

# THE DEFENSE ECONOMIC STRATEGY THROUGH DIPLOMACY AIMS TO INCREASE DEFENSE ENTREPRENEURSHIP FOR A GLOBALLY COMPETITIVE GOLDEN INDONESIA IN 2045

## STRATEGI EKONOMI PERTAHANAN MELALUI DIPLOMASI UNTUK MENINGKATKAN DEFENSE ENTREPRENEURSHIP MENUJU INDONESIA EMAS 2045 YANG BERDAYA SAING GLOBAL

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**Abstract** – A country's national defense ensures security and sustainable development in increasingly complex geopolitical dynamics and intense global competition. This study explores the concept of Defense Entrepreneurship, a paradigm that integrates entrepreneurial principles with national defense strategies to achieve Indonesia's vision of becoming a developed nation by 2045. Through the lens of Multi-Track Diplomacy, this research analyzes how Indonesia can forge strong international partnerships, enhance its defense capabilities, and expand access to global markets. The theoretical framework combines economic diplomacy, strategic investment, and defense innovation to create a resilient and competitive national defense. The study examines the intersection of economic and defense policies by employing qualitative research methods, including literature studies and library research. The findings suggest that fostering entrepreneurship within the defense sector bolsters national security and contributes significantly to economic growth and diplomatic relations. The results indicate that defense entrepreneurship facilitates technological advancements and stimulates economic activities by creating new business opportunities and employment. It highlights the role of economic diplomacy in securing international cooperation and investment, which are crucial for developing an independent and globally competitive defense industry. The study underscores the importance of integrating defense strategies with economic policies to enhance national resilience and global standing. In conclusion, defense entrepreneurship is pivotal for Indonesia's economic and defense sectors. It drives innovation, supports economic growth, and strengthens international ties. This integrated approach lays a solid foundation for achieving Indonesia's 2045 vision. However, the study also notes limitations due to its reliance on secondary data and the need for political support and stakeholder engagement. Future research should address these limitations and explore practical implementation strategies.

**Keywords:** Defense, entrepreneurship, economic, diplomacy, multi-track, technological innovation

**Abstract**–Pertahanan nasional suatu negara menjamin keamanan dan pembangunan berkelanjutan di tengah dinamika geopolitik yang semakin kompleks dan persaingan global yang semakin ketat. Penelitian ini mengeksplorasi konsep *Defense Entrepreneurship*, sebuah paradigma yang mengintegrasikan prinsip-prinsip kewirausahaan dengan strategi pertahanan nasional untuk mencapai visi Indonesia menjadi negara maju pada tahun 2045. Melalui pendekatan *Multi-Track Diplomacy*, penelitian ini menganalisis bagaimana Indonesia dapat membangun kemitraan internasional yang kuat, meningkatkan kemampuan pertahanannya, dan memperluas akses ke pasar global. Kerangka teori yang digunakan menggabungkan diplomasi ekonomi, investasi strategis, dan inovasi pertahanan untuk menciptakan pertahanan nasional yang tangguh dan kompetitif. Penelitian ini menelaah keterkaitan antara kebijakan ekonomi dan pertahanan dengan menggunakan metode penelitian kualitatif, termasuk studi literatur dan kajian pustaka. Temuan

penelitian menunjukkan bahwa pengembangan kewirausahaan di sektor pertahanan memperkuat keamanan nasional dan memberikan kontribusi yang signifikan terhadap pertumbuhan ekonomi serta hubungan diplomatik. Hasil penelitian mengindikasikan bahwa *defense entrepreneurship* mendorong kemajuan teknologi dan merangsang kegiatan ekonomi melalui penciptaan peluang bisnis baru dan lapangan pekerjaan. Penelitian ini menyoroti peran diplomasi ekonomi dalam mengamankan kerja sama internasional dan investasi yang sangat penting untuk mengembangkan industri pertahanan yang mandiri dan berdaya saing global. Penelitian ini menekankan pentingnya mengintegrasikan strategi pertahanan dengan kebijakan ekonomi untuk meningkatkan ketahanan nasional dan posisi Indonesia di kancah global. Kesimpulannya, *defense entrepreneurship* memiliki peran penting bagi sektor ekonomi dan pertahanan Indonesia. Konsep ini mendorong inovasi, mendukung pertumbuhan ekonomi, dan memperkuat hubungan internasional. Pendekatan terintegrasi ini membentuk fondasi yang kokoh untuk mencapai visi Indonesia 2045. Namun, penelitian ini juga mencatat adanya keterbatasan karena ketergantungan pada data sekunder dan perlunya dukungan politik serta keterlibatan para pemangku kepentingan. Penelitian lebih lanjut sebaiknya mengatasi keterbatasan ini dan mengeksplorasi strategi implementasi praktis.

