

ABSTRACT

DESIGN OF COOPERATION AGREEMENT BETWEEN PT. ALPHA CENTRAL PROPERTINDO WITH AGENCY IN BATAM CITY

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PT. Alpha Central Propertindo is a company engaged in the field of property brokerage, whose daily business activities are conducting buying and selling transactions, as well as renting properties, especially in the city of Batam. Implementation of practical work carried out by the author at PT. Alpha Central Propertindo is for 3 (three) months with the aim of overcoming deficiencies, especially in the field of law related to the cooperative relationship between PT. Alpha Central Propertindo with an agency in the city of Batam. Given the shortcomings related to the cooperation relationship which was only made verbally, the parties involved in the contract or agreement did not know in detail about their rights and obligations that must be implemented in an agreed agreement. Therefore, according to the author, this could be a trigger in the emergence of disputes that might occur in the future if the parties do not know or forget about the previously agreed upon clauses.

In the implementation of this practical work, the research method that I use is empirical which starts from the process of observation, interviews, analysis related to the findings, design, and implementation. The results or project outcomes given by the author in the implementation of this work practice are in the form of a written agreement between PT. Alpha Central Propertindo with Agency in the city of Batam. Project output or the results of the draft written agreement that the author gave to PT. Alpha Central Propertindo is a manifestation of the results of the implementation that the author did.

The project output that the author implements is a written agreement of the parties namely PT. Alpha Central Propertindo with Agency in the city of Batam. With a written agreement, the parties have more certainty about the law, and know more clearly related rights and obligations that must be carried out by the parties in good faith. Clarity related to rights and obligations is the main key in the implementation of the cooperation agreement, because rights and obligations are the principal that must be obeyed by the parties. With the written agreement as well, the parties can better understand the legal relationship in the cooperative relationship.

Keywords : *Written Agreement*