SYARIKAT : Jurnal Rumpun Ekonomi Syariah
Volume 7 Nomor 2, Desember 2024
p-ISSN 2654-3923
e-ISSN 2621-6051

Analysis Of Knowledge And Interest of Micro Business Actors In Sharia Business Loans PT. Sharia Pawn

Marina Zulfa [1], Ficha Melina [2], Boy Syamsul Bakhri [3], Nurul Muyasaroh [4]
[*1,2,3,4,]Universitas Islam Riau
e-mail: [1] marinazulfa@fis.uir.ac.id

Abstrac: Loans at Sharia Pawnshops for micro businesses are a solution to meet capital and economic needs without violating sharia principles. This institution is designed to apply the principles of sharia economics in financial services, especially in small business financing. Riba is prohibited in every transaction, and profits must be obtained in accordance with sharia law. Sharia Pawnshops also support zakat obligations and play a role in empowering micro businesses through halal and fair financing. This study aims to analyze the level of knowledge and interest of micro business actors in sharia business loans at PT. Sharia Pawnshop. This study evaluates how the understanding of micro business actors regarding sharia principles and Islamic financial products offered by Sharia Pawnshops affects their interest in using this service. This research is quantitative descriptive with a sample of 100 micro business actors from the city of Pekanbaru. The study found that there was a significant relationship between knowledge and interest in decision-making. This means that the more knowledge a person has about business and finance, the more likely they are to be interested in borrowing money at a sharia pawnshop

Keywords: Knowledge, Interest, Loans, Sharia Pawnshops

INTRODUCTION

In the Islamic view, the economy has a central role because it is considered one of the ways to achieve life goals both in this world and in the hereafter. Its relationship with life in the hereafter makes the economy have a spiritual dimension. For example, Imam al-Ghazali stated that seeking a halal livelihood in this world is a means to achieve a good life in the hereafter. It illustrates how the value of the world is measured based on how we live well and ethically (Zulfa, & Arif, 2020).

Sharia pawnshops provide an alternative to obtaining funds and financing to meet financial needs (Yuniwati, N., Lestari, E. D., & Alfiqoh, A. 2021). Some of these pawnshop institutions have a focus on products and services that are in accordance with Sharia principles, which can help people overcome financial challenges. One of the products they offer is called "Ar Rum", which presents financing solutions for micro businesses with a car BPKB guarantee. In this case, BPKB is the collateral taken, while the car owner still has the right to use it (Mulazid, A. S, 2016).

The ease of public access to loan sharks, coupled with the influence of the surrounding environment such as imitation of neighbors, and the lack of enforcement of sanctions against fundraising by individuals from the community due to the difficulty of identifying violations that can only be investigated after a report from the community. This situation is exacerbated by the lack of clarity from the government regarding the actions of loan sharks, so that micro business actors who need capital to sell are trapped in the trap of loan sharks (Mokodenseho, S., & Puspitaningrum, T. L., 2022).

LITERATUR RIVIEW

Sharia Financing and Its Principles

Sharia financing is a form of financial service that is based on Islamic sharia principles, such as avoiding riba (interest), gharar (uncertainty), and maisir (speculation). According to the Financial Services Authority (2022), sharia financing prioritizes contracts based on cooperation (*mudharabah*), partnerships (*musharakah*), and buying and selling (*murabahah, salam, and istishna*).

PT Pegadaian Syariah as one of the sharia-based financial institutions offers financing solutions that provide benefits for micro, small, and medium enterprises (MSMEs). Sharia financing products are often more in demand by business actors because of their transparency, fairness in pricing, and risk-sharing principles. However, the level of knowledge of business actors about this product greatly determines the success of its implementation (Rahman et al., 2023).

Islamic Financial Knowledge and Literacy

Islamic financial literacy is a person's knowledge, understanding, and skills to manage finances in accordance with sharia principles. Previous studies (Yusuf & Amir, 2021) show that low financial literacy is the main obstacle in the use of sharia products by MSMEs. Business actors who have good Islamic financial literacy tend to understand products such as Islamic business financing more easily.

This level of literacy is influenced by factors such as education, access to information, and experience in using financial products. According to Suhendi (2022), intensive training and socialization from Islamic financial institutions can increase understanding and acceptance of products by the public.

