

## **MURABAHAH PROVISION: THE KEY TO CLIENT-ORIENTED BUSINESS STRATEGIES AT BMT EL-MUHSIN**

### **PENGARUH PEMBIAYAAN MURABAHAH: JIWA WIRAUSAHA TERHADAP PENDAPATAN NASABAH BMT EL-MUHSIN**

**Mardianton**

Universitas Negeri Padang  
mardianton@stai-bls.ac.id

**Faisal Efendi**

STAI Balaiselasa YPPTI Pesisir Selatan  
faisalefendi215@gmail.com

**Nurlaila**

STAI Balaiselasa STAI Balaiselasa YPPTI Pesisir Selatan  
nurlaila1212@gmail.com

**Hertasmaldi**

STAI Balaiselasa YPPTI Pesisir Selatan  
hertasmaldi@stai-bls.ac.id

#### ***Abstract***

*The research objective of this paper is to examine the impact of murabahah financing and entrepreneurial spirit on the income of Baitul Mal wa Tamwil El-Muhsin customers. This quantitative study comprises two independent variables and one dependent variable. There are 1,085 customers in the population. The Cochran formula was employed to implement stratified random sampling. A total of 196 customers were chosen as samples. The data collection technique employs a questionnaire, while the data analysis technique on the impact of financing and entrepreneurial spirit on customer income employs path analysis. The F test results indicated that the entrepreneurs of BMT el-Muhsin Hall have a substantial impact on their souls, with a F count of 17,664. Despite the fact that the coefficient of the financing route has a significant partial influence on the soul of entrepreneurs at BMT el-muhsin Hall (T count = 4,203), the hypothesis is acceptable. Structural analysis 2 demonstrated that the revenue of BMT el-Muhsin Hall customers was significantly impacted by the financing of mortgages and the spirit of entrepreneurship, with a value of 73.10%. Although the analysis of the murabahah financing route has a partial influence of 69.00% on the soul of entrepreneurs and the coefficient of the spirit of enterprises has a significant influence on the income of the entrepreneur of 11.30%, thus, the hypothesis is accepted.*

**Keywords:** *Murabahah Financing, Entrepreneurship, Baitul Mal wa Tamwil.*

### Abstrak

Tujuan penelitian adalah untuk menganalisis pengaruh pendanaan murabahah dan semangat kewirausahaan pada pendapatan pelanggan Baitul Mal wa Tamwil El-Muhsin. Penelitian ini adalah kuantitatif dan terdiri dari dua variabel independen dan satu variabel tergantung. Populasi dari penelitian terdairi berjumlah 1.085 pelanggan Baitul Mal wa Tamwil El-Muhsin. Teknik sampling adalah sampel acak menggunakan rumus Cochran. 196 klien dipilih sebagai sampel. Teknik pengumpulan data menggunakan kuesioner dan teknik analisis data tentang pengaruh pendanaan dan kewirausahaan pada pendapatan pelanggan menggunakan analisis jalur. Hasil penelitian menunjukkan berdasarkan uji F berpengaruh signifikan terhadap jiwa wirausaha nasabah BMT el-Muhsin Balai Selasa Pesisir Selatan yaitu sebesar  $F_{hitung} = 17,664$ . Sedangkan pengaruh secara parsial koefisien jalur pembiayaan murabahah signifikan terhadap jiwa wirausaha nasabah BMT el-Muhsin Balai Selasa Pesisir Selatan yaitu  $T_{hitung} = 4,203$  sehingga hipotesis yang diajukan dapat diterima. analisis struktur 2, menunjukan bahwa pembiayaan murabahah dan jiwa wirausaha berpengaruh signifikan terhadap pendapatan nasabah BMT el-Muhsin Balai Selasa Pesisir Selatan, yaitu sebesar  $= 73,10\%$ . Sedangkan pengaruh secara parsial analisis jalur pembiayaan murabahah terhadap jiwa wirausaha yakni sebesar  $69,00\%$ , dan koefisien jiwa wirausaha berpengaruh secara signifikan terhadap pendapatan nasabah yakni sebesar  $11,30\%$ . Sehingga hipotesis diterima.

