

Prevention of Agrarian Conflicts at The Ward Level Through Understanding Land Sale and Purchase Contracts in Pamenang Ward

Pencegahan Konflik Agraria di Tingkat Kelurahan Melalui Pemahaman Kontrak Jual Beli Tanah di Kelurahan Pamenang

¹Dede Iskandar

²Fitri Kartika Sari

³Syndi Septia Azelika

⁴Lidia Dama Yanti

^{1,2,3,4}Fakultas Hukum, Universitas Merangin

Email Correspondence: dedepmg21@gmail.com

*Penulis Korespondensi

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Abstrak:

Kegiatan pengabdian kepada masyarakat ini bertujuan untuk mencegah dan memitigasi potensi konflik agraria di Kelurahan Pamenang melalui edukasi hukum kontrak jual beli tanah dan pelatihan mediasi bagi aparatur kelurahan. Metode pelaksanaan terdiri dari tiga tahapan utama: persiapan, pelaksanaan berupa penyuluhan dan pelatihan partisipatif, serta evaluasi. Hasil kegiatan menunjukkan adanya peningkatan literasi hukum secara signifikan pada warga, khususnya terkait pemahaman syarat sah perjanjian, pentingnya beralih dari perjanjian lisan ke perjanjian tertulis, dan urgensi pendaftaran hak atas tanah melalui Pejabat Pembuat Akta Tanah (PPAT). Selain itu, aparatur kelurahan berhasil diberdayakan melalui simulasi mediasi sengketa, sehingga mampu bertindak sebagai penengah yang netral dan kompeten dalam memfasilitasi penyelesaian konflik di luar pengadilan. Pengabdian ini menghasilkan sebuah pemahaman komprehensif yang mengintegrasikan kesadaran hukum masyarakat dan kapasitas kuratif aparatur, guna mewujudkan stabilitas dan kepastian hukum pertanahan di Kelurahan Pamenang.

Abstract:

This community service activity aims to prevent and mitigate potential agrarian conflicts in Pamenang Ward through legal education on land sale and purchase contracts and mediation training for ward officials. The implementation method consists of three main stages: preparation, implementation in the form of counseling and participatory training, and evaluation. The results of the activity indicate a significant increase in legal literacy among residents, particularly regarding the understanding of the legal requirements of an agreement, the importance of shifting from oral to written agreements, and the urgency of registering land rights through a Land Deed Official (PPAT). Furthermore, ward officials were successfully empowered through dispute mediation simulations, enabling them to act as neutral and competent mediators in facilitating out-of-court conflict resolution. This community service produces a comprehensive understanding that integrates public legal awareness and the curative capacity of officials, to realize stability and legal certainty of land in Pamenang Ward.



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INTRODUCTION

Land management is one of the most crucial aspects of community life, especially in areas that still rely on agrarian activities and local development. Land not only possesses high economic value but also has essential social, cultural, and life sustainability dimensions. Along with the increase in population and the need for space, land has become a highly contested asset. This demands careful management and a solid legal understanding to prevent future friction. Without adequate legal management, land that should be a source of prosperity can instead turn into a source of social disaster (Astuti et al., 2024; Meckelburg & Wardana, 2024; Ngongo et al., 2023).

In Indonesia, regulations regarding land affairs have been constitutionally mandated and further regulated in Law Number 5 of 1960 concerning the Basic Regulations on Agrarian Principles (UUPA). This regulation aims to provide legal certainty and protection of land rights for all citizens. Although formal legal instruments are available, their implementation in the field often faces various structural and cultural challenges. Social reality shows that many communities still conduct land transactions based on hereditary customs without heeding state legal procedures.

The consequence of this non-compliance with land administration procedures is the high rate of agrarian conflicts in various regions, both in rural and sub-urban areas. These agrarian conflicts range from land boundary disputes and overlapping ownership to unilateral claims on land that lacks official documentation. Such disputes often culminate in physical violence, fractured social relationships among residents, and time-consuming as well as costly judicial processes. This condition illustrates how vulnerable security stability is at the grassroots level if agrarian matters are not managed with precision (Berenschot, 2020; Musaffah & Maharani, 2024; Riggs et al., 2016).