Interest of Business Actors in Using Sharia Financing

Business actors' interest in Islamic financing is influenced by their perception of product benefits, ease of access, and trust in the provider institution. In the context of PT Pegadaian Syariah, factors such as reputation, transparency, and product excellence are the main determinants of business actors' interest in using sharia financing services (Azizah et al., 2022).

Previous research (Maulana & Fitri, 2020) identified several reasons for business actors to choose sharia financing:

1. There is no element of riba.
2. More flexible requirements.
3. The reputation of Islamic financial institutions as a trustworthy institution.

However, barriers such as lack of knowledge and perception of administrative costs often reduce such interest.

The Role of PT Pegadaian Syariah in Supporting MSMEs

PT Pegadaian Syariah has a strategic role in supporting the growth of MSMEs through sharia-compliant financing products. Products such as Rahn (sharia pawn) and sharia microfinance have been shown to have a positive impact on the development of small businesses (Lukman et al., 2023).

A case study conducted by Priyono & Hasan (2021) shows that business actors who take advantage of PT Pegadaian Syariah financing tend to experience an increase in working capital, business efficiency, and turnover growth. However, there is a need for more effective marketing and education strategies so that these benefits can be felt by more micro business actors.

Empirical Study Related to Sharia Financing among MSMEs

Previous studies have given an idea that despite the great potential for sharia financing, its penetration rate among MSMEs is still relatively low. Factors such as low financial literacy, lack of access to information, and wrong perception of sharia financing are the main challenges (Fatimah & Hidayat, 2022).

A study by Zainuddin et al. (2022) found that micro business actors who have access to sharia-based financial training are more likely to understand and use sharia financing products than those who do not.

METHOD

This study uses a quantitative approach to analyze the causal relationship in a structured manner. The subject of the study is micro business actors in the city of Pekanbaru, with the object of knowledge and interest in sharia business financing at PT Pegadaian Syariah.

Population and Sample:

There are 6,421 micro business actors as a population, with a sample of 100 business actors taken using *purposive sampling* techniques based on certain criteria.

Data Collection Sources and Techniques:

a. Data sources:
   1. Primary data through questionnaires.
   2. Secondary data from books, journals, and related documents.

b. Collection technique:
   1. Direct observation.
   2. Filling out questionnaires.
   3. Documentation in the form of notes and relevant documents.

Data Processing and Analysis:

Data is analyzed through a process of cleaning, coding, and categorization to understand how knowledge and interest affect the use of sharia financing. The analysis was carried out based on three stages: data reduction, presentation of data in the form of narratives, and conclusion making and verification.

RESULTS AND DISCUSSION

Test Instrument

Validity Test

The validity of the measurement was tested using the corrected Item Total correlation formula at a significance level of 5 (α = 0.05). this means that an item is considered valid if it has a significant correlation with the total score.

Tabel 1.
Validity Test Results

Variabel	Item Statement	*Corrected Item-Total Correlation* (r_{Hitung})	R_{tabel} α =0,05	Result Description
X_1	Item 1	0.443	0,202	Valid
	Item 2	0.540	0,202	Valid
	Item 3	0.635	0,202	Valid
	Item 4	0.541	0,202	Valid
	Item 5	0.514	0,202	Valid
	Item 6	0.562	0,202	Valid
	Item 7	0.541	0,202	Valid
	Item 8	0.511	0,202	Valid
X_2	Item 9	0.673	0,202	Valid
	Item 10	0.529	0,202	Valid
	Item 11	0.646	0,202	Valid
	Item 12	0.759	0,202	Valid
	Item 13	0.529	0,202	Valid
	Item 14	0.540	0,202	Valid
	Item 15	0.663	0,202	Valid
	Item 16	0.615	0,202	Valid
	Item 17	0.418	0,202	Valid
	Item 18	0.607	0,202	Valid
	Item 19	0.598	0,202	Valid
	Item 20	0.554	0,202	Valid
Y	Item 21	0.520	0,202	Valid
	Item 22	0.576	0,202	Valid
	Item 23	0.630	0,202	Valid
	Item 24	0.489	0,202	Valid
	Item 25	0.560	0,202	Valid
	Item 26	0.649	0,202	Valid
	Item 27	0.759	0,202	Valid
	Item 28	0.504	0,202	Valid
	Item 29	0.739	0,202	Valid