**Kata kunci:** Murabahah, Wirausaha, Baitul Mal wa Tamwil

### A. Introduction

BMT el-Muhsin is a microfinance institution that fosters the economic growth of small and medium-sized communities. It is involved in the real sector and the savings and loan sector, which are managed with community self-help capital and funds from third parties (I R Pitsyahara & Yusup, 2023). As a developer of the economic principles of Islamic economic sharia in the coastal domain sub-district of Pesisir Selatan Regency, BMT el-Muhsin harbors a vision (Hikmah & Jannah, 2022). One of the missions that was completed was to organize the economy of Muslims in the Ranah Pesisir sub-district in order to achieve bless from Allah (Hariyanti et al., 2023).

BMT el-Muhsin is distinguished by its commitment to operating under a syariah-based system, which ensures that all of its activities are consistent with Islamic principles. This institution considers its clients to be true business partners rather than just customers, and when challenges arise in their ventures, BMT el-Muhsin steps in to help find practical solutions. The incorporation of worship values into its financing practices demonstrates the organization's deep respect for religious principles, making their approach both ethical and spiritually grounded. The application and repayment processes are intended to be simple and straightforward, creating a family atmosphere that puts clients at ease. Aside from financial services, BMT el-Muhsin is actively involved in social welfare, providing channels for *zakat*, *infak*, and *sadaqah*, demonstrating its commitment to the community. Furthermore, the institution provides *qardul hasan* or

interest-free loans, which are specifically designed to help the poor and needy. If a client is unable to repay the loan, it is considered completed, demonstrating BMT el-Muhsin's commitment to assisting those in need without adding to their burdens (Azib & Rizky, 2021).

BMT el-Muhsin has provided *Murabahah* financing to 1,446 customers, totaling IDR 4,600,025,000 (4.6 billion rupiahs), according to preliminary observations. This financing is employed in both productive and consumptive capacities. Consumption, such as purchasing land to finance children's tuition, purchasing household furniture, and other daily necessities. Productive financing customers utilize it as working capital and for business development in a variety of industries, including trade, agriculture, plantations, fisheries, furniture, crafts, and shop houses (Safridul, Manager of Financing at BMT el-Muhsin Balai Selasa).

BMT el-Muhsin is consistently concerned with the well-being of all individuals who possess an entrepreneurial spirit, which is why they offer *murabahah* financing. BMT is consistently cautious when providing financing in order to mitigate risk. Where the entrepreneurial spirit is the most significant capital, rather than money, in the operation of a business. One of the inherent qualities of entrepreneurs is the entrepreneurial spirit, which can also be developed through genetic training. An individual with an entrepreneurial spirit is inclined to work diligently, remain solid in the face of challenges, and, most importantly, demonstrate their independence to others (Melina, 2020).

**Table 1**

**The Number of Customers Who Have Received Murabahah Financing at BMT El-Muhsin Balai Selasa**

No	Name of the <i>Nagari</i>	The number of customers
1.	<i>Nyiur Melambai Pelangai</i>	254
2.	<i>Pelangai</i>	193
3.	<i>Koto VIII Pelangai</i>	165
4.	<i>Pasir Pelangai</i>	108
5.	<i>Pelangai Kaciek</i>	98
6.	<i>Sungai Liku Pelangai</i>	75

7.	<i>Pelangai Gadang</i>	78
8.	<i>Sungai Tunu</i>	56
9.	<i>Luar Kecamatan Ranah Pesisir</i>	58
Total		1.085

Source: *BMT El-Muhsin Balai Selasa*

According to the table above, murabahah financing customers are not exclusively located in Ranah Pesisir sub-district; they are also prevalent in neighboring sub-districts, including Sutera, Lengayang, Linggo Sari Beganti, and Pancung Soal. The total number of customers outside the sub-district is 58, resulting in a total of 1,085 people. The details are provided in 8 nagari in Ranah Pesisir sub-district. Despite the fact that it has been bolstered by a variety of financing options provided by BMT el-Muhsin Balai Selasa Pesisir Selatan, customers continue to express a desire for improved outcomes.

