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## **Optimizing of Resources Utilization Through Islamic Spiritual Entrepreneurship to Improve The Welfare of Coastal Communities**

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### ***Abstract:***

*This study aims to determine the efforts of coastal communities in optimizing the utilization of natural resources through Islamic Spiritual Entrepreneurship which is applied to improve the welfare of coastal communities. The urgency of research on the principle of "Islamic Spiritual Entrepreneurship" instilled in coastal communities is the belief that Allah is almighty and will provide broad sustenance and be blessed by Allah SWT. This research was conducted on coastal communities in Pantai Biru, Jalan Metro Tanjung Bunga, Tamalate District, Makassar City. Sampling was carried out randomly from coastal communities, which were then conducted direct interviews using a list of questions. The data obtained were then analyzed using a qualitative descriptive analysis. The results of the study show that Islamic Spiritual Entrepreneurship has an effect on optimizing the use of resources in coastal areas, so as to improve the welfare of coastal communities. Optimizing the use of resources through Islamic Spiritual Entrepreneurship can be a solution in improving the welfare of coastal communities. By applying Islamic principles and good business ethics, businesses can be run in a more sustainable manner and pay attention to social and environmental responsibilities*

**Keywords:** Resources Utilization, Islamic Spiritual Entrepreneurship, Coastal Communities, Welfare

### **1. Introduction**

The coast is an area that has abundant resources located in the sea area. One of the livelihoods of coastal communities on the blue coast of Makassar City is the catch at sea, namely all types of fish, and service businesses that can be utilized by many people.

The characteristics of fishing communities are formed following the dynamic nature of the resources they work on, so that in order to get maximum catches, fishermen have to move around (Calvarho et al., 2011). However, fishermen face various problems in doing business, namely 1). Fishing problems, namely limited weather information, water waves and fish distribution locations. 2). Asset and financial

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problems, asset problems, namely limited equipment and the high cost of diesel fuel, while financial problems, namely weak access to capital for fishing operational costs. 3). The problem of poverty and backwardness. 4). Economic and marketing problems, namely the lack of knowing market prices & not knowing how to market electronically

There are various problems that occur that were previously disclosed above, the research team found solutions so that welfare can increase. This research will provide a concept as a principle that can be applied by coastal communities in living a prosperous life in the world and happiness in the hereafter. One of the principles of "Islamic Spiritual Entrepreneurship" instilled in coastal communities is the belief that Allah is almighty and will provide broad sustenance and be blessed by Allah SWT.

On the Principle of "Islamic Spiritual Entrepreneurship", fishing communities in fishing in the sea really need to pay attention to what is recommended and what is prohibited by the government, because regulations on fishing procedures have been considered which are profitable and detrimental (Sutomo et al., 2022). One of the wishes of the government is for the fishing community to pay attention to the weather because the government pays attention to the fishermen, if the weather permits, the fishermen go fishing to pray to get protection from unwanted things and get sustenance in the form of fish catches. Of course they have good intentions to go looking for sustenance in the middle of the sea as a realization of their responsibility to provide for their wife and children.

The existence of this research is a form of attention to coastal communities so that they understand well and implement Islamic teachings that can bring them to a good state in the future. Community empowerment as an effort to increase the dignity of layers of society who are currently unable to escape the trap of poverty and underdevelopment.

Fish caught by coastal communities to customers at reasonable prices based on the results of calculating the cost of fishing in the sea because the rest is their profit. But don't always think that getting big profits also provides benefits and convenience for customers. The principle of "Islamic Spiritual Entrepreneurship" realizes that there is a risk in every business, therefore everyone who tries is willing to accept the losses that occur. According to Islamic teachings, 2.5% of the profits should be issued as zakat because zakat has benefits that can increase sustenance and blessings. A Muslim entrepreneur who has high spirituality will be able to face various kinds of obstacles and influences that exist. Because he is a risk taker, both financial risks and mental risks.

Several previous studies that are relevant in studying Islamic Spiritual Entrepreneurship include, Research by Laacsh (2018) explores the factors that influence spiritual entrepreneurship among Muslim business owners. The results of the study show that understanding Islamic spirituality and commitment to Islamic