**Kata kunci:** Pertahanan, kewirausahaan, ekonomi, diplomasi, multi-lintasan, inovasi teknologi

## Introduction

Every country implements a defense strategy to safeguard against external threats. A common approach to national security involves enhancing military capabilities through improved defense equipment (Zaikivskyi & Onistrat, 2021). In line with Indonesia's economic diplomacy vision for 2045, advancements in the defense sector are essential to foster globally competitive entrepreneurship.

According to the Ministry of Foreign Affairs Policy Research and Development Agency (2020), the main goal of Indonesia's foreign policy is to promote national economic growth through economic diplomacy.

In line with the country's overarching vision, the National Medium-Term Development Plan (RPJMN) 2020-

2024 sets a 6% annual economic growth goal. Critical benchmarks include 6,61% export growth, IDR 878,5 trillion in realized investment, and IDR 18,5 million foreign visitors targeted via economic diplomacy by 2024.

Governments can play an essential role in fostering entrepreneurial ambition by developing modern defense capabilities. Developing these capabilities involves focusing on technological innovation and knowledge transfer, which can stimulate new business formation and economic growth (Chatterjee, 2020).

Yulivan et al., (2023) emphasize that the military sector needs to be resilient and creative to protect national security and sovereignty in the face of globalization and changing geopolitical complexity. Defense entrepreneurship is

one paradigm that is becoming more and more important in solving changing global concerns. Apart from adjusting to technological progress, the private sector increasingly contributes to military innovation, highlighting the necessity of flexibility, effectiveness, and ingenuity in handling intricate security quandaries.

A country must fully utilize its economic and technological resources to build a resilient and competitive global military system. This "national defense entrepreneurship" strategy highlights the unbreakable link between a nation's economic diplomacy and its ability to maintain a robust national defense.

Defense entrepreneurship is becoming a fundamental part of a country's economic diplomacy and a central tenet of creating flexible defense plans. A nation's capacity for self-defense and degree of global economic

competitiveness indicates the significance of military entrepreneurship in economic diplomacy.

Indarti (2023), in a seminar at the Faculty of Defense Management, Republic of Indonesia Defense University, presented the concept of intelligent economic diplomacy, which integrates defense innovation, strategic investments, and international collaboration as the foundation for establishing a strong and globally competitive national defense.

Figure 1 below explains that national resilience is a multidimensional concept covering various aspects of state life, from economic, ideological, social, cultural, and political. Each of these components has an important role in building and maintaining the resilience of a nation as a whole.



**Figure 1.** National Resilience

Source: General Seminar of the Faculty of Defense Management in 2023

According to Rasyiqah et al. (2023), countries worldwide have acknowledged various opportunities and challenges brought about by global economic progress, as reflected in agreements under the World Trade Organization (WTO) and regional cooperation frameworks such as APEC (Asia-Pacific Economic Cooperation), AFTA (ASEAN Free Trade Area), and preparations for the AEC (ASEAN Economic Community). This highlights the importance of promoting and aligning economic growth with other nations.

Indonesia's economic progress requires the government to address specific issues in order to compete internationally. For Indonesia to remain competitive in the global economy, the government must address barriers to economic growth, develop education and skills, and foster an entrepreneurial culture among the people needed to facilitate job creation.

Papadimitriou and Pistikou (2015) argue that economic diplomacy is closely intertwined with foreign policy-making and that a diplomat's practical management of foreign trade policy requires strong negotiation skills.