The return of financing from customers to BMT el-Muhsin Balai Selasa Pesisir Selatan according to the predetermined time period is indicative of this condition. Where the total financing realized to customers is IDRs. 2,253,425,114.00, there are still substandard returns of 13.35%, doubtful 2.77%, and bad debt of 2.94% (BMT el-Muhsin report, Balai Selasa). The inability of customers to return their loans or debts to BMT el-muhsin Balai Selasa within the predetermined time frame is referred to as "bad financing returns."

This financing return congestion is attributed to a variety of factors. Some of these include a lack of experience in business management and a lack of customer education, which prevents them from making informed decisions regarding their business operations. In accordance with the financing plan, which is to develop the business, the funds are frequently utilized in an inappropriate manner. The outcome is that the daily requirements of customers are insufficient, even after the financing has been repaid. Therefore, customers may transition from operating a home industry business to becoming farm laborers at times (Syafriidul, the Finance Manager at BMT).

Furthermore, the procedures and requirements established by BMT el-Muhsin have not been implemented in accordance with the procedures established by BMT el-Muhsin Balai Selasa Pesisir Selatan. This is merely a formality, necessitating the consideration of a variety of factors. These factors are position factors, kinship,

friendship, and *boroh* or guarantee factors, which allows them to disregard the financing analysis process. By disregarding the financing analysis process, customers who obtain *murabahah* financing may encounter a variety of scenarios (Putri, 2020). Initially, the utilization of financing is not in compliance with the contract due to the submission and execution of financing without following the appropriate process. Secondly, customers utilize financing that is primarily intended for productive purposes in the context of business development for consumptive purposes. This occurred due to the inadequacies of the financing application analysis and feasibility assessment. Third, the utilization of financing is inconsistent with the contract due to the absence of a business proposal, which is solely predicated on the customer's trust. Fourth, the BMT el-Muhsin business was not successfully operated. Not all customers possess the capacity to develop and process their business. This is restricted by the level of education, customer experience, and customer entrepreneurial spirit. The saturation point of customers in consuming goods produced is the result of a low entrepreneurial spirit, which in turn leads to low consumer demand. The entrepreneur's innovation in the development of his business will be influenced by the entrepreneurial spirit.

## **B. Theoretical Framework**

### ***Customer Income***

Income, as defined by Verizaliani, is the compensation that a consumer receives for their labor (Verizaliani, 2021). In the interim, the Central Bureau of Statistics defines income as the sum of the total business results of a family, divided by the number of family members. This calculation encompasses a comparison of the minimum level and minimum income per capita (Anggraini, 2021). Additionally, the Central Bureau of Statistics allocates income in the following manner; income in the form of salaries and wages, commissions, and investment returns. Income in the form of goods, specifically income that is derived from the payment of wages and salaries. According to Sari & Sulaeman (2021), savings withdrawals, sales of goods that can be loaned, prize money, and inheritance are all examples of receipts that are not derived from income.

### ***Murabahah Financing***

Here, the author must underscore that financing is equivalent to credit, specifically receivables, prior to discussing financing in greater detail. Conventional banking employs the term "credit," while Islamic banking employs the term "financing" (U. P. Lestari & Jayanti, 2020). Therefore, the author employs the term "financing," which is equivalent to "credit," in reference to BMT, an Islamic microfinance institution (Irawan et al., 2021). Therefore, the term "financing" in this text is synonymous with "credit" (Anugrah, 2020).

Credit is a financial instrument that enables an individual or business entity to borrow money to acquire products, raw materials, and components, among other things, and to repay the loan within a predetermined timeframe. Bank loans are among the numerous forms of credit facilities (Yulyani & Diana, 2021).

