

Inhibiting and Supporting Factors for the Production and Income Dynamics of Candied Cashew Entrepreneurs in Pulau Makian

729

Musair Mansur

Department of Development Economics, Faculty of Economics and Business, Universitas
Khairun, Ternate, Indonesia
E-Mail: musairmansur1@gmail.com

Ruliyanto Syahrain

Department of Development Economics, Faculty of Economics and Business, Universitas
Khairun, Ternate, Indonesia

Yuliana S Kalengkongan

Department of Development Economics, Faculty of Economics and Business, Universitas
Khairun, Ternate, Indonesia

Submitted:
25 JUNE 2023

Accepted:
19 NOVEMBER 2023

ABSTRACT

This research aims to identify inhibiting and supporting factors in the development of the walnut snack industry and determine strategies for its advancement on Makian Island. The research method employed is qualitative, utilizing the postpositivism paradigm, a philosophical approach that emphasizes empirical phenomena. The primary data for this research were obtained from 8 informants, and data collection techniques included observation, in-depth interviews, and documentation. The results reveal a significant dependence of Suma Village residents on Walnut Snacks for their livelihoods, with a considerable impact on their economic welfare. The presence of the Walnut Snacks business contributes significantly to improving the prosperity of the Suma Village Community. In addition to the cultural values inherent in the local community, social values are also deeply ingrained in every individual within the Suma Village Community.

Keywords: Development, Production, Income, Welfare

ABSTRAK

Penelitian ini bertujuan untuk mengetahui faktor-faktor penghambat dan pendukung dalam pengembangan usaha industri kudapan kenari serta mengetahui strategi pengembangan usaha industri kudapan kenari di Pulau Makian. Metode yang digunakan dalam penelitian ini adalah kualitatif dengan pendekatan penelitian ini menggunakan paradigma postpositivisme salah satu aliran filsafat yang lebih menekankan pada fenomena atau fakta yang berbicara. Data yang digunakan dalam penelitian ini adalah data primer yang bersumber dari 8 informan. Teknik pengumpulan data yang digunakan berupa observasi, wawancara mendalam dan dokumentasi. Hasil penelitian menunjukkan bahwa Masyarakat Desa Suma sangat bergantung pada Kudapan Kenari dalam mencukupi kehidupan mereka, dampak kesejahteraan mereka secara ekonomi sangat mencukupi. Kehadiran usaha Kudapan Kenari mampu menyejahterakan Masyarakat Desa Suma, selain nilai budaya yang menjadi kebiasaan bagi masyarakat setempat, nilai sosial juga menjadi kental melekat pada setiap pribadi Masyarakat Desa Suma.

Kata kunci: Pengembangan, Produksi, Pendapatan, Kesejahteraan

JIMKES

Jurnal Ilmiah Manajemen
Kesatuan
Vol. 11 No. 3, 2023
pp. 729-738
STIE Kesatuan
ISSN 2337 – 7860

INTRODUCTION

In the increasingly modern era, the government must act swiftly to build a strong economy, one of which is through Home Industries. Home Industries represent a form of people's potential in the development of the grassroots economy, contributing to the overall national economic improvement (Gilberthorpe & Banks, 2012; Khan et al., 2020). Home Industries have been rapidly growing in Indonesia, aiding the government in poverty alleviation and unemployment reduction (Habibi et al., 2022; Siddique et al., 2020; Sparrow et al., 2020). The stability and balance maintained by home industries in Indonesia prove beneficial, especially during economic crises. Cottage industries involve the production of goods or small-scale enterprises, typically centered at home. This classification as a small-scale enterprise stems from the fact that these economic activities are primarily conducted within households. The expectation is that home industries can enhance economic value and income for those involved. The development of small businesses can contribute to overall growth, transforming the national economic structure to be more robust and balanced. This result is achieved because communities actively participate in national business development, supported by more conducive policies (Esteves et al., 2021). Home industry activities play a crucial role in local economic development and are particularly essential in rural areas, where small-scale industries often characterize rural economic landscapes.

