

## ANALYSIS OF THE UNDERSTANDING OF MICRO BUSINESS ACTORS ON THE USE OF BPKB ARRUM LOANS PT. PEGADAIAN SYARIAH

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### ABSTRACT

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Sharia pawnshops are a type of business entity where individuals can obtain funds to help meet their financial needs. Pegadaian Syariah provides a variety of products and services that can help people overcome their financial problems. One of its superior products is Ar Rum, a financing program to empower MSMEs that use BPKB as collateral. The BPKB guarantee will remain under the control of Pegadaian, so that customers can still use their vehicles.

This study aims to investigate the impact of Understanding on Arrum BPKB loan applications at PT. Sharia Pawnshop. The results showed that there was a significant relationship between the level of understanding in the decision-making process. In other words, the greater a person's understanding of business and financial aspects, the more likely they are to be interested in applying for a loan to a Sharia Pawnshop.

### 1. INTRODUCTION

In the Islamic perspective, economics has a very important role because it is considered as one of the ways to achieve the goal of a good life, both in the world and in the Hereafter. Its connection with life in the afterlife makes economics have a deep spiritual aspect. For example, Imam al-Ghazali argues that making life halal in the world is a means to achieve a good life in the Hereafter. It reflects the way in which the value of the world is measured based on how we live good and ethical lives. (zulfa,M, & Arif, M (2020)

The ease of the community accessing loan sharks, as well as interest / participation with the surrounding environment (neighbor influence) and the weak application of sanctions regarding people who collect funds from the community because it is difficult to identify cases that must wait for reports from the community. And the absence of government firmness against loan sharks makes micro business actors who need business capital to sell entangled with loan sharks

Sharia pawnshops provide alternative options to obtain sources of funds and financing to meet financial needs. (Yuniwati, N., Lestari, E. D., & Alfiqoh, A. 2021) Some of these pawnshop institutions focus on products and services that are in line with sharia principles, which can help people face financial challenges. One of the products they offer is called "Ar Rum," which provides financing solutions for micro businesses using car BPKB as collateral. In this context, the car BPKB is a guarantee given, while the car owner still has the right to use it. (Mulazid, A. S, 2016)

The ease afforded to communities to obtain loans from unauthorized parties, accompanied by environmental influences such as imitation actions carried out by neighbors, and the lack of enforcement of penalties against fundraising by individuals from the community, occur due to difficulties in identifying violations that can only be disclosed after reports from the community. This situation is further complicated by the lack of clarity from the government in dealing with loan sharking practices, so that micro-entrepreneurs who need capital to sell are entangled in the trap of loan sharks. (Mokodenseho, S., & Puspitaningrum, T. L., 2022)

Micro, small and medium enterprises (MSMEs) play a central role in economic activity in Indonesia. The future of the country's economic development largely depends on the ability of MSMEs to grow independently. It is recognized that MSMEs have a very significant role in the process of development and economic growth. Overall, MSMEs in the context of the national economy play the following roles: (1) as major players in economic activity, (2) as the largest provider of employment, (3) as an important element in developing the local economy and empowering communities, (4) as innovators and creators of new markets, and (5) contributing to the balance of the country's balance of payments. (Department of Cooperatives). Sarmigi, E. (2020)

## Micro

The definition of UMKM contained in Law of the Republic of Indonesia No. 20 of 2008 concerning UMKM, is explained in Article 1 of the Law as follows: Micro enterprises are productive forms of business owned by individuals or single companies that meet the requirements of micro enterprises as stipulated in the Law.

Micro enterprises are types of businesses that have a small scale in terms of size, resources, and turnover. Typically, micro-businesses are managed by individuals or small groups and often have a very limited number of employees or are even owned and run by only one person. Micro-enterprises are often businesses that start with limited capital and develop gradually.