According to Banking Law No. 10 of 1998, credit is the provision of money or bills that can be equated with it, based on an agreement or loan and borrowing agreement between a bank and another party (Pradesa et al., 2022). This agreement requires the borrower to pay off their debt after a certain period of time with interest (Wisnuadhi et al., 2022). In the interim, financing is defined as the provision of money or bills that can be equated with it, pursuant to an agreement or agreement between a bank and another party that demands the financed party to return the money or bill after a specified period in exchange for profit sharing (Kamal & Riza, 2021).

Murabahah is derived from the word *ribhu*, means that profit is a sale and purchase transaction in which the bank specifies the profit. The customer functions as a buyer, while the bank serves as a seller (Maulana & Rozak, 2021). The selling price is the sum of the bank's purchase price from the supplier and profit. The selling price and payment period must be mutually agreed upon by both parties. If it has been agreed upon, the selling price is specified in the sale and purchase contract and is not subject to change during the contract's validity. It is typically accomplished through installment payments in the banking sector. The goods are delivered immediately following the conclusion of the contract, and payment is made on a deferred basis in this transaction (Arifianto & Apollo, 2020).

Murabahah is defined as the exchange of goods at their original price for an agreed-upon profit (Iltiham, 2020). Nasution emphasizes this viewpoint, defining murabaha as the sale and purchase of goods at the original price with an additional profit that is mutually agreed upon between the bank and the customer (Nasution, 2021). The seller specifies the price of the goods to the buyer in murabaha, and subsequently demands a specific amount of profit (Risnawati & Atieq, 2020). In other words, the new purchaser pays the principal price plus the agreed-upon profit at completion (Khairunnisa & Abdullah, 2022).

The authors can infer that murabahah financing in the practice of BMT el-Muhsin Balai Selasa Pesisir Selatan is a loan of money given to customers to manage and develop their business. This loan is based on an agreement or agreement between BMT and the borrower/customer, where the borrower is required to return the loan after a certain period of time with a reward determined by el-Muhsin Balai Selasa Pesisir Selatan.

### ***The Objectives of Financing***

Banks or BMTs have specific objectives that are inextricably linked to the institution's objectives and missions when they provide financing. The primary goals of financing are to generate revenue, assist customers' enterprises, and support the government (Sappeami et al., 2021).

The government benefits from the increased financing provided by financial institutions, as it leads to a greater level of development in a variety of sectors (Isfi Rizka Pitsyahara & Yusup, 2023). The government derives the following advantages: Tax revenue generated by the profits of bank/BMT customers, In this instance, the creation of employment opportunities to finance the construction of a new business or business expansion will necessitate the recruitment of new labor to absorb the labor that is currently unemployed (Farianti et al., 2020).

Increasing the quantity of goods and services that will be circulated within society, It is evident that the saving of foreign exchange is particularly beneficial for products that were previously imported. This is particularly true if the products can be produced domestically using existing financing facilities (Bahri, 2022). If the product of financing is financed for export purposes, the country's foreign exchange will increase (Siswanto & Andiyansari, 2020).

One of the uses or designations of credit, according to Gatot, is using it as working capital. This implies that credit is granted for the customer's business efficiency (A. Putri & Wirman, 2021). The objective of this credit is to provide funding for the operational expenses of the customer's business. Working capital credit is utilized to acquire materials, such as basic materials, tools, and other expenses (J. Kamal, 2021). In an effort to promote income distribution. The more financing that is directed, the more beneficial it will be, particularly in terms of income growth (Melina & Zulfa, 2020). When financing is provided for the construction of a factory, it is inevitable that labor will be required to reduce unemployment. Additionally, the surrounding community will be able to increase their income by opening a shop or renting out rented houses or other services (Irfanullah & Sari, 2023), to foster better international relations. The mutual need between the recipient of the financing and the lender will enable it to increase loans in the context of international lending. The provision of financing by other countries will improve collaboration in other sectors (Firdayati & Sophisticated, 2020).