Source: SPSS Processed Data Version 25.0

If $r_{counts} > r_{table}$ then the statement items are declared valid. And if $r_{counts} > r_{table}$ then the statement items are declared invalid. It is known that the r_{value}

p-ISSN 2654-3923
e-ISSN 2621-6051

of the table is 0.202 (see table r) and this value is compared with the calculated r_{value}. The value of r calculated in this tes is in the item-Total Statistics (Corrected Item-Total Correlation) column. And the table above shows that the statement item has a greater correlation value than r_{table}. So that all variable items are declared valid and worthy of analysis. The table above shows that the statement item has a correlation value which is larger than r_{table}. So that all variable items are declared valid and worthy of analysis.

Reliability Test

The reliability test uses the Cronbach Alpha technique where the instrument can be said to be reliable or reliable if it has a reliability doefficient of > 0,6. This reliability will be carried out on statements that have had validity in the previous validity test. And the number of statement items that can be tested in this reliability test is 29 items. Where the tes results can be seen in the following table:

Tabel 2.
Reliability test results

Variabel	**Item Statement**	***Corrected Aplpha- Item Deleted* (r_{Hitung})**	***Cronbach's Alpha***	**Information Result**
X_1	Item 1	0.941	0,6	Reliabel
	Item 2	0.940	0,6	Reliabel
	Item 3	0.939	0,6	Reliabel
	Item 4	0.940	0,6	Reliabel
	Item 5	0.941	0,6	Reliabel
	Item 6	0.940	0,6	Reliabel
	Item 7	0.940	0,6	Reliabel
	Item 8	0.941	0,6	Reliabel
X_2	Item 9	0.939	0,6	Reliabel
	Item 10	0.940	0,6	Reliabel
	Item 11	0.939	0,6	Reliabel
	Item 12	0.938	0,6	Reliabel
	Item 13	0.940	0,6	Reliabel
	Item 14	0.940	0,6	Reliabel
	Item 15	0.939	0,6	Reliabel
	Item 16	0.940	0,6	Reliabel
	Item 17	0.942	0,6	Reliabel
	Item 18	0.940	0,6	Reliabel
	Item 19	0.940	0,6	Reliabel
	Item 20	0.940	0,6	Reliabel
Y	Item 21	0.940	0,6	Reliabel
	Item 21	0.940	0,6	Reliabel
	Item 22	0.939	0,6	Reliabel
	Item 23	0.941	0,6	Reliabel
	Item 24	0.940	0,6	Reliabel
	Item 25	0.939	0,6	Reliabel
	Item 26	0.938	0,6	Reliabel

Item 27	0.941	0,6	Reliabel
Item 28	0.938	0,6	Reliabel
Item 29	0.941	0,6	Reliabel

Source: SPSS Processed Data Version 25.0

Based on the validity test using the product moment correlation and the reliability test using Cronbach`s alpha above, it can be concluded that the 29 statements on the analysis of knowledge and interest of business actors on sharia business loan decisions at PT Pegadaian Syariah Pekanbaru City are valid and reliable to measure the variables.

Classical Assumption Test

Normality Test

The normality test aims to test whether in the regression model, the disrupting or residual variables have a normal distribution or not. To detect theter or not the residual is normally distributed by the Kolmogorov-smirnov test.

From the results of the jaque-bera normality test, the next action can be taken, namely the paired sample t-test on normally distributed parametric data and the Wilcoxon test on non-parametric data that is not normally distributed. Next, researchers will analyze the difference test from the daily stock price at the closing price which is the last stock price and will not change anymore that occurs on trading on that date (Stock gain, 2023). As well as the volume of stock transactions from the five shares of the company. Then the results are obtained as follows:

Table 3
Normality Test

One-Sample Kolmogorov-Smirnov Test		**Studentized Deleted Residual**
N		100
Normal Parameters[a,b]	Mean	.0013765
	Std. Deviation	1.02150438
Most Extreme Differences	Absolute	.065
	Positive	.065
	Negative	-.049
Test Statistic		.065
Asymp. Sig. (2-tailed)		.200[c,d]

a. Test distribution is Normal.
b. Calculated from data.
c. Lilliefors Significance Correction.
d. This is a lower bound of the true significance.