Soegeng (2021) argues that Indonesia's defense diplomacy can

enhance national security by leveraging its military might, economic clout, and partnerships with neighboring nations.

Sergi et al. (2019) contends that entrepreneurship fosters business innovation, creativity, and information sharing, raising employment and competitiveness and substantially impacting technological advancement.

The Minister of Defense stressed on 11 November 2020, during a working session at the First Commission of the Republic of Indonesia, that Indonesia's military might not be the only factor contributing to its military strength. Indonesia's increasingly ambitious infrastructure expansion would make sense only with a robust defense. Given their accomplishments, President Joko Widodo underlined that diplomacy can strengthen trade and investment ties with neighboring nations. Diplomats with solid negotiation skills may discuss tariff and non-tariff concerns with other nations.

## **Research Methods**

The study used a descriptive qualitative approach using secondary data from a methodical review process. By leveraging this knowledge, the chosen method aims to deliver a comprehensive

and nuanced understanding of the subject matter.

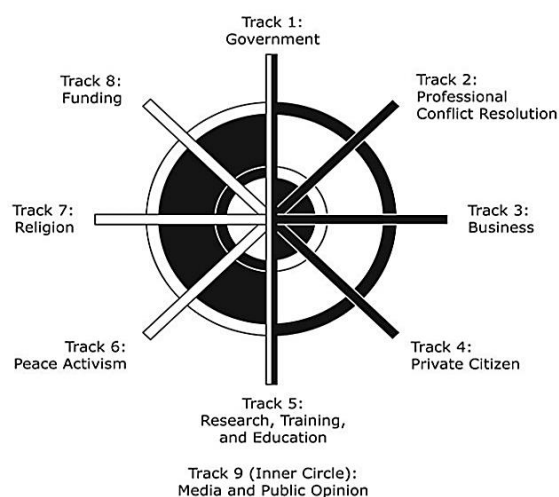
The systematic review covered multiple critical phases: determining relevant sources, using inclusion and exclusion criteria, and combining results from scientific publications, including books, journals, reports, and research papers. The sources selected depend on their relevance to the research subject, including theoretical studies and materials about cultural norms and values inside the social setting under analysis (Sarwono, 2006).

The research process depended on thoroughly reading theoretical literature and other relevant materials. This gave a contextual framework for appreciating the larger social and cultural results. The literature study guaranteed a comprehensive awareness of the cultural backdrop by guiding the analysis of secondary material, which affected the research methodology (Sugiyono, 2010).

This research uses a multi-track diplomacy approach. According to Mujiono and Alexandra (2019) Multi-track diplomacy (MTD) describes a conceptual framework that reflects peace-making operations.

Figure 2 illustrates that diplomacy is a multifaceted process involving many

actors beyond government representatives. This diplomatic paradigm encompasses the roles of various societal components, including intellectuals, entrepreneurs, conflict resolution experts, peace advocates, and other sectors. Such an approach aligns with the concept that diplomacy is not solely the domain of government officials; it also involves academics, entrepreneurs, and artists, each contributing through their unique channels to promote peace and resolve conflicts. Consequently, Multi-Track Diplomacy underscores the necessity of engaging diverse participants who employ complementary methods for successful diplomatic efforts.



**Figure 2. Multi-Track Diplomacy**  
Source: Diamond and McDonald, 1996

## Results and Discussion

Based on Collins English Dictionary-Complete & Unabridged 10th Edition, the Latin word "dēfensum," meaning "action

to resist attack," comes from the English word "defense."

Law No. 3 of 2002 on National Defense regulates how national defense in Indonesia works. According to this law, the foundation of Indonesia's national defense is the ideology and worldview of the people, which aim to preserve and protect the Unitary State of the Republic of Indonesia based on Pancasila and the 1945 Constitution. National defense is further defined as follows:

All efforts to defend the sovereignty of the state, the territorial integrity of the Unitary State of the Republic of Indonesia, and the safety of the entire nation from threats and disturbances to the integrity of the nation and state.

The above definition clearly shows that the three main groups that must be protected are the state's sovereignty, territory, and the entire nation.

Giving to Amrullah (2016), regarding state sovereignty, Indonesia will uphold its status as a sovereign state and its independence to choose its path in this world, where Indonesia has the same rights and obligations as other countries.

