



The Role of Islamic Financial Management in Trading Transactions at the Srimanunan Sampang Market

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Abstract

Trading transactions carried out in traditional markets like the Srimanunan Sampang market categorized as according to its type including traditional markets. The market is a meeting place for sellers (traders) and buyers by conducting sales and purchase transactions. This research method uses a qualitative approach, which is based on interview scripts, notes, fields, memos, personal documents and other official documents. This type of research uses descriptive qualitative, the data taken is primary and secondary data. While the data collection techniques, namely in the form of observation, interviews, and documentation methods, the analysis consists of three streams of activities that occur simultaneously, namely: data reduction, data presentation, drawing conclusions or verification. If reviewed from in terms of the practice of trading transactions in the Srimangunan market does not indicate a method or strategy so that it becomes a sustainable transaction in the long term because of the lack of knowledge in transacting in the market. Therefore according to the results of this study indicate the weakness of the management system in selling so that if analyzed based on the role of Islamic Financial Management starting from the acquisition of funds, to the management of funds will find a new breakthrough in transactions.

Keywords: Islamic Financial Management, Trade and Market.

Introduction

The market is a meeting place for sellers and buyers by carrying out many product variants which are used as business transactions in the market, from this meeting the seller will carry out his trading communications in order to gain traction in the form of confidence to buy (buyers), therefore an important element in trading is how ways or strategies to attract buyers so as to create a sustainable income earned. Market traders, before going far on the system and selling strategy, must have preparation in managing their finances in trading, because no matter how good the sales system is, if it is not balanced with a regulatory pattern in Islamic financial management, it will definitely lead to unhealthy trading.

There are two types of markets, namely traditional and modern, while the Srimangunan market here is part of the traditional type. The traditional market itself is a meeting place for sellers and buyers and is marked by direct seller-buyer transactions and usually there is a bidding process. Most sell daily needs such as food ingredients in the form of fish, fruit, vegetables, eggs, meat, cloth, clothing, electronics, services and other goods. Markets like this

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are still widely found in Indonesia and are generally located near residential areas to make it easier for buyers to reach the market.

Traders are people who trade, trade goods that are not produced by themselves, to gain a profit. Traders are among the most influential economic actors in the trade sector because they act as a liaison from producers to consumers. In the economics, traders are distinguished according to the distribution channel that is carried out, which can be divided into distributor traders, wholesalers and retailers.

However, when looking at the perspective of the Koran, trade is described in three forms, namely *tijarah* (trading), *bay'* (selling) and *syira'* (buying). Apart from these terms, there are many other terms related to trade, such as *dayn*, *amwal*, *rizq*, *syirkah*, *dharb*, and a number of orders for global trade.

From the explanation about the traders above, it can be concluded that traders are everyone with various ethnicities and religions who carry out buying and selling transactions of goods both in traditional markets, modern markets and those who do it online, they are called traders. The main purpose of these traders is to gain profit from the goods traded so that they can fulfill their primary life. While Management comes from Old French, namely the word management, which means the art of implementing and managing. According to Mary Parker Follet, management means getting closer to the art of getting things done through other people. Meanwhile, according to Ricky W. Griffin management can be interpreted as a process of planning, organizing, coordinating, and controlling resources to achieve goals effectively and efficiently. Effective means that the goals can be achieved according to planning, while efficiency means that the existing tasks are carried out correctly, in an organized manner, and on schedule.

Financial management according to James C. Van Horne is all activities related to the acquisition, financing and management of assets with several overall objectives. Financial management is often interpreted as a way of planning, budgeting, checking, managing, controlling, searching and saving funds or money for an institution or company. Financial management discusses financial management which basically can be carried out not only by companies, but also by individuals, families and the government. The company's finances are based on sharia principles extracted from sources of Islamic law, namely the Qur'an, sunnah, ijma', and qiyas.

Based on the above definition, it can be concluded that Islamic financial management is a way or process of planning, organizing, coordinating, and controlling funds for a company to achieve goals in accordance with Islamic law (sharia principles), so that based on the above explanation, the problem formulation is

- 1) What is the practice of trading in the Srimangunan market?
- 2) Are the elements in Islamic financial management applied in trading?

Literature review

Referring to various references put forward by financial management experts in general that it is defined as the company's financial management activities related to efforts to seek and use funds efficiently and effectively to realize company goals. From this definition, three main functions of financial management are formed, namely the funding function which is formed

from activities to seek funds, the operational function and the investment function which is formed from activities using funds.