Home industry, as a business conducted at home that serves as both a residence and a place of business, encompasses various types of activities, from services to trade. Initially, home industry entrepreneurs and professionals were the main players, but the scope has broadened to include the general public. The rapid growth of home industries provides opportunities for anyone looking to start a business, intensifying competition among them to market their products effectively, gain acceptance in society, and withstand market competition.

The effort in the canary snack industry serves as one of the drivers of the economic sector, aiming to strengthen the foundation of the economy and support the community's economic well-being. Canary snacks are a locally developed product, becoming a source of income for the residents of Pulau Makian. However, the processing of canary snacks remains traditional, and market access is inadequate. These factors hinder both the production and sales processes. On the other hand, supportive factors in canary snack production, such as easily accessible production inputs, contribute positively to the process.

Pulau Makian is recognized for having the highest production of canary nuts compared to other areas in North Maluku. Consequently, the people of North Maluku often refer to Pulau Makian as the Canary Island. Local residents utilize canary nuts not only as snacks but also in various culinary preparations, serving as ingredients for food and beverages, including mixtures in drinks like ginger water, known as "*air guraka*" among the people of North Maluku. Entrepreneurs in the furniture industry engage in their work with the goal of generating income for their livelihoods. This income-generation objective necessitates specific equipment and is influenced by various factors supporting the success of their activities. Factors affecting the income of furniture industry production include social and economic sectors, comprising the amount of capital, the number of laborers, work experience, and technology (Salim et al., 2014). This research aims to determine the inhibiting and supporting factors in the development of the walnut snack industry and to determine the strategy for developing the walnut snack industry on Makian Island.

LITERATURE REVIEW

Theoretical Basis

Income is the result obtained by an individual after performing work, whether the achieved result is still low or already quite high, and it is subsequently used to meet needs or consume goods and services. Income is the amount of earnings received by individuals for their work achievements during a specific period, be it daily, weekly, monthly, or yearly. In today's context, the income sources for most households in rural areas come

not only from one source but from several sources. It can be said that households diversify their jobs or have various income sources (Banerjee et al., 2021; Leng et al., 2020; Nerfa et al., 2020).

Household income is determined by the wage level as the income for the labor factor of production. Thus, the level of household income is strongly influenced by the level of control over the factors of production. According to Rahardja and Manurung (2008), business is one of the youngest fields in the realm of social work professions, undertaken by all segments of society to meet economic needs in life. Social work in the business field is defined as a field of social work practice specifically addressing all human and social needs in the working world through various interventions and the application of assistance methods to preserve optimal adaptation between individuals and their environment.

Micro, Small and Medium Enterprise Development Strategy

Researchers have provided definitions of strategy that exhibit numerous similarities. Fundamentally, every business incorporates a strategy into its operational procedures, although it is conceivable that a company leader may not be cognizant of it. In the analysis of a company's strategy, it should be acknowledged that the nature of strategy varies across businesses, industries, and circumstances. Nonetheless, there are several well-known strategies applicable to diverse industries and scales. Experts offer various explanations regarding the definition of strategy. Strategy, as described, is how business leaders implement their philosophy. This definition underscores the connection between strategy and crucial decisions faced by individuals or organizations in their business endeavors—decisions that ultimately determine success or failure (Argyres et al., 2020).

Strategy is viewed as a mechanism for achieving long-term objectives. Furthermore, strategy is construed as potential actions requiring decisions from top management and substantial company resources (Collins, 2021; Müller et al., 2021; Ozkan-Ozen et al., 2020). In accordance with Kabeyi (2019), strategy is the process of charting the course that a company should follow to fulfill its mission. It is recognized that, in pursuit of goals, companies typically establish specific objectives and necessitate strategies to attain them. Porter (1991) addresses three main issues related to the concept of strategy. First, strategy is seen as a directional issue, involving the clarification of vision, setting organizational goals, and making the necessary adjustments and momentum. Second, strategy is considered a choice issue, which includes determining the location and method of competition, market priorities, customers, and a focus on specific brands and products. Finally, strategy is defined as a differentiation issue, where the focus is on finding sources of competitive advantage that can endure in the long term and implementing them for optimal benefit.

