AKNOWLEDGEMENT

The author wishes to thank the following persons and institutions who made it possible to finish this work as well as the degree at IEU Institute of Management Jakarta.

Sutrisno, W MBA, Asisstant to the President Director of PTP.MD, for providing some of the references, allocating some of his time to discuss problems and invaluable suggestion on the frame work of the study.

Dr. Ir. Ato Suprapto and Dr. Son Dhiamar M.sc, the thesis advisors for their invaluable guidance, advice, tireless efforts in reviewing and correcting the manuscript, which made possible completion of the this thesis.

Ir. Sardjono Reksodimulyo, the Dean of Department of Agribusiness, for the support given to her for the completion of the study.

Mrs. Saraswathi Kempraj. M.A., M.Ed., the lecturer, for her guidance and time, for correcting the manuscript which made it possible for the completion of this thesis.

To all the faculty members of Department of Agribusiness, for the contribution to the completion of this study.

Mr. Casuma, the secretary of Department of Agribusiness, for providing all the necessary assistance that make this study success.

To my colleagues, especially Hasrial, Winarko who had given invaluable help for the completion of the study.

Finally, to my family and Koko, who had given me continuos support for the completion of the study.

Jakarta, Februari 1993