### ***The Spirit of Entrepreneurship***

The cultivation of an entrepreneurial spirit must commence with the recognition that it can be fostered through a variety of strategies and methods. Entrepreneurship is not solely a matter of talent (although talent is still a significant factor), but also a strong desire, motivation, and struggle to achieve it (Nur & Wulandari, 2022).

Abas clarified that the term "entrepreneur" can be understood as an equivalent of "entrepreneur" by dividing the term into two words: "*wira*" is equivalent to "main," "gallant," "noble," "brave," "exemplary," and "warrior," while "business" refers to the development of activities or a variety of business activities (Basri et al., 2022). Entrepreneurship is the process of identifying opportunities and leveraging resources to enhance one's quality of life through the development of ideas (Efendi and Thamrin, 2021).

An entrepreneur is an individual who is self-sufficient and possesses the capacity to operate their business or activities independently. He has the autonomy to design, determine, manage, and control all aspects of his business. Entrepreneurship is a disposition, spirit, and capacity to generate something novel, valuable, and advantageous for oneself and others (Quarto et al., 2021).



It is possible to infer that entrepreneurship pertains to the endeavors or matters associated with the establishment of businesses or activities on the basis of one's own will and/or ability. Entrepreneurs are individuals who possess entrepreneurial characteristics and are generally willing to take risks, particularly in the management of their business or company, relying on their own abilities and/or willpower.

### ***Characteristics of the Entrepreneurial Spirit***

Hamdani Inherent in an individual are numerous attributes of the entrepreneurial spirit: self-assurance, a focus on tasks and outcomes, the willingness to take risks, leadership, a future-oriented perspective, creativity, and innovation (Ardheta & Sina, 2020).

### ***The Benefits of Entrepreneurship***

The prerequisites for becoming an entrepreneur are relatively straightforward. The primary requirement is the will, followed by the capacity. Entrepreneurship provides at least four advantages: (1) self-esteem; (2) income; (3) ideas and motivation; and (4) the future (Kartika & Oktafia, 2021).

A person's self-esteem does not decrease as a result of establishing a business or entrepreneurship; rather, it increases. The entrepreneur is regarded as a distinct class in society and is accorded specific levels of authority, including respect and recognition. It is evident that the income generated by operating one's own business is significantly higher than that of an employee (Syaputri & Miswardi, 2023). The income of an employee can be determined over a specific period of time. At the same time, the income of an entrepreneur is not restricted by time; there is a saying that if it is in a state of growth, profits will flow in an endless stream. Consequently, any endeavor is always profitable (Andriani et al., 2022).

The advantages of entrepreneurship offer the freedom and opportunity to direct one's own destiny, it provides the potential for change, and it allows one to reach their full potential. Further, it possesses the capacity to produce the highest possible profit, and possess the capacity to make a meaningful contribution to society and be acknowledged for his efforts. Features the chance to participate in an activity that he finds enjoyable and that produces a sense of enjoyment (Melina & Zulfa, 2022).

### ***The Role of Entrepreneurship in the Context for Growth***

The economic development of a nation is undeniably influenced by entrepreneurship. According to Stoner (Bungkes & Sahyuli, 2021), entrepreneurship has four advantages: it supports economic growth, increases productivity, creates new technologies, products, and services, and fosters competition and change in the market (Africa, 2020).

In the interim, the role of entrepreneurship in the process of nation-building is as follows: the production, the distribution, and the consumption processes are initiated by the entrepreneur's dharma service (Ghozali, 2021). Entrepreneurs augment the income of their communities by surmounting employment obstacles. As a national fighter in economic development, reducing dependence on foreign nations and enhancing national resilience (Nasution & Hafidzy, 2021).

As follows are the socio-economic consequences of entrepreneurship: improving the distribution of income, enhancing the quality of life, and creating jobs, as well as improving government welfare through government programs, such as taxes, and mobilizing resources to increase national productivity (Maghfur & Fadilah, 2023).