One of the main factors triggering the proliferation of land conflicts is the public's minimal understanding of land ownership rights and the significance of a land certificate. Many residents still assume that hereditary physical possession is sufficient to legitimize ownership. This misunderstanding gives rise to non-standard and highly risky land transactions. Ignorance of legal procedures causes the public to neglect the importance of legality, which ultimately makes them victims of disputes that could have been prevented early on (Badu et al., 2025).

The absence of certificate documents in the land sale and purchase transaction process places the buyer in a very weak legal position. Land sale and purchase transactions without certificates are often only based on village administrative documents, which, although socially recognized, do not possess perfect evidentiary power in the eyes of formal civil law. The gap between positive law and social reality creates a gray area frequently exploited by irresponsible parties. Therefore, a bridge in the form of temporary legal recognition or transitional certification is needed to protect parties acting in good faith (Bintang Idrus et al., 2025).

The practice of under-the-hand (unregistered) land sales, especially on land with Letter C or *girik* (customary land tenure) status, is still very commonly found in various wards. Buyers and sellers generally only rely on simple stamped receipts as proof of the transfer of rights. However, in formal juridical terms, such a transaction does not automatically transfer perfect land ownership rights before the state. The lurking legal risks are enormous, ranging from lawsuits by the seller's heirs and double sales to difficulties in the certificate name-transfer process in the future (Ratnawati & Lestari, 2023).

In addition, the community's culture, which still relies on the principle of trust, fosters the habit of making oral land transfer agreements. These oral agreements have proven to be highly susceptible to conflict due to the absence of material evidence that both parties can hold onto. Changing the habit from oral agreements to structured written agreements is an absolute urgency. Written agreements not only provide legal certainty but also preventatively close the loopholes for defaults or denial of agreements in the future (Ahsanicka et al., 2024; Astuti et al., 2024).

In realizing this legal certainty, the role of the Land Deed Official (PPAT) is very central. The PPAT is authorized to make the Sale and Purchase Deed (AJB), which is an absolute requirement in the process of registering the transfer of rights at the National Land Agency. Unfortunately, there are still cases where the issuance of a sale and purchase deed, even for Letter C land, is carried out without an accurate measurement process or physical data checking in the field. Administrative negligence of this kind actually gives rise to formal defects that can invalidate the legality of the deed and harm the buyer who acts in good faith (Daniel & Hadiati, 2025).

More broadly, the position of a Notary also bears a massive legal responsibility in creating authentic deeds related to the civil aspects of sale and purchase agreements. Notaries are restricted by laws and regulations to always apply the precautionary principle, verify the identities of the appearers, and ensure that the object of the agreement does not violate the law. The Notary's compliance with these boundaries of authority is the last defense for the public to obtain a legal product that is valid, safe, and accountable (Bintang et al., 2025).

Specifically in complex cases, such as when the object of the sale is bankrupt or confiscated, the Notary's role in issuing a power of attorney to sell becomes crucial. Notaries must keenly observe the legal status of the object so as not to violate prevailing bankruptcy laws. Errors in issuing deeds for problematic objects will not only harm creditors or third parties but can also drag the Notary into a vortex of criminal or civil disputes due to gaps in the legal certainty of the object (Eriyanti & Ridwan, 2022; Erwiningsih, 2023).

All the aforementioned land law problems are highly relevant to the phenomenon occurring in Pamenang Ward. Based on preliminary observations, Pamenang Ward is a demographically and economically developing area, causing land values in this region to spike significantly and making it prone to triggering land conversion conflicts alongside development dynamics (Berenschot, 2022). Unfortunately, this surge is not balanced by adequate land law literacy among its residents. Practices of under-the-hand land sales, the absence of AJB from the PPAT, and the use of inherited land without certificate subdivision are common sights.

If this condition in Pamenang Ward is left without intervention, the potential for an explosion of agrarian conflicts in the future is immense. This problem will

become a heavy burden for ward officials, who are often forced to act as "street judges" when their residents feud. Therefore, structured, massive, and sustainable preventive action is needed to educate the public. Ward officials also need to be equipped with dispute resolution skills so that conflicts do not automatically spill over to the courts.

