ABSTRACT

ANALYSIS OF IMPLEMENTATION OF TIJĀRAH ETHICS AND PERFORMANCE AND FAMILY WELFARE OF GOLD TRADER IN MATARAM CITY

The big number of gold trader in Mataram city, 103 people, although they are Moslem, but not all of them implement the Islamic Law in their gold tijārah. The gold trader has known and listened the Islamic Law about tijārah but they don’t do it, so that very necessary to see how far the implementation and the impact toward performance and family welfare, then research very important to do based on Koran and Hadiş paradigm with qualitative and intuitive analyze in order from the truth of Koran and Hadiş can be described in tijārah behavior and performance obtained on the straight way for the benefit of life in the world and hereafter

The purpose of this dissertation is to describe, analyze and prove the implementation of tijārah ethics and the impact toward performance and family welfare of gold trader in Mataram city based on Koran and Hadiş. The informants are chosen by using purposive sampling techniques, snow bowling, triangulation, participant observation and in depth interview. There are six informants, three informants are syar’i from the beginning until now, two informants are not syar’i before and now syar’i, one is not syar’i from the beginning until now.

The result showed that; that gold trader trades with honestly will positive impact toward performance and family welfare that is showed by increasing of profit each year, increasing of volume or omzet of sell, increasing of capital, increasing of customer. Then is followed by family welfare, where the income that is obtained can be allocated for daruriyat, as keeping for soul include drinking and eating, clothes, house and healthy. Keeping for religion include religious service and giving information of religion. Keeping for mind include education cost for family. Keeping for desendant include cost for getting marriage for their sun and daughter. Keeping for wealth include saving and developing to way of rightful. Beside daruriyat there are hajiyat and tahsiniyat include need for their parent, infaq, ṣodaqah, zakat and buying for tool of luxurious household. On the other hand, gold trader not honestly it is difficult to need in complete, either daruriyat, hajiyat or tahsiniyat. The theoretical found in this study support the theory of Fishbein and Ajzen through behavior theory, that individual behavior, show that tijārah ethics of gold trader is determined by the intention, the implementation of religion value, the experience from another gold trader. Performance is determined by tijārah ethics. Welfare is determined by tijārah ethics, performance and getting material good and spiritual especially can go pilgrim. Finally the conclusion that gold trader with good ethics will get more happiness than gold trader with bad ethics.

Keywords: tijārah ethics, performance and family welfare of gold trader