### ***Factors Causing Entrepreneurial Success and Failure***

Several factors, including ability and willingness, determine the causes of entrepreneurial success. Hard work and a strong sense of determination, Identify the opportunities that are available and make an effort to seize them when they occur. The author can infer that the entrepreneurial spirit is a person's recognition of their talent, potential, and ability to manage and create business activities from a few of the aforementioned theories (Rohmaniyah & Fathony, 2021). The following indicators can be used to assess the entrepreneurial spirit: A strong desire to be independent, a willingness to take risks, the ability to learn from experience, self-motivation, a passion for competition, an orientation to work hard, a belief in oneself, and a drive for achievement (S. Lestari, 2020).

## **C. Research Method**

This research was conducted using a quantitative approach, which involves the use of numerical data to determine information about what is being investigated. The objective of this study is to determine the impact of murabaha financing and

entrepreneurial spirit on the income of customers of Baitul Maal Wat Tamwil el-Muhsin Balai Selasa Pesisir Selatan through the use of path analysis (Marzani et al., 2021).

According to Sugiyono, a population is a domain of generalization that comprises objects or subjects that possess specific qualities and characteristics that researchers have identified for the purpose of study and subsequent inference (Fauzi et al., 2023). The population of this study consisted of 1,085 individuals in the Ranah Pesisir sub-district and outside of the sub-district who received Murabahah financing from BMT el-Muhsin Balai Selasa (Muyassaroh et al., 2022).

#### **D. Results and Discussion**

The dependent variable (endogenous) in this study is customer income (Y), which is influenced by two independent variables (exogenous): murabaha financing (X1) and entrepreneurial spirit (X2). Utilizing a Likert scale with intervals, the subsequent section illustrates the frequency of data scores. The data on each variable was obtained as follows from the research conducted on BMT el-Muhsin Balai Selasa Pesisir Selatan customers, which consisted of 196 respondents:

##### **1. Data Description of BMT el-Muhsin Balai Selasa Pesisir Selatan Customer Income (Y)**

In the customer income variable, a single indicator is employed to answer a single question, specifically the income/profit sharing for a year, with the following indicator achievements:

**Table 2**  
**The frequency distribution of income variables for BMT customers (y)**

No	Interval Class	Fi	%
1	200000 - 409099	34	17.35
2	409100 - 618199	32	16.33
3	618200 - 827299	32	16.33
4	827300 - 1036399	33	16.84
5	1036400 - 1245499	14	7.14

6	1245500 - 1454599	20	10.20
7	1454600 - 1663699	18	9.18
8	1663700 - 1872799	11	5.61
9	1872800 - 2081899	2	1.02
	Total	196	100.00
	Mean	895.403.06	
	Median	825.000	
	Mode	1.000.000	
	Standard Deviation	337.612.86	
	Coefficient of Variation (%)	37.71	
	Maximum Value	1.990.000	
	Minimum Value	200.000	

*Source: Primary data that has been analyzed*

The average customer income of 196 samples is IDR. 895,403.06, -, as calculated from the aforementioned table. The income of customers who receive financing at BMT el-Muhsin Balai Selasa Pesisir Selatan can be interpreted as having an achievement level of IDR. 895,403.06. As many as two individuals or 1.02% of 196 respondents have achieved a maximum income level of IDR. 1,990,000, which falls within the interval class of IDR. 1,872,800-2,081,899. As many as 34 respondents (in the interval class IDR. 2000,000-409099) or 17% of 196 respondents, the minimum income earned by customers is IDR. 200,000.

## 2. Murabahah Financing Data Description, BMT el-Muhsin Balai Selasa Pesisir Selatan (X<sub>1</sub>)

The table below illustrates the indicator utilized in the murabahah financing variable: the quantity of financing that BMT el-Muhsin Balai Selasa Pesisir Selatan customers have received.