Source: SPSS Processed Data Version 25.0

Based on the normality tes in the table above, it can be seen that the significant value of the >α variable is 0.142 > 0.05. It can be concluded that the model is normally distributed.

Multicollinearity Test

The multicollinearity test aims to test aims to test whether the regression model finds a correlation between independent variables (independent)

p-ISSN 2654-3923
e-ISSN 2621-6051

Table 4.
Multicollinearity Test
Coefficients[a]

Model		Collinearity Statistics Tolerance	VIF
1	(Constant)		
	KNOWLEDGE	.484	2.067
	INTEREST	.484	2.067

a. Dependent Variable: BUSINESS LOAN DECISION

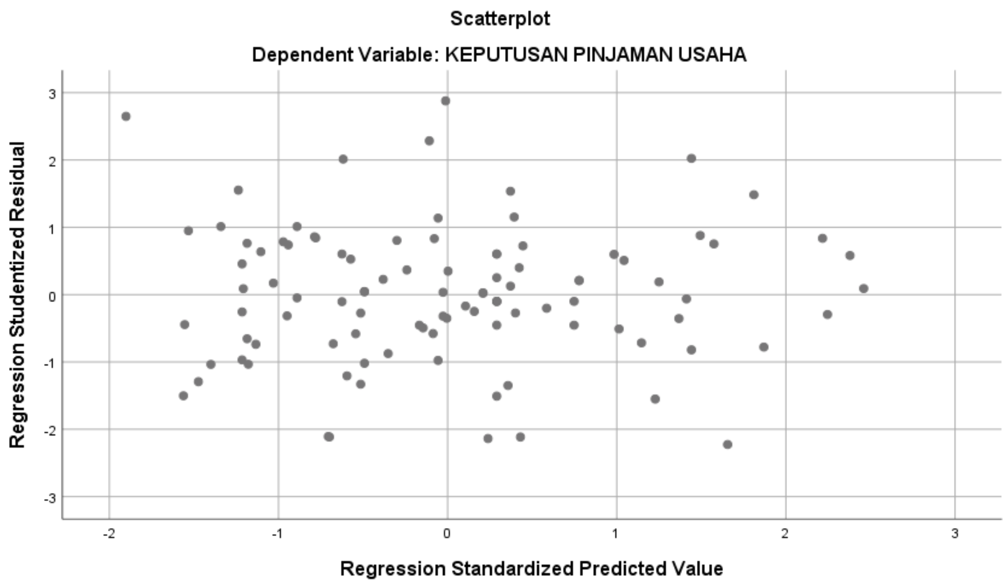
Source: SPSS Processed Data Version 25.0

Based on the multicollinearity test in the table above that the variables of religiosity training, institutional image, and muzaki motibation have a tolerance value of >0.1 and a VIF value of <10, it can be concluded that in the regression model in this study, multicollinearity does not occur.

Heterokedacity Test

The heterosedasticiy test aims to test sheter the regression model has variance inequality from the residual of one observation to another.

Figure 1.
Heterokedacity Test



Source: SPSS Windows 25.0 Processed Data

The results of the above test show that the points do not form a specific pattern or there is no clear pattern and the dots spread above and below 0 (zero) on the Y axis.

Uji Hipotesis

The hypothesis test used in this study are 5 (five), namely:

Multiple linear regression analysis the results of the calculation of multiple linear regression analyisi through SPSS for Windows 25.0 obtained the values for variables and bound variables can be seen in the following table:

Table 5.
Multiple Regression Analysis

Coefficients[a]				
		Unstandardized Coefficients		**Standardized Coefficients**
Model		**B**	**Std. Error**	**Beta**
1	(Constant)	2.674	2.240	
	KNOWLEDGE	.354	.066	.429
	INTEREST	.580	.097	.476

a. Dependent Variable: BUSINESS LOAN DECISION
Source: SPSS Windows 25.0 Processed Data

Based on the table above, a multiple regression equation can be compiled as follows:

$Y=a+b_1X_1+b_2X_2$

$Y=2,647 +0,354X_1 + 0,580X_2$

The meaning of the numbers in the regression equation above is;

a. The value of the constant (a) is 2.647. this means that if knowledge and interest are assumed to be zero (0), then Decision (Y) is worth 2.647
b. The value of the linear regression coefficient of the knowledge variable (X_1) is 0,354. This means that every decrease in the knowledge factor by 1 unit will decrease the decision (Y) by 0,354 assuning the variable X_2 remains.