ethical principles play an important role in shaping entrepreneurial attitudes and behavior. Research by Boulven et al. (2018) analyzes the role of Islamic spirituality in the development of social entrepreneurship in the Muslim community. The research findings show that understanding Islamic values and spiritual motivation can encourage the formation of entrepreneurship that focuses on social solutions and sustainability. Research by Fekih-Romdhane et al. (2020) examines the relationship between spiritual entrepreneurship and social well-being in the Tunisian context. The results of the study show that entrepreneurship based on Islamic principles and spirituality has the potential to improve people's welfare through job creation, poverty alleviation, and social empowerment. Research by Harizan & Mustafa (2020) analyzed the effect of Islamic-based spiritual entrepreneurship education on entrepreneurial abilities and business success among Muslim students. The research findings show that entrepreneurship education that includes Islamic values and spirituality can improve students' entrepreneurial skills and confidence. Research by Zainol et al. (2020) studies the impact of Islamic-based spiritual entrepreneurship on community development in Malaysia. The results of the study show that entrepreneurship that is integrated with Islamic values and spirituality can promote sustainable economic and social development in society. These studies provide a better understanding of the impact and benefits of an Islamic-based spiritual entrepreneurship approach to society. By applying Islamic principles and spirituality in entrepreneurship practices, it is hoped that the community can develop businesses that are ethical, sustainable and provide broad benefits to society in a holistic manner.

## **2. Theoretical Background**

### **Spiritual Islamic**

Spiritual Etymologically it is taken from the Latin word *spiritus* which means spirit, soul, soul, self-awareness, incorporeal form, breath of life, soul of life. (Latif, 2017). In the form of adjectives, "related to the sacred", "related to phenomena or supernatural things", so that the existence of spirituality will make a person more able to think wisely and act wisely, be more humane and uphold moral and ethical values in life. association. In subsequent developments the word spirit was interpreted more broadly by philosophers, they interpreted spirit with meaning; 1. the force that animates and energizes the cosmos; 2. awareness related to ability, desire, and intelligence; 3. immaterial beings; 4. the ideal form of reason (intellect, rationality, morality, purity of soul or divine nature). 4 God as the Creator who has created the entire universe. The universe that was first created by God is the spirit of Muhammad SAW which comes from the light of His Jamal nature (His beauty). (Al-Jailani, 2017). Spirituality is the potential of human intelligence which plays a very big role in giving birth to a belief or understanding of the truth (Rahman & Shah, 2015).

## Islamic Spiritual Entrepreneurship

According to Syahril (2012), Islamic Spiritual Entrepreneurship is awareness of the nature of oneself that there is a unity between the entrepreneur and the Most Holy Essence that gives rise to the spirit of entrepreneurship, in order to seek worldly gains and seek the pleasure of Allah SWT.

According to Gumusay (2015), Islamic Spiritual Entrepreneurship is a business person who is able to control himself, measure his business orientation to Allah SWT which is based on a spirit of worship to Him in order to build good relations with Allah and good relations with humans. According to Sadri et al., (2020) Islamic Spiritual Entrepreneurs are people who run their business while still considering Islamic ethical and religious values. Meanwhile, according to Suherman (2012) Islamic Spiritual Entrepreneur is the management of religious activities with entrepreneurial patterns and styles that have a strong Islamic religious foundation, strong faith and high piety. So our research team is trying to design a model and that will be applied in coastal communities to improve people's welfare. The design model can be seen as follows :

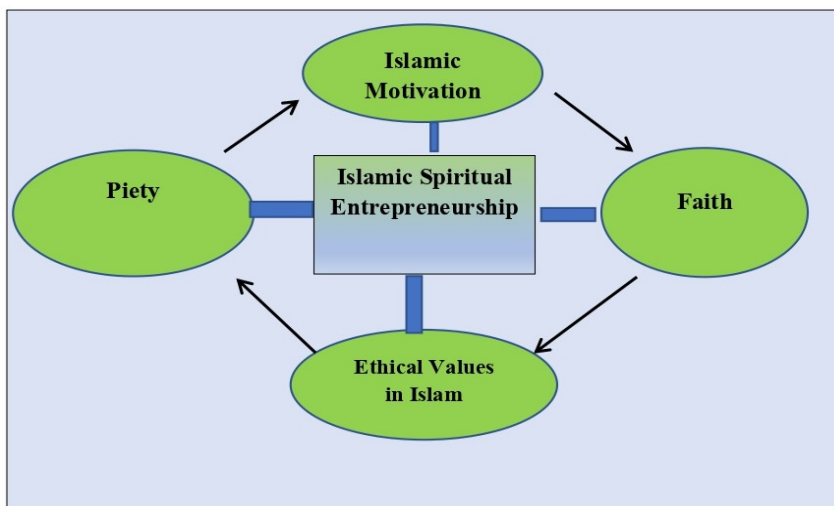


Figure 1. Islamic Spiritual Entrepreneurship Design

## Characteristics of Islamic Spiritual Entrepreneurship

Entrepreneurial characteristics are a person's character that is attached to the entrepreneurial spirit and distinguishes it from other entrepreneurs. (Usniah & Alhifni, 2017).

The morals of entrepreneurs who can provide reciprocal confidence and trust to other entrepreneurs will determine their attitude to continue or terminate the contract

between them, as long as whether or not the entrepreneurs provide benefits to the others (Jannah 2011).