Furthermore, according to Isra Hayati in his research, he explained that in the Sharia system it means that Islamic financial management is all management activities that are based on Sharia principles. The principles in question are as follows:

1. Every trade that is carried out must be based on mutual consent or on the basis of mutual consent
2. Upholding the principle of fairness in terms of measure, weight and others
3. Compassion, mutual help, and universal brotherhood
4. In trading activities do not make investments that are forbidden
5. The principle of the prohibition of usury and trade must be avoided from gharar, maysir and tadbis
6. Trade should not neglect worship

Traders are people who trade, trade goods that are not self-produced, to gain a profit. Traders are among the most influential economic actors in the trade sector because they act as a link from producers to consumers. In the economics, traders are differentiated according to the distribution channel they carry out, which can be divided into distributor traders, wholesalers and retail traders.

But when you look at the perspective Al-Qur'an, trading explained in three forms, namely *tijarah* (trade), *bay'* (selling) and *syira'* (buying). Apart from these terms, there are many other terms related with trading, such as *dayn*, *amwal*, *rizq*, *syirkah*, *dharb* and a number of orders do global trade.

The market is an activity of sellers and buyers who serve buying and selling transactions. The market is divided into two, namely traditional markets and modern markets. Traditional markets are places where sellers and buyers meet and are marked by direct seller-buyer transactions and usually there is a bargaining process. The building usually consists of stalls or outlets, stalls and open grounds opened by the seller or a market manager. There are still many markets like this in Indonesia, and they are generally located close to residential areas to make it easier for buyers to find markets.

Research method

This study was structured to examine the role of Islamic financial management in trading transactions in the Sampang Srimangunan market. There are several things explained related to this research method, so as not to cause confusion, namely as follows:

1. Approach and type of research conducted by researchers using a qualitative approach which is the focus of this study is the role of Islamic financial management in trade transactions. A qualitative approach means that the data collected is not in the form of numbers but the data is based on interview scripts, notes, fields, memos, personal documents and official documents.

This type of research uses a descriptive method with a qualitative approach. The descriptive method is a method of examining the status of a group of people, an object, a condition, a system of thought, or a class of events in the present. The purpose of descriptive research is to make a systematic, factual and accurate description of the picture, or picture of the facts, characteristics and relationships between the phenomena investigated.

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2. In general, the types of data needed by researchers related to the implementation of qualitative research are classified into 2 categories consisting of:
 - a. Primary data or main data is a type of field data that is obtained or collected by the researcher himself, while the researcher collects data in the field. Primary data was obtained from conducting in-depth interviews with key informants as well as through observing several events which the researcher used as the object of his research.
 - b. Secondary data or supporting data is a type of data that is already owned by an office or parties that can be utilized by a researcher in connection with his research activities. As for the secondary data obtained from documentation, brochures, journals, books, articles from the mass media and the internet works that are relevant in research.
3. Data collection techniques are techniques or methods that can be used by researchers to collect data. Data collection techniques in this study were carried out in the following way:
 - a. Observation
non-participant observation techniques , which are data collection methods used to collect research data through observation where the researcher is not involved in the activity of the object being observed, so the researcher only observes what the subject under study does. The use of observation for researchers because it is used as another source of evidence for this case study.
 - b. Interview
Interviews are a means of proving information or information previously obtained. The interview technique used in this study used in-depth research, namely the process of obtaining information for research purposes by way of question and answer while face to face with informants.
 - c. Documentation method
Is a research data collection technique on matters in the form of notes, transcripts, books, newspapers, magazines that produce other important records related to the problem under study, so that researchers obtain complete, legitimate data and not based on estimates.
4. Data analysis is the process of systematically searching for and compiling data obtained from interviews, field notes, and documentation, by organizing data into categories, describing them into units, synthesizing them, compiling them into patterns, choosing which ones are important and which will be studied. and make conclusions, so that it is easily understood by oneself and others. The analysis consists of three streams of activities that occur simultaneously, namely data reduction, data presentation, drawing conclusions or verification.

Research result

Trading Practices at the Srimanunan Market

Buying and selling activities at the Srimangunan market consist of many variants of goods being traded, so the technical arrangement of the traders is divided into 2 floors, namely the 1st floor is filled with traders of a type of food and the 2nd floor is filled with all-fabric items from clothes to shoes and sandals. In practice, researchers took data in the form of interviews with market traders, totaling 5 traders spread across the market as different traders.

