, in addition to translators, engineering and accountant and marketing personnel until law are also much sought, so nowadays Confucian institute in Indonesia also began to open evening classes to teach the workers.

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

Construction of Jakarta-Bandung Rapid Train Project is one of proofs of cooperation between Indonesia and China. This project opens up many jobs for Indonesian people especially for students who graduate from universities in China who already understand Chinese culture and language. Previously, sister-city and sister-mosque works first, from this partnership has opened the opportunity for Indonesian students to continue their education in post graduate in China, for example from Sister-Mosque cooperation, in 2011 and nine people recommended by the board of the Grand Mosque Central Java was awarded a scholarship from the Jiangxi Provincial Government to study at Post Graduate in Nanchang University. The recipients of the scholarship 3 years ago have completed their studies and returned to Indonesia to build the country while continuing to promote China's good relations through education seminars, cultural promotions and so on.

From these examples we can see that the role of the Confucius Institute in Indonesia to bridge and promote bilateral relations between Indonesia and China and as an information center for the development of One Belt One Road Initiative in Indonesia in particular gives a reasonably bright way, however the Confucius Institute's management must continue to innovate and to follow the demand for services from the development of this project which increasingly day by day so that both can be well integrated and provide great benefits for both countries.

CONCLUSION

One Belt One Road is a framework initiative that emphasizes the economic aspect without questioning ideology, religion or political view. China is just the originator of this initiative and expects the active participation of other countries. To smooth its development, this project requires cultural priority. Cultural and linguistic integration is an essential lubricant and key to promoting the exchange of information and cooperation between countries. In developing a country's Soft Power, the emphasis on humanistic contact, cultural transmission, and the reinforcement of foreign languages is a very important tool so that for China Confucius Institute is one big stage to improve its image in the eyes of the world. The Confucius Institute was not born for the development of the One Belt One Road Initiative, but has objectively paved the way for building similarities between countries along the path. So it can go hand in hand and complement each other.

One Belt One Road Initiative is a public product that China has given to the international community, while the Confucius Institute is a history of cultural and linguistic exchanges that has made great achievements for China in its reform and openness over the last 30 years. These two Chinese Soft Power products are proof of China's planning ability in shaping its reputation on the international stage. It can be a lesson for us that every country has an opportunity to realize its dream. "American Dream" is not much able to be realized by America, the presence of "Chinese Dream" has prove it. The rise of China today is becoming more and more realistic by making Chinese dreams a world dream and China opportunities become world opportunities.

The seeds of friendship between China and the countries along the path have been sown by the Confucius Institute in which will take root and grow through the construction of the One Belt One Road Initiative. Economic and business cooperation, Infrastructure development, openness and tolerance become the spirit that keeps the benefit to be accepted and felt by both parties. While the election of Indonesia as a country where the development of the 21st century maritime silk line is not accidental, the rich natural resources and human resources and its strategic location become the selling point of Indonesia in the eyes of China. This is a golden opportunity for Indonesia especially to realize our current President's vision to make Indonesia a World Maritime Axis. But on the other hand Indonesia must also be careful and meticulous in carrying out this cooperation because do not be careless and finally seem dictated and depend on the help of China.

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

REFERENCES

- [1]Hartig, Falk, 2012. "Confucius Institutes and the Rise of China," in: Journal of Chinese Political Science, Vol.17, No.1, 53–76.
- [2]R.S. Zaharna, 2012 "Analyzing China's Confucius Institutes as a Network Public Diplomacy Initiative," International Studies Association, San Diego, CA, April 1-4.
- [3]S Nye Jr Joseph, 2004. Soft Power "The Means to success in World Politics". New York: United States by Public AffairsTM, a member of the perseus Books Group. hal.6
- [4]Kurlantzick, J, 2006. "China's Charm Offensive in South-East Asia",Current History, 105(692): 270-276.
- [5]Yang ,A.H. and Hsiao, M, 2012. "Confucius Institutes and the Question of China's Soft Power Diplomacy". China Brief.
- [6]Zhu L M. and Liu Z H, 2009." Looking at the Raising of the Soft Power of Chinese Culture from the founding of Confucius Institutes", Journal of Chinese Political Science.
- [7]Kurlantzick, Joshua, 2007. "Charm Offensive: How China's Soft Power is Transforming the World", New Haven: Yale University Press.
- [8] Zhe Ren, 2012. "Confucius Institute and China's Soft Power",Institute of Developing Economics, March.
- [9] Hartig , Falk, 2012. "Cultural Diplomat with Chinese characteristics: The Case of Confucius Institute in Australia, Communication, Politics and Culture", Vol.45.
- [10] Pan ,Su-Yan, 2013. "Confucius Institute project: China's cultural diplomacy and soft power projection", Asian Education and Development Studies, Vol.2 No.1.