Common features of microenterprises include:

1. **Small Scale:** Micro enterprises have a small operating scale, both in terms of production, turnover, and number of employees.
2. **Limited Capital:** The start-up capital required to start a micro-venture is usually very limited, and this venture may rely on internal resources or small loans.
3. **Sole Proprietor or Manager:** Often, micro-businesses are owned and run by a single person or family, who are responsible for all aspects of operations and management.
4. **Local Focus:** Many micro-enterprises operate on a local or regional scale, serving the local community.
5. **Diverse Activities:** Micro-enterprises can operate in various sectors of the economy, including trade, services, agriculture, handicrafts, food, and so on.
6. **Gradual Growth:** Typically, micro-businesses develop gradually over time, and their owners may have a goal to grow into larger ventures over time.

Micro-enterprises play an important role in the economy, especially in creating local jobs, increasing individual incomes, and supporting the economic empowerment of small communities. In many countries, governments and financial institutions often provide specialized support, training, and financing to help microenterprises grow and succeed.

## Micro Business Actors

Micro entrepreneurs are individuals or groups involved in managing and running micro businesses. They are the owners, managers, or key stakeholders in the venture. Micro entrepreneurs can have various backgrounds and goals in doing business, but they have a key role in running day-to-day operations and making decisions related to these micro-enterprises.

Micro entrepreneurs can operate in various economic sectors, including trade, services, agriculture, handicrafts, food, and so on. They play an important role in creating jobs, driving local economic growth, and contributing to the economic sustainability of local communities. Government policies and support are often aimed at assisting micro-entrepreneurs in their efforts to grow and develop.

## Arrum BPKB Pegadaian Syariah

Arrum financing at sharia pawnshops makes it easier for small entrepreneurs to get business capital with motorcycle or car BPKB guarantees. And the vehicle remains with the owner, so it can support daily efforts by maximizing the usability of the vehicle.

ARRUM financing which stands for Ar-Rahn For Small Micro Enterprises. ARRUM BPKB financing products at sharia pawnshops help small entrepreneurs to obtain business capital with vehicle BPKB guarantees. But the vehicle can be used by the owner to help operate the business activities carried out. By using loan construction by pawn or fudusia.

Customers must meet the following requirements:

- 1) Copy of STNK KTP
- 2) Copy of UN
- 3) Copy of electricity account
- 4) Copy of Family Card (KK)
- 5) Copy of marriage certificate / marriage book
- 6) business certificate and has been running for at least 1 year,
- 7) BPKB Motor vehicles
- 8) Photocopy of STNK, and
- 9) Photo of husband / wife.
- 10) Fill out the ARRUM BPKB financing form

The objectives in this study are: 1. To find out how the understanding and interest of micro business actors towards Arrum BPKB sharia business loans at sharia pawnshops in Pekanbaru city 2. To find out how business actors understand about using Arrum BPKB sharia business loans at sharia pawnshops in Pekanbaru city

## 2. METHODS

### Types of Research

This type of research is a quantitative approach in which a researcher seeks to gain understanding by collecting data in the form of numbers. The collected numerical data is then analyzed to extract information. In simple terms, quantitative research is an organized scientific method for investigating the components of a phenomenon and recognizing cause-and-effect relationships. (Mulyadi, 2011)

### Subject and Object of Research

The subject of this study is an individual who acts as a Micro Business Actor in the city of Pekanbaru. Meanwhile, the object of this study is their level of understanding related to the ARRUM BPKB Business Loan provided by PT. Sharia Pawnshop.

### Population and Sample

Population is a term used to describe all data involving the results of calculations and measurements, both in quantitative and qualitative form, related to the special features of a group of objects that have been thoroughly and unequivocally defined. (Husaini Usman, 2020).

A sample is a small percentage of those entities selected from the entire group of objects under investigation, which are considered representative of the entire population. (Notoatmojo, 2003).

To determine the sample of respondents from the study population, provisions were used in determining the sample size based on Slovin's opinion, so that 12,038 people were obtained. with smpel as many as 100 micro entrepreneurs in Pekanbaru City.