Business and Economic Development

The development of a business is the responsibility of every entrepreneur or businessperson, requiring foresight, motivation, and creativity (Anoraga, 2007). If every entrepreneur can achieve this, there is great hope for transforming a small business into a medium-scale or even a large-scale enterprise. Business activities can start from initiating a business (starting), building partnerships, or purchasing another business, commonly known as franchising. However, it is crucial to consider the direction in which the business will be taken. Therefore, development is needed to expand and sustain the business to ensure its success.

To carry out business development, support is required from various aspects such as production and processing, marketing, human resources, technology, and others. Business development encompasses all activities organized by individuals involved in trade and industry, providing goods and services to meet and improve their standard and quality of living. This shows that business development involves tasks and preparations for analyzing potential growth opportunities, supporting and monitoring the

implementation of business growth opportunities, making strategic decisions, and implementing business growth opportunities.

Furthermore, there are many criteria used as benchmarks in assessing economic welfare, one of which is the Pareto criteria put forward by Vilfredo, according to which changes are considered good or appropriate if, in these changes, there is (at least one) party who benefits and no party feels disadvantaged (Ehrgott, 2012). The economy is the main goal of economic policy, and economic growth is considered a mechanism for providing jobs, prosperity, and sustained well-being. Basically, development refers to efforts to enhance an individual's or institution's ability to achieve self-strengthening, carried out with ongoing assistance aimed at fostering independence.

Partnership Concept

Partnership, collaborative efforts involving various entities, both in collective groups and individual capacities, represents a formal business collaboration that mutually advantages small entrepreneurs by partnering with medium or large enterprises to achieve a shared objective based on common principles. For small entrepreneurs, partnerships are considered advantageous as they enable them to leverage the market and entrepreneurship controlled by larger businesses. In any collaboration, there needs to be a defined mission, vision, goals, and agreements agreed upon by each partner.

Several experts define partnership as a business strategy conducted by two or more parties for a specific duration to achieve mutual benefits with the principles of shared needs and mutual enlargement (Hafsah, 2000). Mitchell (1998) offers a definition stating that partnership is a strategic business collaboration involving various parties, of a voluntary nature, and grounded in the principles of shared needs, mutual support, and mutual benefit, accompanied by the guidance and development of SMEs by large businesses." These definitions, provided by experts, encapsulate the essence of partnership. Business partnership is an endeavor toward empowerment and independence, constituting a mutually beneficial business collaboration between small entrepreneurs and medium/large entrepreneurs. This collaboration is accompanied by guidance and substantial development, fostering mutual needs, benefits, and the strengthening of each other.

Village Owned Enterprises

The Village-Owned Enterprises (BUMDesa) are establishments founded on the commitment of the rural community to collaborate and collectively contribute to building the local economy, aiming for the welfare and prosperity of the rural community. According to Law Number 6 of 2014 concerning villages, Village-Owned Enterprises are business entities in which the entire or a significant portion of the capital is owned through direct participation derived from the separate wealth of the village. This ownership is intended for managing assets, providing services, and engaging in other businesses to promote the overall welfare of the rural community.

The management of Village-Owned Enterprises is a collaborative effort between the Village government and the community. The direct involvement of the community in BUMDes management is anticipated to stimulate the local economy, thereby improving the community's welfare. Each village that has established a Village-Owned Enterprise receives government funds. Each village enterprise possesses its unique advantages tailored to the specific needs and potentials present in those villages. The opportunities for BUMDes are significant, serving as a pillar of national self-reliance and as an institution that accommodates the evolving economic activities of the community based on the village's characteristics. This, in turn, contributes to enhancing the village's prosperity and addresses the declining trend in Small and Medium Enterprises.