In the context of out-of-court dispute resolution, the mediation approach has proven to be a highly effective alternative instrument. Mediation prioritizes the principle of consensus through deliberation, reduces litigation costs, and maintains social harmony. Unlike litigation, which leads to a win-lose situation, mediation strives to find a mutually beneficial middle ground (win-win solution). The use of mediation aligns with the characteristics of communal societies that still uphold the values of kinship (Bintang S et al., 2024).

Departing from these various background problems, this community service activity was carried out with the main objective of preventing agrarian conflicts at the ward level. The activity focused on increasing residents' understanding of the urgency of a legally valid land sale and purchase contract, as well as providing mediation training for Pamenang Ward officials. It is hoped that, through this community service, an atmosphere of legal order in land affairs and strong social resilience will be created in Pamenang Ward.

RESEARCH METHOD

The implementation of this community service activity utilized the methods of community education (socialization and legal education) and participatory-based training (participatory training). This method was chosen because it is considered the most relevant for transforming theoretical knowledge into practical understanding easily applied by laypeople. This activity was interactive, combining classical material delivery with case study methods and Focus Group Discussions (FGD). The targets of this activity included two main elements: the residents of Pamenang Ward who have the potential to conduct land transactions, and the government officials of Pamenang Ward who act as the vanguard of public servants, carried out on December 18, 2025.

The implementation stages of the activity were divided into three continuous phases. The first phase was the preparation stage, which included identifying problems through a pre-survey, coordinating with ward apparatuses, and compiling material modules tailored to local needs. The second phase was the implementation stage, which was split into two main sessions: a legal counseling session on the legality of land sale contracts and certification, followed by a session on dispute resolution mediation techniques training for ward officials. The third phase was the evaluation and mentoring stage, where the service team measured the increase in participants' legal literacy through discussion observation, and provided mentoring in drafting standard operating procedures (SOP) for ward-level dispute resolution.

DISCUSSION

Legal Education and Land Sale Contract Literacy

This activity stemmed from the finding that the root of many disputes originates from residents' ignorance regarding the procedures for transferring rights justified by the state. The service team began the session by providing enlightenment on the philosophy of land ownership and the importance of valid legal titles. Residents were guided to understand that physical mastery alone does not guarantee the security of their assets if not supported by legal instruments recognized by the law.

Fundamentally, the community was given an understanding of the legal requirements for an agreement as stipulated in Article 1320 of the Indonesian Civil Code (KUHPerdata). Requirements such as mutual consent, capacity to act, a specific subject matter, and a lawful cause were translated into simple and easily digestible language. This was important to emphasize so that the public realizes that buying and selling is not just about handing over money and land, but is a binding legal contract that carries juridical consequences for both parties in the eyes of the law.

The education continued by thoroughly examining the latent dangers of under-the-hand Letter C land sale practices. The service team explained that a regular receipt, no matter how thickly stamped with duty stamps, does not automatically transfer ownership status at the National Land Agency. Under-the-hand transactions have weak evidentiary power in court if at any time a lawsuit arises from the seller's heirs. This explanation successfully opened the eyes of the participants who had felt safe armed only with a piece of receipt (Ratnawati & Lestari, 2023).

Furthermore, the service team also elaborated on the legal gap often experienced by buyers of uncertified land. Although under civil law such agreements are valid between consenting individuals, the absence of a certificate leaves the buyer's position highly vulnerable to eviction or third-party claims. To address this, residents were educated about the importance of using village administrative documents (such as certificates of land history and non-dispute letters) as an initial bridge toward the formal land registration process (Bintang Idrus et al., 2025).

To mitigate these risks, the community is strongly advised to abandon the habit of making oral agreements. This community service activity firmly campaigned for a culture of written literacy in every agrarian agreement. Written agreements serve as an undeniable track record regarding what was agreed upon, boundary measurements, and payment mechanisms. By getting used to drafting written agreements, the residents of Pamenang Ward indirectly built an early detection system against potential disputes and deceit (Astuti et al., 2024).