## Data Sources and Data Collection Techniques

Some of the sources of information used in this study are as follows:

### a. Data Sources

This is data obtained or collected by researchers directly from the original source. To obtain this primary data, researchers need to collect it by distributing questionnaires. (Lnu, S, 2020)

### b. Data Seconds

It is data obtained or collected by researchers from various pre-existing sources, such as books, journals, reports, documents, and so on. (Harahap, 2020)

## Data Collection Techniques

There are two types of data collection techniques applied in this study, namely:

### a. Observation

This includes direct observation of individuals who are micro-entrepreneurs in Pekanbaru. (Mania, S., 2008).

### b. Questionnaire

A questionnaire is a collection of questions asked to individuals who are willing to respond as per the user's request. (Zulfa, M, 2019)

### c. Documentation

Documentation is a step to gather information that produces significant records related to the topic being researched by the researcher. It aims to obtain data directly from the research location, including materials such as books, journals, regulations, activity reports, images, and other information relevant to the research focus. (Prasetyo, E, 2017). (Sudarsono, B., 2017) This includes direct observation of individuals who are micro entrepreneurs in Pekanbaru

## Data Processing and Analysis Techniques

Once the data has been successfully collected, the next step is to process and analyze the data. The data that has been collected will go through a series of stages such as filtering, duplication, coding, grouping, and interpretation. The main objective is to disclose information related to the impact of the level of knowledge and interest in financing ARRUM BPKB at PT. Sharia Pawnshop in Pekanbaru. All data that have been obtained through the process of observation, filling out questionnaires, and examination of documents will be analyzed within this framework. (Raihani, 2017).

The analysis report prepared by Matthew and Michael in Patilima (2010:100-101) consists of three series of activities that run simultaneously. These three series of activities include:

1. Data reduction refers to the process of selecting, separation, simplification, abstraction, and transformation of data derived from field notes. This process continues during data collection.
2. The presentation of data refers to the extraction of conclusions and actions taken. Previously, qualitative data was often presented in the form of

narrative texts that were scattered, unstructured, and tended to be redundant.

3. The creation and verification of inferences involves the researcher in exploring the meaning, patterns, explanations, and configurations of objects that may require further verification through deeper investigation of the data that has been collected. (Sugiyono, 2012: 334-343).

The method used in this study is quantitative method. Quantitative methods are used to analyze statistically to conduct research tests on data obtained using simple linear regression analysis where the calculation process uses SPSS for Windows.

The questionnaire used in this study uses a scale of five alternative choices (Likert scale), so first the questionnaire data that has been successfully collected will be tested first

## Validity Test

The accuracy of the measurement is checked through the use of the Corrected Item-Total Correlation formula at a significance level of 5% ( $\alpha = 0.05$ ). This indicates that an item is considered legitimate if it has an important correlation with the total score.

If the calculated r value > the r value of the table, then the item statement is considered valid. Conversely, if the r value is calculated  $\leq$  the r value of the table, then the item statement is considered invalid. The table r value in this case is 0.202, as listed in the r table, and is compared to the calculated r value found in the Total Corrected Item Statistics column. The table shows that all item statements have a correlation value that is greater than the table r value. Therefore, all items of such variables are considered valid and worth analyzing.

## Reliability Test

Reliability is tested using the Cronbach Alpha method, where an instrument is considered to have a good level of reliability if it has a reliability coefficient greater than 0.6. This reliability test will be performed against statements that have been proven valid in previous validity tests. The total number of statements that can be tested in a reliability test is 29 statements.

Based on the validity test using product moment correlation and the test Based on the Cronbach Alpha value used to measure reliability, it can be concluded that 29 statements related to the Analysis of Knowledge and Interest of Micro Business Actors on the decision to borrow ARRUM BPKB at PT Pegadaian Syariah Kota Pekanbaru are valid and have a good level of reliability to measure these variables.