METHODS

Research Approach

The approach in this research is qualitative, utilizing the researcher as the key instrument in collecting data from natural conditions of the object. The researcher employs a rigorous regulation for data collection, and the analysis is inductive, emphasizing meanings. In qualitative research, data collection is not guided by theory but by facts discovered in the field. Based on these facts, hypotheses or theories can be constructed. Therefore, qualitative research does not emphasize generalization but focuses more on meaning.

In this research approach, a post-positivism paradigm is used, which is one of the philosophical streams that emphasizes phenomena or facts speaking for themselves. Post-positivism philosophy is often referred to as an interpretive and constructive paradigm, viewing social reality as holistic or complete, complex, dynamic, phenomenal, meaningful, and interactive phenomena.

Place and Time of Research

This research was conducted in South Halmahera Regency, North Maluku Province, with a focus on Pulau Makian District in Suma Village. The planned time for this research is throughout September until completion. The research location, namely Suma Village, was chosen as a place to collect relevant data and information. By taking a location in this area, this research aims to gain an in-depth understanding of the conditions and dynamics that occur in the local community in South Halmahera Regency.

Data Types and Sources

This research uses two main types of data sources, namely primary data and secondary data. Primary data is obtained directly from the first source, both individuals and groups, using survey and observation methods. Through direct interviews with walnut snack business owners, researchers gathered specific information to answer research questions. Apart from that, the observation method was carried out by observing activities and events at the walnut snack business. Meanwhile, secondary data is obtained indirectly through intermediary media, such as proof of transactions and business diaries. The author obtained this secondary data after obtaining permission and borrowing proof of transactions and recording books which are historical sources for the walnut snack business. The combination of the use of these two types of data is expected to provide a comprehensive and accurate picture regarding the aspects studied.

Data Collection Technique

Data collection techniques are the most strategic steps in research because the purpose of conducting research is to gather data. Without knowing data collection techniques, researchers will not obtain data that meets the established standards. In this research, the researcher applies several data collection methods, namely observation, interviews, and questionnaires.

Observation, according to experts such as Sugiyono (2009), Widoyoko (2016), is a method that involves systematic observation and recording of elements visible in a phenomenon in the research object. The purpose of observation in this research is to understand the behavior of students at school and at home, as well as to determine the guidance given by teachers and parents to students with aggressive behavior.

The interview method, as a conversation with a specific purpose, is used with an open-ended format. This type of interview involves the interviewer preparing a set of standardized questions with the same order, wording, and presentation for each respondent. The interview aims to obtain consistent and in-depth information about student behavior and the guidance provided by teachers and parents.

Additionally, this research also employs the questionnaire method, a way of collecting data by providing a list of written questions to respondents. The questionnaire is given to

snack entrepreneurs in Suma Village. The use of a questionnaire helps in obtaining more structured and quantifiable data.

In terms of data validity, this research refers to the correspondence between the researcher's observations and the actual conditions at the research site. To analyze qualitative data, the researcher uses triangulation, a technique according to Moleong, involving the examination of data validity by utilizing something external to the data for checking or comparing against the data. The overall use of these methods is expected to provide accurate and in-depth results related to student behavior and influencing factors.

RESULTS

Interviews were conducted systematically with planned stages involving eight key informants in Suma Village, Pulau Makian Subdistrict. The interviewed informants are referred to by their initials: SM, JL, JM, WD, IC, ML, SU, and LH.

The interviews were systematically conducted with eight key informants in Suma Village, Pulau Makian Subdistrict. Each informant, identified by their initials such as SM, JL, JM, WD, IC, ML, SU, and LH, participated in interviews on specific dates from Saturday, January 20, 2023, to Saturday, January 27, 2023. This structured approach allowed for in-depth exploration and collection of information from various perspectives. Data that were not covered during the interviews were supplemented with participatory observational data gathered between January and February. Additionally, document and archive tracing were employed to reinforce the substance of the interview and observational data. The research findings are presented based on the focus of the research questions.