State territory is a geographical unit consisting of land, sea, and air with

boundaries established by convention, treaty, and history (Chiang, 2017). The use of military force in peacetime is known as defense diplomacy, and it pertains to the defense ministry's use of military cooperation and assistance as a weapon of foreign and security policy.

Multazam (2010) states that a good defense diplomacy plan combines development, defense, and diplomacy elements. The three main defense diplomacy strategies are building trust and fostering positive relationships with friendly or nearby countries. This strategy aims to create good relations and ease tensions if there have been previous disputes. Defense diplomacy for military capabilities is related to strengthening the country's military defense capacity. Defense diplomacy for military capabilities is related to strengthening the country's military defense capacity. This approach can include officer exchanges, joint military exercises, grants, arms sales, and other forms of cooperation. Defense diplomacy for the defense industry focuses on the growth and strengthening of a country's military sector. Such efforts can reduce reliance on defense equipment acquisition for capability growth and increase political and economic independence.

Additionally, these strategies can generate financial benefits for cooperating countries and further reduce dependence on defense equipment acquisition.

Countries can form alliances to exchange technology and innovation in the defense sector through economic diplomacy, contributing to the achievement of Golden Indonesia 2045. Forming these alliances can encourage entrepreneurial growth by providing access to the latest technological resources and information. Economic diplomacy can involve collaboration in defense-related human resource training and development. Strengthening defense sector capabilities requires exchanging information, expertise, and experience across countries. Countries can collaborate on cooperative initiatives related to military hardware research and manufacturing. Such collaboration can save costs and allow local businesses to participate in these ventures.

Prakoso et al. (2021) argue that defense entrepreneurship must integrate with self-reliance in developing defense infrastructure. Despite the potential challenges, we should persistently pursue efforts towards achieving complete independence. According to Law No. 16

of 2012, the defense industry's development must prioritize domestically produced goods and defense equipment.

Yulivan et al. (2024) state that implementing defense entrepreneurship requires risk tolerance, innovation, and effective management. These factors are essential for addressing changes in the strategic environment.

Defense entrepreneurship is considered a solution in the context of a limited defense budget because it can overcome obstacles that hinder the growth of domestic industries while generating economic prospects that support the national defense sector.

According to Rusdiana et al. (2021), one way to overcome the problem of a limited defense budget is to use defense entrepreneurship to gradually increase the share of Indonesia's defense budget to reach 2% by 2045, almost the same as the global average.

Multi-track diplomacy is a strategy for achieving diplomatic objectives encompassing various non-governmental entities, including academia, business, civil society, and non-governmental organizations. This strategy may be particularly relevant in the context of defense entrepreneurship. We launched the multi-track diplomacy project to

foster entrepreneurship in the military industry amidst the intricate dynamics of geopolitical forces. This initiative requires the simultaneous participation of several stakeholders, such as governments, commercial companies, academic institutions, and civil society. First and foremost, creating a legislative environment that encourages military entrepreneurship is the primary responsibility of governments. Countries collaborate to develop laws and incentives that support innovation and industrial development through formal diplomacy. Furthermore, governments actively support research and development, collaborating closely with educational institutions.

Private companies work together in the military through collaborative investments and strategic alliances. Through multi-track diplomacy, these businesses can build international relationships that provide opportunities for global expansion and technology sharing. Such business agreements give rise to dynamic entrepreneurial networks. Civil society and non-profit groups play an essential role in non-governmental diplomacy. They facilitate the involvement of society in the development of defense technologies,

upholding moral and social obligations in tandem with industrial innovation. International conference forums and inter-industry meetings can be venues for discussing and sharing ideas. Presenting ideas and recent academic findings provides an intellectual foundation for advancing military technology. Synergistic cooperation between the public sector, private sector, academia, and civil society emerges through multi-track diplomacy. In addition to strengthening national security through defense innovation, this strategy also fosters entrepreneurship in the face of geopolitical uncertainty on a global scale.