The value of the linear regression coefficient of the interest variable (X_2) is 0,580. This means that every decrease in interest S by 1 unit will decrease the Decision Making (Y) by 0,580 assuning the variable X_1, fixed.

Partial Test (t-Test)

The t-est is carried our to find out which factor is the most dominant between the independent variable and the bound variable by using the parsial Test (t-Test) using the computer assistance of the SPSS for Windows version 25,0 program, then the table fellow can be seen. Most dominant influence on loan decisions is Interest (X_2) of 5.994.

Table 6.
Partial Test (t-Test)

Coefficients[a]						
		Unstandardized Coefficients		**Standardized Coefficients**		
Model		**B**	**Std. Error**	**Beta**	**t**	**Sig.**
1	(Constant)	2.674	2.240		.301	.764
	KNOWLEDGE	.354	.066	.429	5.401	.000
	INTEREST	.580	.097	.476	5.994	.000

a. Dependent Variable: BUSINESS LOAN DECISION
Source: SPSS Windows 25.0 Processed Data

Form the results of the above processing, it can be seen that:

a. The t count value of the knowledge variable (X_1) is 5.401 and the the t-value of the table is 1.671 with a significant level of 0.05 and a degree of reedom of 97 (dk=n-k-1(100-2-1)) then it will be seen that: $t_{count} > t_{table}$ or 5.401 > 1.671. this shows that Ha is accepted and Ho is rejected with a significant level of 0,05 so it can be said that there is a significant influence between knowledge ondecision.
b. The value of the calculation of the variable Interest (X_2) is 5.994 and the value of the table is 1.671 with a significant level of 0.05 and the degree of freedom of 97 (dk=n-k-1(100-2-1)) then it will be seen that: the calculation of the > 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 it can be said that there is a significant influence between Knowledge on Decision.

So it can be partially known that the independent variable that has the.

Simultaneous Tes (f-Test)

The F-test is used to determine the influence of each independent variable. The result of the F-Test test are as follows.

Tabel 7.
Simultaneous Tes (f-Test)

ANOVA[a]

Model		**Sum of Squares**	**df**	**Mean Square**	**F**	**Sig.**
1	Regression	1883.817	2	941.908	115.339	.000[b]
	Residual	792.143	97	8.166		
	Total	2675.960	99			

a. Dependent Variable: BUSINESS LOAN DECISION
b. Predictors: (Constant), INTERESTS, KNOWLEDGE

Source: SPSS Windows 25.0 Processed Data

Form the table above, it shows that F_{cal} is 115.339 while Ftabel is at a significant level (α) 5 with df 1 of 1 (k-1=2-1), df 2 is 97 (dk=n-k-1(100-4-1)), then F_{tabel} is obtained of 3.94. So the $F_{cal} > F_{table}$ is 115.339 > 3.94 which means that this shows 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.

Coefficient of Determination

Tabel 8.
Analysis of Determination

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.839[a]	.704	.698	2.858

a. Predictors: (Constant), INTERESTS, KNOWLEDGE
b. Dependent Variable: BUSINESS LOAN DECISION

Source: SPSS Windows 25.0 Processed Data

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

CONCLUSION

Based on the results of research that has been carried out on the knowledge and interest of micro business actors in sharia business loans of PT. pawnshop sharia, it can be concluded that the variable of knowledge has a significant effect on the decision to make sharia business loans at PT. Sharia Pawnshop. It can be partially known that the independent variable that has the most dominant influence on loan decisions is Interest (X_2). It can be concluded that there is a significant influence of the independent variables (Knowledge and Interest) together.