[11] Kurlantzick, Joshua, 2006. "China's Charm: Implication of Chinese Soft Power", Carnegie Endowment for International Peace, Juni.

[12] The State Council The People's Republic Of China, Chronology of China's Belt and Road Initiative, Accessed at http://english.gov.cn/news/top_news/2015/04/20/content_281475092566326.htm on 17th Dec 2017

[13] Hu Jintao's report at 17th Party Congress of the Communist Party of China on Oct. 15, 2007 "Hold High the Great Banner of Socialism with Chinese Characteristics and Strive for New Victories in Building a Moderately Prosperous Society in all" accessed at <http://www.china.org.cn/english/congress/229611.htm#7> on 18th Dec 2017.

[14] Council on foreign relations "China's Big Bet on Soft Power" accessed at https://www.cfr.org/backgrounder/chinas-big-bet-soft-power?gclid=EAIaIQobChMIh_XL2t2S2AIV3bXACH16Bg5YEAAYASAAEgJMLfD_BwE on 17th Dec 2017

[15] David Shambaugh "China's Soft-Power Push" Accessed at <https://www.foreignaffairs.com/articles/china/2015-06-16/china-s-soft-power-push> on 17th 2017

[16] Wu Jianmin, Former President, China Foreign Affairs University "'One Belt and One Road', Far-reaching Initiative Maret 26 , 2015" accessed at <https://www.chinausfocus.com/finance-economy/one-belt-and-one-road-far-reaching-initiative/> on 20th Dec 2017

[17] Helen Chin, Winnie He Global Sourcing Fung Business Intelligence Centre, The Belt and Road Initiative: 65 Countries and Beyond May 2016. Accessed at http://www.iberchina.org/files/2016/obor_fung_paises.pdf on 19th Dec 2017

[18] Fabian Januarius Kuwado, "Jokowi: Dana Pembangunan Tol Laut Bukan Dari Apbn" Accesses at <http://ekonomi.kompas.com/read/2014/09/28/211714726/Jokowi.Dana.Pembangunan.Tol.Laut.Bukan.dari.APBN> on 21nd Dec 2017.

The China Soft Power:
Confucius Institute in Build Up One Belt One Road Initiative in Indonesia

[19] Sekretariat Kabinet Republik Indonesia, “Presiden Jokowi Akan Hadiri Forum OBOR di Beijing”. Accessed at <http://setkab.go.id/presiden-jokowi-akan-hadiri-forum-obor-di-beijing/> on 21nd Dec 2017.

Arikunto, S. 2010. *Prosedur Penelitian: Suatu Pendekatan Praktik*. Jakarta: Rineka Cipta.

Budiyono. 2003. *Metodologi Penelitian Pendidikan*. Solo: UNS Press.

Daniel, W. W. 1980. *Statistika Nonparametrik Terapan..* Jakarta: Gramedia.

Slavin, R. E. 1995. *Cooperativ Learning: Theory, Research and Practice, 2th edition*. Englewood Cliffs, New Jersey, USA: Prentice Hall.

Widodo, S.A. 2013. Analisis Kesalahan dalam Pemecahan Masalah Divergensi tipe membuktikan Pada Mahasiswa Matematika. *Jurnal Pendidikan dan Pengajaran (JPP)*, Volume 46 Nomor 2, halaman 106 – 113.

Yakub, R. 2010. *Teknik Bercerita Dalam Perkembangan Emosi Kanak-Kanak Prasekolah*. Online. www.geocities.com/seminarpra07/kertaspenuh/teknik_bercerita_emosi.pdf