**Table 3**  
**The Frequency Distribution of Variables Related to**  
**Murabahah Financing (X<sub>1</sub>)**

No	Interval Class	Fi	%
1	1050000 - 1803099	20	10.20
2	1803100 - 2556199	30	15.31
3	2556200 - 3309299	34	17.35
4	3309300 - 4062399	31	15.82
5	4062400 - 4815499	20	10.20
6	4815500 - 5568599	39	19.90
7	5568600 - 6321699	12	6.12
8	6321700 - 7074799	9	4.59
9	7074800 - 7827899	1	0.51
	Total	196	100.00
	Mean	3.781.477.77	
	Median	4.000.000	
	Mode	5.000.000	
	Standard Deviation	1.510.737.77	
	Coefficient of Variation (%)	39.95	
	Maximum Value	7.499.800	
	Minimum Value	1.050.000	

*Source: Primary data that has been analyzed*

According to the table above, the average financing amount provided to customers from 196 respondents is IDR. 3,781,477.77. It is possible to interpret that BMT el-Muhsin Balais Selasa Pesisir Selatan achieved an achievement level of IDR. 3,781,477.77, - by providing customers with financing. Additionally, the table above indicates that the maximum murabaha financing is IDR. 7,499,800, with a total of 39 (19.90%) of 196 respondents in the interval class of IDR. 7,074,800-7,827,899. The minimum financing amount is IDR. 1,050,000, with a total of 20 respondents or 10.20% of the 196 respondents in the interval class of IDR. 1050000-1803099.

3. The Description of Data on the Entrepreneurial Spirit of BMT el-Muhsin Balai Selasa Pesisir Selatan ( $X_2$ )

The entrepreneurial spirit variable is measured by eight indicators: a strong desire to stand alone, willingness to take risks, ability to learn from experience, self-motivation, enthusiasm to compete, orientation to work hard, belief in oneself, and drive for achievement. Table 8 displays the achievement level score of each respondent.

**Table 4**  
**The Frequency Distribution of Entrepreneurial Spirit Indicators ( $X_2$ )**

No	Indicators	Achievement Level (%)	Category
1.	Strong desire to stand on one's own	79,87	adequate
2.	Willingness to take risks	73,09	adequate
3.	Capacity to learn from experience	70,63	adequate
4.	Self-motivated	69,68	adequate
5.	A competitive spirit	69,10	adequate
6.	Hard-working orientation	69,73	adequate
7.	Believe in oneself	68,98	adequate
8.	The drive to excel	70,03	adequate

Source: *Primary data that has been analyzed*

The highest indicator, which is a strong desire to stand alone with four question items, has the highest achievement score of 79.87% in the table above, indicating a sufficient achievement category. The data that has been processed suggests that the majority of respondents indicated that they believed that learning positive things at work would enhance their productivity. The indicator of a strong desire to stand alone indicates that customers consistently work diligently, do not give up easily, and consistently learn from successful business owners.

The indicator of believing in oneself has the lowest achievement score, with four question items in the sufficient category having an achievement score of 68.98%. The processed results suggest that a specific category of respondents expressed a sufficient level of confidence in themselves. This is due to the fact that there is still a strategy in place that is dependent on the business strategies of competitors. Success will be achieved by relying on one's own abilities and disregarding the opinions of others, and it will not be influenced by market developments.

### ***The impact of murabaha financing on the entrepreneurial spirit of BMT El-muhsin Balai Selasa customers***

The results of substructure 1 research indicate that the entrepreneurial spirit of BMT el-Muhsin Balai Selasa Pesisir Selatan customers is significantly influenced by murabaha financing based on the F test, with an Fvalue of 17.664. The proposed hypothesis can be accepted, as the entrepreneurial spirit of BMT el-Muhsin Balai Selasa Pesisir Selatan customers is significantly influenced by the partial effect of the murabaha financing path coefficient, with Tvalue = 4.203.

The results of this study are consistent with Kasmir's (assertion that one of the functions of financing is to enhance the enthusiasm for business (Kasmir, 2022). The recipient of specific financing will be able to increase the enthusiasm for business, particularly among customers with mediocre capital. The potential of an individual to animate the business is the passion that is being discussed.