Understanding the authorized subjects to legitimize land transfers also became a main menu in this educational session. The community was introduced in depth to the functions, duties, and authorities of the Land Deed Official (PPAT). The PPAT is the sole official appointed by the state to make authentic deeds related to the transfer of land rights. Residents were cautioned not to be tempted by irresponsible land brokers and to ensure that the process at the PPAT is truly accompanied by checking the validity of the certificate and measuring the physical boundaries of the land (Daniel & Hadiati, 2025).

Besides the PPAT, the role of Notaries was also explained so that residents would not be confused in distinguishing the authorities of both. The service team explained that Notaries play a crucial role in creating deed agreements that precede the AJB process, such as the Conditional Sale and Purchase Agreement (PPJB). Residents were educated that Notaries are bound by the limits of legal liability under laws and regulations and are required to apply the precautionary principle. Therefore, documents produced by Notaries have perfect evidentiary strength that protects the parties from elements of fraud and legal flaws (Bintang et al., 2025).

In more specific material, the team also provided insights regarding the status of land objects in special conditions, such as undivided inherited land or land entangled in debt/bankruptcy. The community was explained that selling land with

a problematic status requires a careful power of attorney to sell deed from a Notary. Carelessness in buying or selling such objects will result in the transaction being null and void by law. This knowledge is highly applicable for residents who are often offered land at cheap prices but whose legal status remains unclear (Eriyanti & Ridwan, 2022).

The enthusiasm of the Pamenang Ward residents in absorbing this education was very high, as seen from the dynamic interactive discussion session. Many residents voluntarily shared their personal experiences related to inherited land disputes as well as boundary disputes with neighbors. This two-way interaction was utilized by the service team to dissect cases directly, provide initial legal opinions, and outline the corrective steps that residents must immediately take so that their land status becomes clear.

One of the most frequently asked questions was regarding the fate of ancestral *girik* land whose original documents have been lost. The service team provided a tactical solution by explaining the procedure for creating a statement letter of physical possession of a land plot (sporadic), which must be acknowledged by the Ward Head (Lurah). This solution brought relief to residents who had previously been apathetic and felt that their land could never be certificated due to the lack of complete inheritance documents.

The implementation of this education is essentially a harmonization effort between the state's positive law and the sociological reality of the ward community. The service team did not intend to eradicate local traditions but tried to align them so they do not clash with state rules. For example, the tradition of having witnesses from the RT/RW (neighborhood/hamlet heads) is maintained, but it is now reinforced by the presence of written documents and strong recommendations to immediately register the transfer with official land institutions to obtain absolute legality.

Overall, this educational sub-activity successfully achieved its set targets. Based on oral evaluations at the end of the session, the majority of participants stated their commitment to no longer conduct land sale transactions relying solely on ordinary receipts. The growth of this collective awareness is an indicator of the success of increasing legal literacy. The Pamenang Ward community now has a sufficiently strong shield of knowledge to avoid the snares of land mafias and financial losses due to legally flawed transactions.

Mentoring and Mediation for Agrarian Dispute Prevention

To build the foundational thinking of ward officials, the service team first provided a theoretical understanding of the anatomy of agrarian conflict from the perspective of legal sociology. Agrarian conflict is not only born from purely juridical issues but is closely related to economic factors, inequality of land control, and social dignity. By understanding the social dimensions of a conflict, ward officials are expected to take a more humane and targeted resolution approach, rather than strictly adhering to legal clauses alone (Musaffah & Maharani, 2024).

The concept of out-of-court dispute resolution (non-litigation) was then introduced as the main instrument. Among various forms of Alternative Dispute Resolution (ADR), mediation was chosen as the most rational method to implement at the ward level. Mediation is considered superior because its procedures are flexible, low-cost, and most importantly, capable of restoring fractured social relations between conflicting parties. In a communal environment, maintaining

kinship ties is far more valuable than winning a case in court (Bintang S et al., 2024).

The mediation training module prepared by the service team was designed comprehensively, adopting basic principles usually taught in mediator certification. This training dissected the tactical steps of mediation, ranging from how to invite parties, establish ground rules, conduct caucuses (separate meetings), to drafting peace agreements. This training was not merely transferring theory, but a systematic effort to mold independent conflict resolution agents at the grassroots level (Badu et al., 2025).