Data that were not covered during the interviews were supplemented with direct participatory observational data collected from January to February. To strengthen the substance of interview and observational data, document and archive tracing was conducted. All the research data are presented based on the research question focus as follows:

Candied Walnuts as a Source of Income to Support Daily Life

The researcher employed interview and documentation techniques to obtain data on the process of selling candied walnuts. During the sales process, informant JL stated:

"The people of Samsuma earn their living by searching for it, which is candied walnuts. That's why everyone sells it, making it a source of livelihood. So that they can have their daily lives, they eat every day. It means they get it from candied walnuts, so they can buy this and that, for their children, for their needs, for their interests. In Samsuma village, almost everyone's life revolves around it. Life is about searching for candied walnuts. In the past, there were few, but now there are so many." (Informant JL, Sunday, January 21, 2023)

Meanwhile, informant SM emphasized the aspect of sufficiency for daily life and also as a source of income for the people of Samsuma village:

"Yes, for the aspect of sufficiency, it covers our daily lives because our source of income to fulfill our lives is only candied walnuts. Because candied walnuts also become one of the ways of life for the people of Suma." (Informant SM, Saturday, January 20, 2023)

Similarly, informant SU expressed a general opinion that candied walnuts are a source of income for the people of Samsuma village:

"For us, the people of the village, candied walnuts are the main thing as our source of income. That's why the people of Samsuma village consider candied walnuts as our main source for daily life." (Informant SU, Friday, January 26, 2023)

Based on the interview results and documentation, it is evident that candied walnuts play a crucial role in the community's life. The local community relies significantly on candied walnuts as their primary source of income, aligning with the opinions expressed by the informants above.

The Candied Walnuts Business in Suma Village, Pulau Makian District: Worthy of Development or Not

In this study, three main topics will be described, namely the process of making candied walnuts, the sales process, and the strategy for the development of candied walnuts. The researcher employed interview, documentation, and observation techniques to obtain data and information about the making of candied walnuts. According to IC, the process of making candied walnuts is not too difficult, as the production of candied walnuts is adjusted to the demand. IC stated:

“For me, the process of making candied walnuts is not too difficult because the production is in accordance with the market demand, and the production process is smooth because I make it based on our selling needs.” (Wednesday, January 24, 2023).

WD, another informant, added that there are two strategies for selling candied walnuts: direct and indirect sales. WD mentioned:

“For me, our selling strategy varies. Some sell directly on the ship because that’s the only place where we can sell candied walnuts. We offer it directly to the buyers, although we sell a lot of candied walnuts, whether it sells or not depends on the passengers who want candied walnuts. As for indirect sales, some sellers of candied walnuts sell them online, and others place them outside because candied walnuts have become a signature food. That’s why if we sell indirectly, it still sells well.” (Tuesday, January 23, 2023).

Based on the documentation results, it was found that the process of making candied walnuts uses traditional methods, meaning that the production of candied walnuts does not require modern tools, emphasizing a social aspect in the production process that involves family members.

Walnut snacks as a Source of Prosperity for the Community of Suma Village

Based on the observation results, one of the sources of welfare for the community of Suma Village is walnut snacks. For the local community, walnut snacks are a primary source to meet their needs. This is in line with the opinion of ML, who stated:

“For us, walnut snacks are the main source of our livelihood because they can fulfill our daily needs, and our children can go to school. So, if we say that walnut snacks can prosper us, the people of Suma village, it can be said yes because the majority of the Suma village community relies on walnut snacks as their business, and fortunately, walnut snacks can prosper the people of Suma village even though the sales are only on the ship.” (Monday, January 25, 2023).

In line with ML’s opinion, informant JL expressed the following:

“The people of Suma village, basically almost all of them. Living by looking for walnut snacks, that’s our daily source of income. In the past, it was less, but now there are so many.” (Sunday, January 21, 2023).

The observation results indicate that the people of Suma Village heavily rely on walnut snacks to sustain their lives, and the economic impact on their well-being is quite substantial.