REFERENCES

Azizah, A., et al. (2022). Minat Pelaku Usaha Terhadap Produk Keuangan Syariah. Jurnal Ekonomi Syariah, 15

Akbar, D. A. (2016). Analisis pengaruh ukuran perusahaan, kecukupan modal, kualitas aktiva produktif (KAP) dan likuiditas terhadap kinerja keuangan. *Jurnal Ilmiah Stie Mdp*, *3*(1), 66-82.

Firmansyah, D. (2022). Teknik Pengambilan Sampel Umum dalam Metodologi Penelitian: Literature Review. *Jurnal Ilmiah Pendidikan Holistik (JIPH)*, *1*(2), 85-114.

Fatimah, S., & Hidayat, A. (2022). Tantangan Literasi Keuangan Syariah pada UMKM. Jurnal Studi Syariah, 12

Harahap, S. F., & Tirtayasa, S. (2020). Pengaruh Motivasi, Disiplin, Dan Kepuasan Kerja Terhadap Kinerja Karyawan Di PT. Angkasa Pura II (Persero) Kantor Cabang Kualanamu. *Maneggio: Jurnal Ilmiah Magister Manajemen*, *3*(1), 120-135.

Lenaini, I. (2021). Teknik pengambilan sampel purposive dan snowball sampling. *Historis: Jurnal Kajian, Penelitian dan Pengembangan Pendidikan Sejarah*, *6*(1), 33-39.

Lnu, S. (2020). Sumber Data Dan Metode Analisis.

Lukman, F., et al. (2023). Pengaruh Pembiayaan Syariah terhadap Pertumbuhan UMKM. Jurnal Keuangan Islam, 8

Mulyadi, M. (2014). Penelitian kuantitatif dan kualitatif serta pemikiran dasar menggabungkannya. *Jurnal studi komunikasi dan media*, *15*(1), 128-137.

Maulana, I., & Fitri, R. (2020). Faktor Pendorong Penggunaan Pembiayaan Syariah oleh UMKM. Jurnal Bisnis Islam, 10

Mulazid, A. S. (2016). *Kedudukan Sistem Pegadaian Syariah*. Prenada Media.

Mokodenseho, S., & Puspitaningrum, T. L. (2022). Relasi sosial-ekonomi dan kekuasaan antara rentenir dan pedagang pasar tradisional di jawa tengah. *Politika: Jurnal Ilmu Politik*, *13*(1), 41-58.

Mania, S. (2018). Observasi sebagai alat evaluasi dalam dunia pendidikan dan pengajaran. *Lentera Pendidikan: Jurnal Ilmu Tarbiyah Dan Keguruan*, *11*(2), 220-233.

Prasetyo, E. (2017). Sistem informasi dokumentasi dan kearsipan berbasis client-server pada bank Sumsel babel cabang Sekayu. *Jurnal TIPS: Jurnal Teknologi Informasi dan Komputer Politeknik Sekayu*, *7*(2), 1-10.

Sudarsono, B. (2017). Memahami dokumentasi. *Acarya pustaka: jurnal ilmiah perpustakaan dan informasi*, *3*(1), 47-65.

Usman, H., & Akbar, P. S. (2020). *Pengantar Statistika (Edisi Ketiga): Cara Mudah Memahami Statistika*. Bumi Aksara.

Zulfa, M. (2019). Analisis Persepsi Masyarakat Industri Kecil Terhadap

Pelaksanaan Pembiayaan Bagi Hasil Bank Riau Kepri Cabang Syariah Pekanbaru. *Jurnal Tabarru': Islamic Banking and Finance*, *2*(1), 1-11.

Zulfa, M., & Arif, M. (2020). Potensi Wakaf Tunai Dalam Mendorong Pengembangan UMKM Di Kota Pekanbaru. *Jurnal Tabarru': Islamic Banking and Finance*, *3*(2), 173-184.

Yuniwati, N., Lestari, E. D., & Alfiqoh, A. (2021). Pegadaian Syariah: Penerapan Akad Rahn Pada Pegadaian Syariah. *An-Nisbah: Jurnal Perbankan Syariah*, *2*(2), 189-199