

ABSTRACT

Juragan and Bandol are brokers in the tobacco market in Madura. The work behaviour of the tobacco brokers does not always remain the same in every situation. At a certain situation they will behave in a certain way, and at other situations they will also behave in some other ways. Rational choices have put them in a condition which they think is the best for them.

The work behaviour of brokers of Chinese origin is different from that of the Madurese. The Chinese have larger scope of network, have initiatives, are daring in taking risks, and have specific ways to obtain additional gain. Their ways to obtain such greater benefits can be seen in the attempt to manipulate prices, weight subtraction, and scale.

The work behaviour of the tobacco brokers is more motivated by the urge to survive, because they have no other choice. However, there is another motivation, which is an expression of their world view of something they highly value, which is religion.