

ABSTRAK

Ethiopia berhasil meningkatkan kualitas dan daya saing sektor kopinya melalui proyek *United Nations Industrial Development Organization (UNIDO), Improving the Sustainability and Inclusiveness of the Ethiopian Coffee Value Chain through Private and Public Partnership* tahun 2017 hingga 2022. Keberhasilan Ethiopia dianalisis menggunakan teori evaluasi kebijakan dari Riant Nugroho dengan metode kualitatif deskriptif untuk melihat peran elemen proses dan sumber daya dalam mendukung efektivitas program. Hasil penelitian menunjukkan bahwa keberhasilan Ethiopia dipengaruhi oleh proses dan sumber daya. Proses peningkatan rantai nilai kopi terbagi dalam tiga fase utama, yaitu inisiasi, implementasi, dan peningkatan serta penyebaran. Adaptabilitas program tercermin dalam respons terhadap tantangan eksternal seperti konflik domestik dan pandemi COVID-19, melalui pelibatan mitra lokal dan pelatihan daring. Inovasi turut menjadi kunci keberhasilan melalui pembangunan *Coffee Training Center (CTC)*, pemanfaatan teknologi pascapanen, dan promosi kopi Ethiopia ke pasar global. Dari sisi sumber daya, keberhasilan proyek ditunjang oleh dukungan teknis, pelatihan menyeluruh, serta kemitraan antara pemerintah Ethiopia, donor internasional, dan pelaku industri. Temuan ini menunjukkan bahwa keberhasilan proyek internasional sangat dipengaruhi oleh kemampuan organisasi untuk menyesuaikan program dengan konteks lokal serta mendorong partisipasi aktif dari negara penerima manfaat.

Kata kunci: UNIDO, Ethiopia, Rantai Nilai Kopi, *Coffee Training Center*, Kebijakan Pembangunan

ABSTRACT

Ethiopia has successfully improved the quality and competitiveness of its coffee sector through the United Nations Industrial Development Organization (UNIDO) project, “Improving the Sustainability and Inclusiveness of the Ethiopian Coffee Value Chain through Private and Public Partnership” from 2017 to 2022. Ethiopia's success was analyzed using Riant Nugroho's policy evaluation theory with a descriptive qualitative method to examine the role of process elements and resources in supporting program effectiveness. The research findings indicate that Ethiopia's success was influenced by both process and resource factors. The process of improving the coffee value chain is divided into three main phases: initiation, implementation, and enhancement and dissemination. The program's adaptability is reflected in its response to external challenges such as domestic conflicts and the COVID-19 pandemic, through the involvement of local partners and online training. Innovation also played a key role in the success of the program through the establishment of the Coffee Training Center (CTC), the use of post-harvest technology, and the promotion of Ethiopian coffee to global markets. In terms of resources, the project's success was supported by technical assistance, comprehensive training, and partnerships between the Ethiopian government, international donors, and industry players. These findings indicate that the success of international projects is greatly influenced by the ability of organizations to adapt programs to the local context and encourage active participation from beneficiary countries.

Keywords: UNIDO, Ethiopia, Coffee Value Chain, Coffee Training Center, Development Policy