

**NEGOSIASI PERAN KEPEMIMPINAN KEPALA SEKOLAH
DI TAMAN KANAK-KANAK INTERNASIONAL**

**Diajukan untuk Memenuhi Sebagian dari Syarat untuk Memperoleh Gelar
Magister Pendidikan Anak Usia Dini**



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**NEGOSIASI PERAN KEPEMIMPINAN KEPALA SEKOLAH
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ABSTRACT

NEGOTIATION OF THE PRINCIPAL'S LEADERSHIP ROLE IN INTERNATIONAL KINDERGARTEN

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The research is motivated by a situation where the Principal of Kindergarten Schools who uses a franchise system, in their daily work is faced with nomenclature in Indonesia with nomenclature that comes from the franchise country. Franchised schools offer a far better educational system and they are applicable to go global compared to the former educational system in Indonesia. The success factor of a school depends on the performance of the principal. The principal of a franchised-system Kindergarten school faces with global nomenclature where educational rules are developed by the foreign bodies from which the country it originated. Besides, she or he is met with the local nomenclatures that are set by the government of Indonesia as well. The principal is urged to continually adapt, have leadership ability, and to have managerial skills in carrying out daily tasks. The purpose of this study is to open up the complexity of the principal's role with the franchise system in negotiating the nomenclature of the franchise system and the nomenclature (rules and regulations) that exist in Indonesia. From the postcolonial perspective, researchers tried to explain the leadership negotiation to the principal where it stood in between the local and franchised nomenclature. This research uses a qualitative approach using the interview method, with grounded theory analysis techniques, trying to explain the leadership negotiations of the principal in the middle of franchise nomenclature and local nomenclature. The results of this study indicate the role of the principal in the leadership, managerial and supervisor side. Then points of binary opposition and colonial heritage emerge which are a phenomenon of school internationalization, besides that there are inevitable conflicts both internal and external to the principal in carrying out his role. Therefore, the principal must have the ability to elaborate and build relationships. So that it can be an understanding material for a principal in carrying out his duties as head of an institution that is in the two nomenclature.

Keyword: franchise school, principal, leadership, negotiation

ABSTRAK

NEGOSIASI PERAN KEPEMIMPINAN KEPALA SEKOLAH DI TAMAN KANAK KANAK INTERNASIONAL

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Penelitian dilatarbelakangi oleh situasi dimana Kepala Sekolah Taman Kanak-Kanak yang memakai sistem franchise, dalam pekerjaan sehari-harinya dihadapkan dengan nomenklatur yang ada di Indonesia dengan nomenklatur yang berasal dari negara franchise tersebut. Sekolah franchise dianggap menawarkan sistem pendidikan yang lebih baik dan sesuai dengan tantangan global dibandingkan dengan sistem pendidikan yang ada sebelumnya di Indonesia. Didalam pengelolaan sekolah sistem franchise, kepala sekolah dituntut untuk terus melakukan adaptasi dan berjiwa kepemimpinan, mempunyai kemampuan manajerial dan supervisi dalam melaksanakan tugas sehari-harinya, untuk kepala sekolah Taman Kanak Kanak Internasional, hal ini merupakan suatu tantangan yang besar. Tujuan dari Penelitian ini adalah untuk membuka kompleksitas peran kepala sekolah dengan sistem franchise dalam menegosiasikan nomenklatur sistem franchise dan nomenklatur (peraturan dan perundang-undangan) yang ada di Indonesia. Penelitian menggunakan pendekatan kualitatif dengan memakai metode wawancara, dan teknik analisis grounded theory, agar dapat menjelaskan negosiasi kepemimpinan kepala sekolah di ruang tengah nomenklatur franchise dan nomenklatur lokal. Hasil penelitian ini, menunjukkan peran kepala sekolah dalam sisi leadership, managerial dan supervisor. Kemudian muncul poin oposisi biner dan warisan colonial yang merupakan fenomena internasionalisasi sekolah, selain itu juga tidak dapat terelakan adanya konflik baik internal maupun eksternal kepala sekolah dalam menjalankan perannya. Oleh sebab itu, kepala sekolah harus memiliki kemampuan elaborasi dan menjalin relasi. Sehingga bisa menjadi bahan pemahaman bagi seorang kepala sekolah dalam melaksanakan tugasnya sebagai kepala lembaga yang berada di dua nomenklatur tersebut.

Kata kunci: sekolah franchise, kepala sekolah, kepemimpinan, negosiasi

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