In multi-track diplomacy, the third track, namely business, is the appropriate track to build globally competitive Indonesian defense entrepreneurship. According to Saputra (2019), the third track is business, or trade, to achieve peace. The business world can contribute to the development of peace through economic considerations, friendship, mutual understanding, unofficial contact channels, and support for various peace promotion initiatives, both in actuality and potentially. Economic cooperation can prevent conflicts between countries. The benefit of this multi-track diplomacy approach is that the country's trade and



economic sectors will become more sophisticated and advanced, contributing to peace creation.

Gady (2016) states Indonesia and several other countries, including Germany and Spain, have established extensive defense cooperation. The signing of the Jakarta Declaration in 2012, also known as the Joint Declaration for Comprehensive Partnership, provides evidence of cooperation with Germany. The actual text of this agreement contains references to defense cooperation. The exchange of 103 Leopard 2A4 Main Battle Tank units, 11 upgraded Marder 1A3 infantry fighting vehicles, and 11 armored recovery and engineering vehicles represents a type of defense cooperation between the two countries. Rheinmetall, a German defense manufacturer, produces all combat equipment.

According to Putra dan Rani (2014), while Indonesia and Spain cooperate on defense projects, it was established in scientific and technical collaboration in 1983, a more extended period. Currently, the cooperation between the two countries is more concentrated in aerospace, namely the production of CN 235, CN 295, and, most recently, CN 212-400 aircraft. For PT Dirgantara Indonesia,

the CN 295 is now a commodity exported to several countries worldwide.

Prasetya and Setiawan (2023) report that Turkey and Indonesia are collaborating on constructing Tiger medium tanks produced by Savunma Sistemleri A.Ş. and PT Pindad. The two countries plan to build eighteen units of the Tiger Medium Tank by 2023. Len Company and Aselsan have also partnered to jointly produce HF and V/UHF SDR military radios, which are crucial for military communication in border areas. Furthermore, South Korean procurement (KFX-IFX) contributes to the broader goal of achieving independence in Indonesia's defense sector.

Based on the analysis, achieving the vision of Golden Indonesia 2045 is feasible. Entrepreneurship within the defense sector serves as a critical pillar for strengthening national defense and a catalyst for positive economic growth. It facilitates job creation and enhances economic diplomacy. This initiative fosters interactions between national security, economic strength, and sustainable diplomatic relations, ultimately contributing to developing a domestically independent and globally competitive defense industry.

## **Conclusions, Recommendations, and Limitations**

Entrepreneurship in the defense sector is essential for realizing the vision of a globally competitive Golden Indonesia 2045, as it catalyzes technological innovation and industrial development. Companies engaged in defense entrepreneurship develop cutting-edge solutions for defense needs while generating technologies applicable to other sectors of the economy. These innovations drive economic growth by creating jobs, increasing productivity, and opening new avenues for technology exports to international markets. Additionally, defense entrepreneurship fosters industrial development, with the production and advancement of defense equipment creating a vast supply chain involving sectors like manufacturing, technology, and logistics. This growth ripple effect across the economy creates opportunities for local businesses, boosts national competitiveness, and promotes economic diplomacy through defense-related activities. The integration of defense and economic policies strengthens the foundation for national resilience and positions Indonesia as a key player on the global stage.

This study recommends fostering cross-border cooperation in defense technology development and the trade of military equipment to build strong bilateral and multilateral relationships. Such cooperation enables countries to enhance their defense capabilities while establishing positive and mutually beneficial diplomatic ties. Furthermore, expanding the role of private actors in the defense market is crucial for attracting substantial Foreign Direct Investment (FDI). This influx of capital supports financial needs and facilitates the transfer of technology and knowledge, vital for fortifying Indonesia's national defense industry. By positioning defense entrepreneurship as a cornerstone of national security and economic growth, Indonesia can leverage this sector to drive economic diplomacy. Integrating defense, economic, and diplomatic strategies offers a comprehensive pathway to sustainable development and global competitiveness.

The reliance on literature studies and secondary sources constrains this research, potentially limiting the scope and comprehensiveness of the material. Additionally, implementing the proposals necessitates political backing and the involvement of pertinent parties, which

may pose a limitation. Rapid shifts in policy and geopolitical factors could influence the strategy's relevance.

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