Table 1. Monthly Income from Walnut Snack Business

Product	Types of products	Number of Production/Week	Price	Revenue/Week
Snack	Walnut Snacks	180 pieces	Rp. 5,000/piece	IDR 900,000
Total monthly income				IDR 3,600,000/month

Source: Data Processed

Based on the explanation above, it can be concluded that the presence of a walnut snack business is able to improve the welfare of the people of Suma Village, apart from

the cultural values that are customary for the local community, social values are also strongly attached to every individual in the people of Suma Village. By participating in research, we observe that social relations and economic relations influence each other, meaning that the presence of a walnut snack business can strengthen friendship between local communities, mutual sufficiency between one individual and another.

DISCUSSION

Based on the findings from interviews, observations, and a review of the literature, it is evident that the income sources of residents in Suma Village exhibit considerable diversity. This concurs with the perspectives presented by Birthal et al. (2014) and Evans & Pirzada (1995), who assert that households in rural areas often derive income from multiple sources, engaging in job diversification. Despite limitations in production tools and market access, the local community prioritizes walnut snacks as a significant income source, considering the satisfactory returns.

As posited by Rahardja and Manurung (2008), household income is influenced by the wage level as an outcome of the labor factor, emphasizing the substantial impact of controlling production factors on household income. In conclusion, the Suma Village community heavily depends on walnut snacks as a primary income source due to the convenient accessibility of walnuts and the practicality of their production as walnut snacks or "halua walnut." The development of Suma Village Walnut Snacks is deemed worthwhile, given that, from a needs perspective, they contribute to fulfilling the daily requirements of the community. Moreover, the manufacturing process is considered relatively straightforward.

The observational findings indicate a significant reliance of the Suma Village residents on walnut snacks for sustaining their livelihoods, resulting in a notably sufficient impact on their economic welfare. The existence of the walnut snacks business not only enhances the prosperity of the Suma Village community but also aligns with the customary cultural values of the local community. Furthermore, social values are deeply ingrained in every individual within the Suma Village community. In terms of participation, the researchers noted a reciprocal influence between social and economic relations. This implies that the presence of the walnut snack business has the potential to reinforce mutual friendships among local communities and foster mutual sufficiency between individuals.

CONCLUSION

Based on the research findings, several key conclusions can be drawn. Firstly, the walnut snack business significantly contributes to augmenting the income of the local community. Secondly, concerning the market, the walnut snack business in Suma Village exhibits development feasibility, indicating promising market potential. Thirdly, the presence of the walnut business positively impacts the welfare of the Suma Village community. Additionally, the cultural value ingrained in walnut snacks becomes a customary practice and cultural heritage for the local community, with social values preserved and manifested in the daily lives of individuals in Suma Village.

Building upon these research conclusions, the author puts forth recommendations for relevant stakeholders. Firstly, to the Suma Village government, it is advisable to continue providing support and facilitating the necessary space and facilities for the community in the expansion of the walnut snack business. Secondly, to the Suma Village community, it is recommended to maintain focus and diligently monitor the market to mitigate losses and enhance the business's sustainability. Lastly, for future researchers, expanding the number of interview samples is recommended to obtain more representative and in-depth data. Through the implementation of these recommendations, it is anticipated that the development of the walnut snack business in Suma Village can progress optimally, providing maximal benefits.