The first informant Bustomi, a child clothing trader, said that in trading the management system from the beginning, namely when the capital was say 50,000,000, all of it was not spent by buying goods to sell, but left around 10,000,000 in reserve funds. Of the goods that have become selling items, he said that a minimum net profit of taking 20,000 after deducting the estimated cost of sending the goods. For example, the price of a boy's pair of clothes costs 50,000 wholesale so they can be sold for 75,000. from this it is concluded that the funds used for selling have an income of 20,000 per item and it depends on the price of the goods if the agent's price is below 100,000 then the net profit is 20,000 if it exceeds that of course it will change according to it.

The second informant H. Muis, a sarong seller, agrees with Mr Bustomo that when the goods are ready to be sold, he said 20,000 is the average profit that market traders usually take, so most of them here are not far from that. Except for goods that do have a selling value of more than 100,000 rupiah, it is adjusted and usually can be up to 30,000 to 40,000 in profit. We usually don't use all of the goods that have been sold, we use the results or income because to add to the sales of goods, we have to leave a net profit besides the existing basic price. So that the goods are checked no later than once every 2 weeks to see the availability of goods and procure new goods for sale and there must be a change in the goods every time a wholesaler is due to the pattern, the motif adjusts to the current trend.

The third informant, according to Mr. Huri, a t-shirt trader in the Bandung distro, said that his trading practice was that sometimes he could not manage incoming and outgoing funds because of the uncertain nature of the market, because sometimes the funds that should have been used to procure new sales goods were used for his personal needs. So it is said that it cannot be regulated, but technically there is such an intention because after all it will be able to see the health condition of the merchandise.

Discussion

The implementation of trading in the Srimangunan market shows a chaotic trading practice. It can be seen from the results above that there is an implementation that does not think about the future, meaning that trading activities are long-term activities, therefore the seriousness of trading must be prioritized so as to create an order. good financial management according to sharia guidance.

Based on field information from the 3 informants above that the financial management system under business activities according to the researcher's analysis has not been categorized as trading practice that applies Islamic financial management, therefore Islamic financial management is a management to obtain optimal results that lead to the pleasure of Allah SWT. Therefore, all steps taken in carrying out this management must be based on the rules of Allah SWT. These rules are contained in the Al-Quran and Al-Hadith, including the following matters.¹

a. Funding Activities

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Every effort to obtain assets should pay attention to methods that are in accordance with the Shari'ah, such as *mudharabah*, *musyarakah*, *murabaha*, *greetings*, *istishna*, *ijarah*, *sharf*, and others.

b. Activity Acquisition Activity

In terms of wanting to invest money, you must also pay attention to the principles of "money as a medium of exchange, not as a commodity to be traded", which can be done directly or through intermediary institutions such as Islamic banks and Islamic mutual funds.

c. Activity of Use of Funds

The assets obtained are used for things that are not prohibited, such as buying consumer goods and so on. It is used for things that are recommended, such as infaq, endowments, alms. It is used for obligatory matters such as zakat.

According to Dadang Husen Sobana, the creation of Islamic financial management practices when paying attention to 3 elements consisting of fund acquisition activities, fund acquisition activities and fund use activities therefore becomes an important role for traders in carrying out trading activities to pay attention to the three elements above. So that the roles that exist in the trading business reference can bring about changes in the flow of trading transactions.

Conclusion

Based on the results of the research above, it can be concluded that the practice of trading in the Srimangunan Sampang market shows a traditional technique and does not pay attention to future aspects of trading to improve and health in trading, therefore the role of Islamic financial management becomes a reference for traders in practice by looking at 3 elements in management sharia finance.

These 3 elements are activities of obtaining funds, activities of obtaining activities and activities of using funds, therefore it becomes an important role for traders in carrying out trading activities to pay attention to the three elements above, so that with the roles that exist in the trading business reference they can bring about changes in the flow of transactions trade it.

Then reviewed from in terms of the practice of trading transactions in the Srimangunan market does not indicate a method or strategy so that it becomes a sustainable transaction in the long term because of the lack of knowledge in transacting in the market. Therefore according to the results of this study indicate the weakness of the management system in selling so that if analyzed based on the role of Islamic Financial Management starting from the acquisition of funds, to the management of funds will find a new breakthrough in transactions .

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