### **Coastal Community Welfare**

Coastal communities are defined as groups of people who live in coastal areas and their source of economic life depends directly on the utilization of marine and coastal resources. Coastal communities that are synonymous with fishermen are part of a marginalized community that is still struggling with various life problems, both economic, social, educational, health, and cultural. Their living conditions are always in apprehensive condition, especially economically with income which always depends on natural conditions (Rahman, 2012).

According to Sunarti (2012), Welfare is an order of social, material and spiritual life and livelihood which is filled with a sense of safety, decency and inner and outer peace that allows every citizen to carry out efforts to fulfill the best possible physical, spiritual and social needs. for self, household and community. Welfare is the amount of satisfaction that a person gets from consuming the income received, but the level of welfare itself is something that is relative because it depends on the amount of satisfaction obtained from consuming that income. The link between the concept of welfare and the concept of needs is that by fulfilling these needs, a person is considered prosperous, because the level of these needs is indirectly in line with welfare indicators (Pramata, et al 2012; Machmud & Hidayat 2020).

### **3. Methodology**

This section contains a complete and detailed description of the steps undertaken in conducting research. In addition, the research step also needs to be shown in the form of flowchart of research or framework step in complete and detailed including reflected algorithm, rule, modeling, design and others related to system design aspect.

#### **Location and Time of Research**

This research takes place at Wisata Biru Makassar Beach and will be carried out for approximately 2 months in December 2022-January 2023

#### **Informant Sources**

Sources of informants in this study include the entire number of Coastal Communities found on the Blue Beach Tour who are domiciled in Makassar City who are registered

Table 1. Informant Sources

No	Group	Respondent	Amount
1.	Fisherman	Fisherman	4
2.	Communities	Communities	3
3.	Marketing	Businessman	2
	<b>Amount</b>		<b>9</b>

Source: Processed Data (2022)

### Data Collection Instruments and Techniques

The instruments and data collection techniques were carried out in two stages, namely observation and questionnaires.

### Data Analysis Techniques

In this study the analytical method used was qualitative analysis with several stages, starting from data reduction, data presentation and drawing conclusions. The steps that must be taken in analyzing data with content analysis include:

- a) Data reduction is a selection process, focusing attention on simplification, abstracting, and transforming 'rough' data that emerges from the records of the research object.
- b) Data display (display data) is a collection of structured information that gives the possibility of drawing conclusions and taking action. The most frequently used representation of qualitative data in the past is narrative text.
- c) Verification is drawing conclusions that can be done during the research. The meanings that emerge from the data must be tested for their validity, robustness, and suitability first. This study uses an interactive analysis model, in which the three components mentioned above are intertwined in parallel.

## 4. Empirical Findings/Result

Based on the results of field observations and interviews with coastal communities, results can be found saying that Islamic Spiritual Entrepreneurship has an effect on optimizing the use of resources in coastal areas, so as to improve the welfare of local communities. A business concept that is based on Islamic principles and good business ethics, can pay attention to social and environmental aspects, so that it can be run in a more sustainable manner.

In this context, the utilization of natural resources must be carried out with due observance of Islamic principles and respect for the coastal environment. In developing business in coastal areas, Islamic Spiritual Entrepreneurship can provide guidance in running a business properly. The principles of honesty, fairness and blessing in business can create a healthy business environment and avoid business practices that are detrimental to society. The Islamic Spiritual Entrepreneurship

model that has been designed by a team of lecturers and applied to coastal communities consists of 5 things, namely motivation, faith, ethical values in Islam, and piety.

**a) Islamic motivation:**

Coastal communities are motivated to become fishermen because they like to go to sea, they can express themselves at sea, and fishermen try to meet the needs of their respective families. However, fishermen often experience problems in catching fish in the sea, which affects their decreasing income. Some of the problems that are often faced by fishermen in fishing in the sea are climate change, inadequate equipment and so on. To overcome various problems faced by fishermen, the research team provided information about business potential that exists around coastal areas which can provide insight to the community about business opportunities that can be utilized, so that coastal communities can be more directed to become better entrepreneurs.

**b) Faith:**

The faith of coastal communities can influence the practice of fishing carried out by fishermen. Coastal communities who are Muslim, who always pay attention to the ethical and moral values contained in religious teachings. In addition, strong faith can also motivate fishermen to work seriously, honestly and responsibly in fishing practices. They can also pay attention to the welfare of fellow fishermen and the surrounding community. However, it cannot be denied that economic factors and intense competition in the world of fisheries can interfere with these good practices. Therefore, it is important for coastal communities to continuously develop and strengthen their faith, as well as increase awareness of the importance of protecting the marine environment and natural resources for a better future. This can be done through education and training, as well as mentoring and coaching by related parties.