REFERENCES

- [1] Anoraga, P. (2007). *Business management in the globalization era*. Jakarta: PT Rineka Cipta.
- [2] Argyres, N. S., De Massis, A., Foss, N. J., Frattini, F., Jones, G., & Silverman, B. S. (2020). History-informed strategy research: The promise of history and historical research methods in advancing strategy scholarship. *Strategic Management Journal*, 41(3), 343-368.
- [3] Banerjee, A., Duflo, E., & Sharma, G. (2021). Long-term effects of the targeting the ultra poor program. *American Economic Review: Insights*, 3(4), 471-486.
- [4] Birthal, P. S., Negi, D. S., Jha, A. K., & Singh, D. (2014). Income sources of farm households in India: Determinants, distributional consequences and policy implications. *Agricultural Economics Research Review*, 27(1), 37-48.
- [5] Collins, C. J. (2021). Expanding the resource based view model of strategic human resource management. *The International Journal of Human Resource Management*, 32(2), 331-358.
- [6] Ehr Gott, M. (2012). Vilfredo Pareto and multi-objective optimization. *Doc. math*, 8, 447-453.
- [7] Esteves, A. M., Genus, A., Henfrey, T., Penha-Lopes, G., & East, M. (2021). Sustainable entrepreneurship and the Sustainable Development Goals: Community-led initiatives, the social solidarity economy and commons ecologies. *Business Strategy and the Environment*, 30(3), 1423-1435.
- [8] Evans, H. E., & Pizrada, G. (1995). Rural households as producers: Income diversification and the allocation of resources. *Baker, J. & Aina, TA (Hg.): The Migration Experience in Africa. Nordiska Africa Institutet. Sweden. S*, 65-108.
- [9] Gilberthorpe, E., & Banks, G. (2012). Development on whose terms?: CSR discourse and social realities in Papua New Guinea's extractive industries sector. *Resources Policy*, 37(2), 185-193.
- [10] Habibi, M. M., Mawarti, R. A., Shofa, A. M. I. A., & Alfaqi, M. Z. (2022). Community Empowerment Through Home Industry in Improving Community Welfare in East Java, Indonesia. *KnE Social Sciences*, 626-638.
- [11] Hafisah, M. J. (2000). *Business Partnership Conception and Strategy*. Self-Help Spreader.
- [12] Kabeyi, M. (2019). Organizational strategic planning, implementation and evaluation with analysis of challenges and benefits. *International Journal of Applied Research and Studies*, 5(6), 27-32.
- [13] Khan, N., Hassan, A. U., Fahad, S., & Naushad, M. (2020). Factors affecting tourism industry and its impacts on global economy of the world. Available at SSRN 3559353.
- [14] Leng, C., Ma, W., Tang, J., & Zhu, Z. (2020). ICT adoption and income diversification among rural households in China. *Applied Economics*, 52(33), 3614-3628.
- [15] Mitchell, A. G. (1998). *Strategic training partnerships between the State and enterprises*. International Labour Organization.
- [16] Müller, J. M., Buliga, O., & Voigt, K. I. (2021). The role of absorptive capacity and innovation strategy in the design of industry 4.0 business Models-A comparison between SMEs and large enterprises. *European Management Journal*, 39(3), 333-343.
- [17] Nerfa, L., Rhemtulla, J. M., & Zerriffi, H. (2020). Forest dependence is more than forest income: Development of a new index of forest product collection and livelihood resources. *World Development*, 125, 104689.
- [18] Ozkan-Ozen, Y. D., Kazancoglu, Y., & Mangla, S. K. (2020). Synchronized barriers for circular supply chains in industry 3.5/industry 4.0 transition for sustainable resource management. *Resources, Conservation and Recycling*, 161, 104986.
- [19] Porter, M. E. (1991). Towards a dynamic theory of strategy. *Strategic management journal*, 12(S2), 95-117.
- [20] Rahardja, P., & Manurung, M. (2008). *Pengantar ilmu ekonomi*. Jakarta: Lembaga Penerbit Fakultas UI.
- [21] Salim, R. A., Hassan, K., & Shafiei, S. (2014). Renewable and non-renewable energy consumption and economic activities: Further evidence from OECD countries. *Energy economics*, 44, 350-360.
- [22] Siddique, M. A., Haq, M., & Rahim, M. (2020). The impact of the Islamic banking industry on economic growth and poverty reduction in Pakistan. *Enhancing Financial Inclusion through Islamic Finance, Volume II*, 259-279.
- [23] Sparrow, R., Dartanto, T., & Hartwig, R. (2020). Indonesia under the new normal: Challenges and the way ahead. *Bulletin of Indonesian Economic Studies*, 56(3), 269-299.
- [24] Sugiyono. 2009. *Metode penelitian kuantitatif kualitatif dan R&D*. Bandung: Alfabeta
- [25] Widoyoko, E. P. (2016). *Teknik teknik penyusunan instrumen penelitian*. Yogyakarta: Pustaka Pelajar.