In the mediation practice simulation (role-play), ward apparatuses were invited to play the roles of the mediator, plaintiff, and defendant. Through this simulation, officials were taught the fundamental skills of a mediator: being impartial (neutral), being an active listener, and employing reframing techniques (reframing negative sentences into constructive ones). Neutrality was highly emphasized because the bias of a ward official in a land dispute will actually exacerbate the problem and destroy the residents' trust.

The service team also discussed various classic obstacles that often derail mediation processes at the ward level. One of the biggest hurdles is the difficulty of bringing the parties together, especially if the conflict already involves high personal egos. In addition, ward mediators often face deadlocks when one party insists on using evidence of doubtful validity. To overcome this, officials were trained to have negotiation and diplomatic skills to soften the egos of the parties.

In the case deepening session, training participants dissected various real-world scenarios, such as boundary conflicts between neighbors with overlapping certificates. In such cases, pure mediation is often insufficient, requiring the ward mediator to take the initiative to involve authoritative third parties, such as measurement officers from the BPN. This cross-sector collaboration was taught so that the resolution produced through ward mediation is truly valid, based on accurate data, and does not leave a ticking time bomb for the future.

Furthermore, officials were also trained to handle mediation for uncertified land sale cases. In situations where residents only hold a village certificate or an old *girik*, conflict resolution must prioritize the principle of restorative justice. Ward officials, as village archive keepers, play a key role in issuing intermediate legal recognition policies to bridge disputing parties toward administrative legal certainty, while simultaneously encouraging them to immediately register their land formally (Bintang Idrus et al., 2025).

This mentoring activity also emphasized the output of a mediation process, which is the creation of a written peace agreement. An agreement reached orally post-mediation has no executorial binding power and is very prone to being broken. Ward officials were trained to draft a peace deed that is simple yet comprehensive, containing the identities of the parties, the object of dispute, points of agreement, and penalty clauses in the event of default. The existence of this written document legally locks in the commitment of the parties (Astuti et al., 2024).

The involvement of traditional figures, religious figures, or community elders in the ward mediation team was strongly encouraged by the service team. The involvement of central figures in the community is often more effective in subduing the stubbornness of conflicting parties compared to a purely bureaucratic approach. The combination of government apparatus firmness and the charisma of community

figures creates a strong, effective local conflict resolution ecosystem that commands high social legitimacy in the eyes of Pamenang Ward residents.

As the physical output of this sub-activity, the service team alongside Pamenang Ward officials drafted a Standard Operating Procedure (SOP) for Ward-Level Land Dispute Mediation. This SOP serves as a systematic standard guide, covering the flow of receiving resident complaints, summons schedules, mediation rules of conduct, and the standard format for peace minutes. The existence of this SOP professionalizes dispute resolution services in the ward, making them more measurable, transparent, and accountable.

This series of mediation training is expected to become a positive legacy that provides long-term benefits for Pamenang Ward officials. With the increased capacity of officials in managing and reconciling land disputes, the caseload that reaches the police or district courts can be significantly minimized. This approach comprehensively actualizes the essence of restorative justice, where security, order, and community harmony can be independently upheld from, by, and for the Pamenang Ward community itself.

CONCLUSION

Overall, the community service activity in Pamenang Ward has been successfully implemented, bringing a significant impact on increasing the residents' legal literacy. Through the educational approach on land sale contracts, the public now possesses a critical awareness of the importance of valid agreement requirements, the dangers of under-the-hand transactions, and the necessity of involving authorized officials such as PPATs and Notaries. This paradigm shift from oral and informal habits toward written and formal administrative awareness is a highly fundamental preventive step to avert agrarian conflicts in the future. In addition, the capacity building of Pamenang Ward officials through mediation training and mentoring has comprehensively completed the dispute prevention ecosystem. Officials have not only been equipped with a theoretical understanding of conflict resolution but also provided with practical skills in mediating disputes, as well as the ability to formulate accountable operational standards for conflict resolution. The integration between a legally aware public and officials capable of mediating is expected to make Pamenang Ward a pilot area in the management of land order and the maintenance of social harmony.

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