**c) Ethical Values in Islam:**

Efforts are made to find out what is right according to Islamic teachings, then a person must always have an honest attitude in every activity he does. The research team provides understanding to coastal communities how important Islamic ethical values are. Application of Islamic ethical values to coastal communities to improve their quality of life and build a better society. Islam as a religion that teaches high ethical values can be a solution to solving various problems faced by coastal communities,

**d) Piety:**

Piety is a very important attitude in seeking sustenance. According to Islamic teachings, everything that is obtained in this life comes from Allah SWT, and Allah SWT also determines how sustenance is obtained. Therefore, piety is very important in seeking sustenance because by having

an obedient and obedient attitude to Allah SWT, we will always remember and thank Him in everything.

In addition to the model that has been designed, steps have also been taken to optimize the use of natural resources through ISE to improve the welfare of coastal communities;

- a) Implementing Islamic principles in managing business: In ISE, Islamic principles form the foundation for managing a business, including the principles of fairness, sustainability, and social responsibility. This means that the utilization of natural resources must be carried out with due observance of these principles.
- b) Optimizing the utilization of natural resources in a sustainable manner: Utilization of natural resources is carried out by taking into account the sustainability and balance of the ecosystem. In general, in the coastal context, this means paying attention to the balance between the utilization of marine resources and maintaining the sustainability of marine life.
- c) Develop value-added products: Value-added product development can increase the income and welfare of coastal communities. This can be done by developing products that have added value such as processed seafood products that have high quality and are innovative.
- d) Improving market access: One of the obstacles in improving the welfare of coastal communities is the lack of market access. Therefore, ISE can utilize technology to improve market access through online marketing and business network development.
- e) Develop community skills and capacities: Community skills and capacity development in ISE can improve their independence and well-being. This can be done by providing training and guidance in managing the business and developing value-added products

## **5. Discussion**

Islamic Spiritual Entrepreneurship (ISE) can influence in optimizing the use of resources in coastal areas, so as to improve the welfare of coastal communities. This is because the ISE concept combines Islamic spiritual values with entrepreneurship principles which can motivate entrepreneurs to utilize existing resources more effectively and efficiently (Ramadani et al., 2015).

In the context of resource utilization in coastal areas, the ISE concept helps coastal communities and entrepreneurs to utilize the potential of existing natural resources, such as fish, seaweed and other marine products in a sustainable and environmentally friendly manner. Coastal communities and entrepreneurs pay more attention to social responsibility and environmental sustainability in managing business using ISE principles. In addition, the development of community skills and



capacities is also important to increase their independence and well-being (Ratten et al., 2020).

The use of the ISE concept can also help entrepreneurs to create added value for coastal communities, either through improving the quality of the products and services offered, or through developing businesses that have a positive impact on the surrounding environment. Thus, coastal communities and entrepreneurs and entrepreneurs who adopt the ISE concept can contribute to improving the welfare of coastal communities through more optimal and sustainable use of resources.

By applying the concept of Islamic Spiritual Entrepreneurship, a business based on Islamic values and good business ethics can be realized (Kayed & Hasan, 2010). Thus, business is not only run for profit but also pays attention to social and environmental aspects, so as to improve the welfare of the local community in a sustainable manner.

## **6. Conclusions**

Based on the results of the research and discussion, it can be concluded that Islamic Spiritual Entrepreneurship has an effect on optimizing the use of resources in coastal areas, so that it can improve the welfare of coastal communities. Optimizing the use of resources through Islamic Spiritual Entrepreneurship can be a solution in improving the welfare of coastal communities. By applying Islamic principles and good business ethics, businesses can be run in a more sustainable manner and pay attention to social and environmental responsibilities. In the coastal context, Islamic Spiritual Entrepreneurship can have a positive impact in optimizing the use of resources. The principle of social responsibility in business can pay attention to the interests of the surrounding community in managing resources. In addition, the principle of sustainability can also be applied in managing natural resources in a sustainable manner so that long-term benefits can be taken. By applying the concept of Islamic Spiritual Entrepreneurship in the utilization of resources in coastal areas, it is hoped that it can improve the welfare of the local community in a sustainable manner. A business that is based on Islamic principles and good business ethics, can pay attention to social and environmental aspects so that it can be run more optimally and pay attention to the interests of the surrounding community.

Based on the results of research, discussion and conclusions, it can be suggested that training and education regarding the concept of Islamic Spiritual Entrepreneurship need to be improved to improve the skills and understanding of coastal communities in managing natural resources properly and sustainably. ISE is expected to be able to utilize resources more effectively and efficiently, and pay attention to social responsibility and environmental sustainability in managing their business. In addition, it is necessary to carry out further research and development regarding the

potential of natural resources in coastal areas and the application of environmentally friendly technologies.

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