## Multiple Linear Regression Analysis

The results of the calculation of multiple linear regression analysis through SPSS for Windows version 25.0 then obtained values for variables and dependent variables can be seen in the following table:

**Table 1:** Multiple Regression Analysis

Model		Coefficients <sup>a</sup>		Standardized Coefficients Beta
		Unstandardized Coefficients B	Std. Error	
1	(Constant)	2.674	2.240	
	UNDERSTANDING	.354	.066	.429
	INTEREST	.580	.097	.476

a. Dependent Variable: DECISION TO USE ARRUM BPKB LOAN

Based on table 1 above, the multiple regression equation can be arranged as follows:  $Y = a + b_1X_1 + b_2X_2$   
 $Y = 2.674 + 0.354X_1 + 0.580X_2$  The meaning of the numbers in the regression equation above is; a. The value of the constant (a) is 2.674. This means that if Knowledge and Interest are assumed to be zero (0), then Decision (Y) is worth 2.674 b. The value of the Knowledge variable linear regression coefficient (X1) is 0.354. What this means is that every decrease in the Knowledge Factor by 1 unit will decrease the Decision (Y) by 0.354 assuming the variable X2 is fixed. c. The value of the linear regression coefficient of the variable of Interest (X2) is 0.580. What this means is that every decrease in Interest by 1 unit will decrease Decision Making (Y) by 0.580 assuming the variable X1, fixed.

**Uji Parsial (Uji-t)**

The t-test is carried out to determine which factor is the most dominant between the independent variable and the dependent variable using the Parsial Test (t-Test) using the help of the SPSS for Windows program computer version 25.0 then can be seen in the table below:

**Table 2:** Partial Test (Test t)

Model		Coefficients <sup>a</sup>		t	Sig.
		Unstandardized Coefficients B	Std. Error		
1	(Constant)	2.674	2.240	.301	.764
	UNDERSTANDING	.354	.066	5.401	.000
	INTEREST	.580	.097	5.994	.000

a. Dependent Variable: DECISION TO USE ARRUM BPKB LOAN

From the results of processing table 2 above, it can be seen that: a. The value of the Knowledge variable (X1) of 5.401 and the value of ttable of 1.671 with a significant level of 0.05 and a degree of freedom of 97 ( $dk = n - k - 1(100 - 2 - 1)$ ) it will be seen that:  $t_{calculate} > t_{table}$  or  $5.401 > 1.671$ . This shows that Ha is accepted and Ho is rejected with a significant level of 0.05 where the value (Sig) is  $0.000 < 0.05$  so that it can be said that there is a significant influence between Knowledge and Decision. b. The calculated value of the Interest variable (X2) is 5.994 and the ttable value is 1.671 with a significant level of 0.05 and a degree of freedom of 97 ( $dk = n - k - 1(100 - 2 - 1)$ ) it will be seen that:  $t_{calculate} > t_{table}$  or  $5.994 > 1.671$ . This shows that Ha is accepted and Ho is rejected with a significant level of 0.05 where the value (Sig) is  $0.000 < 0.05$  so that it

can be said that there is a significant influence between Knowledge and Decision. c. So it can be partially known that the independent variable that has the most dominant influence on loan decisions is Interest (X2) of 5.994.

**Uji Simultan (Uji-f)**

The F-test is used to determine the effect of each independent variable on the dependent variable. The test results of the F-Test are as follows:

**Tabel 3:** Uji Simulta (Uji-f)

ANOVA <sup>a</sup>						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1883.817	2	941.908	115.339	.000 <sup>b</sup>
	Residual	792.143	97	8.166		
	Total	2675.960	99			

a. Dependent Variable: DECISION TO USE ARRUM BPKB LOAN  
 b. Predictors: (constant), MINAT, PEMAHAMAN

From table 3 above shows that Fcalculate is 115.339 while Ftable at significant level ( $\alpha$ ) 5 with df 1 is 1 ( $k - 1 = 2 - 1$ ), df 2 is 97 ( $dk = nk - 1(100 - 4 - 1)$ ), then Ftable is obtained at 3.94. So  $F_{hitung} > F_{tabel}$  is  $115.339 > 3.94$  which means that This indicates that Ha is Accepted and Ho is rejected. This means that there is a significant influence of the independent variables (Knowledge and Interest) together, where the value is 115.339.

**Koefisien Determinasi**

**Table 4:** Determination Analysis

Model Summary <sup>b</sup>				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.839 <sup>a</sup>	.704	.698	2.858

a. Predictors: (Constant), MINAT, PEMAHAMAN  
 b. Dependent Variable: DECISION TO USE ARUM BPKB LOAN

It is known that the Adjusted R Square value is 0.698. This means that the contribution of the influence of the independent variable to the dependent variable is 69.8%, while the remaining 30.2% is influenced by other variables that are not included in this study

**3 RESULTS AND DISCUSSION**

This research is about Analysis of Micro Business Actors' Understanding of the Use of Arrum Loans BPKB PT. Sharia Pawnshop. By using two variables, namely independent variables (understanding of micro business actors and interests and dependent variables (Decision to use Arrum BPKB loans)

The data analysis used in this study is a quantitative descriptive method, namely analyzing data argumentatively and analyzing data statistically using multiple linear regression analysis, namely to measure the influence between independent variables (knowledge of micro business actors and interests) with bound variables (decision to use Arrum BPKB loans) with the data calculation process using SPSS for Windows version 25.0.

From the results above, the author first conducted a significant test or partial test between the understanding of micro business actors on the decision to use Arrum BPKB loans. Where this test was carried out to determine the influence between the understanding of micro business actors on the decision to use Arrum BPKB loans. From the results of processing it can be known that. The value of the Knowledge variable (X1) of 5.401 and the value of ttable of 1.671 with a significant level of 0.05 and a degree of freedom of 97 ( $dk = n-k-1(100-2-1)$ ) it will be seen that:  $t_{calculate} > t_{table}$  or  $5.401 > 1.671$ . This shows that  $H_a$  is accepted and  $H_o$  is rejected with a significant level of 0.05 where the value (Sig) is  $0.000 < 0.05$  so that it can be said that there is a significant influence between Knowledge and Decision. b. The calculated value of the Interest variable (X2) is 5.994 and the ttable value is 1.671 with a significant level of 0.05 and a degree of freedom of 97 ( $dk = n-k-1(100-2-1)$ ) it will be seen that:  $t_{calculate} > t_{table}$  or  $5.994 > 1.671$ . This shows that  $H_a$  is accepted and  $H_o$  is rejected with a significant level of 0.05 where the value (Sig) is  $0.000 < 0.05$  so that it can be said that there is a significant influence between Knowledge and Decision. c. So it can be partially known that the independent variable that has the most dominant influence on the decision to use loans is Interest (X2) of 5.994.

Then simultaneous testing between the understanding of micro business actors on the decision to use Arrum BPKB loans. Where this test was carried out to determine the influence between the understanding of micro business actors on the decision to use Arrum BPKB loans. From the results of the processing it can be seen that  $H_a$  is accepted and  $H_o$  is rejected. This means that there is a significant influence of the independent variables (Understanding and Interest) together, where the value is 115.339.

After that the author conducted a coefficient of determination analysis, where the coefficient of determination is a quantity that shows how much the influence of variables X1 and X2 contribute to Y. From the results of the analysis, it is known that the Adjusted R Square value is 0.698. This means that the contribution of the influence of the independent variable to the dependent variable is 69.8%, while the remaining 30.2% is influenced by other variables that are not included in this study

#### 4. CONCLUSION

Based on the results of the discussion described about the understanding of micro business actors on the use of ARRUM BPKB loans at PT. Sharia pawnshops, then the author can compile several conclusions as follows:

The variable of understanding has a significant effect on the decision to take a BPKB ARRUM loan at PT. Sharia Pawnshop. In part, the independent variable that has the most dominant influence on loan decisions is interest (X2). And there is a significant influence of independent variables (Understanding and Interest) on Islamic business loan decisions.

It can be concluded that there is a significant influence of independent variables (Understanding and Interest) together on the decision to use Arrum BPKB loans.

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