The descriptive processing results suggest that 94% of the 196 respondents who provided information regarding financing indicators received a favorable response. Whereas up to 94% of customers received financing or credit from 196 respondents. Therefore, it is evident that capital is a critical factor in the operation of a business. Credit is a financial instrument that enables an individual or business entity to borrow money to acquire products, raw materials, and components, among other things, and to repay the loan within a predetermined timeframe (Pass, 2010). Bank loans are among the numerous credit facilities available.

***The Impact Of Murabahah Financing And The Entrepreneurial Spirit On The Income Of The Residents Of BMT El-Muhsin Balai Selasa Pesisir Selatan.***

The income of the customer at BMT el-Muhsin Balai Selasa Pesisir Selatan is significantly influenced by murabahah financing and entrepreneurial spirit, as indicated by the results of structural analysis 2. It is equivalent to 73.10%. The analysis of the route to finance mortgages has a partial influence of 69.00% on the soul of entrepreneurship, and the murabahah coefficient of the entrepreneur has a significant impact on customer income of 11.30%. Therefore, the hypothesis is accepted.

The findings of this analysis, which are corroborated by Siswanto (2000:5), indicate that general bank credit can be classified as credit used to finance the procurement of capital goods or projects (capital budgeting), working capital loan, marketable securities purchases, and credit used to fund the purchase of consumer goods and services. Additionally, trade and industry credit, which is a form of credit that facilitates the financing of industrial capital and labor, can be channeled through the business sector.

**E. Conclusion**

The entrepreneurial spirit of BMT el-Muhsin Balai Selasa Pesisir Selatan customers is significantly influenced by murabaha financing. This suggests that the entrepreneurial spirit of higher customers will be influenced by high murabaha financing. Consequently, customers require financing to advance their businesses, and this financing has an impact on their entrepreneurial spirit. Significantly affected the income of BMT el-Muhsin customers. This implies that customers will be able to increase their income in order to meet their daily needs and business development, thanks to the financing and high entrepreneurial spirit exhibited by BMT. Murabahah financing and entrepreneurial spirit have a direct impact on customer income, with murabahah financing surpassing the direct impact of entrepreneurial spirit on BMT el-Muhsin customer income. Through the entrepreneurial spirit, murabahah financing has an indirect impact on the income of BMT el-Muhsin customers, which is lower than the customer's income.



## References

- Africa, L. A. (2020). Determinasi Pembiayaan Murabahah Berbasis Analisis Resiko Pada Bank Umum Syariah di Indonesia. *Jurnal Riset Akuntansi & Perpajakan (JRAP)*, 7(1), 43–52. <https://doi.org/10.35838/jrap.v7i01.1171>
- Andriani, N. D., Maknuun, L., & Ulumudin, M. I. (2022). Pengaruh Pengetahuan Nasabah, Religiusitas Dan Margin Keuntungan Terhadap Keputusan Pengambilan Pembiayaan Murabahah Pada BPRS Lantabur Tebuireng Cabang Mojokerto. *ISTIKHLAF: Jurnal Ekonomi, Perbankan Dan Manajemen Syariah*, 3(2), 41–51. <https://doi.org/10.51311/istikhlaf.v3i2.329>
- Anggraini, Y. (2021). Urgensi Karakter dalam Analisa Pembiayaan Murabahah di Bank Syariah Indonesia. *Etihad: Journal of Islamic Banking and Finance*, 1(2), 158–171. <https://doi.org/10.21154/etihad.v1i2.3529>
- Anugrah, Y. D. Y. (2020). Analisis Konsep Penerapan Pembiayaan Murabahah pada Perbankan Syariah. *Muhasabatuna: Jurnal Akuntansi Syariah*, 2(2), 1. <https://doi.org/10.54471/muhasabatuna.v2i2.806>
- Ardheta, P. A., & Sina, H. R. (2020). Pengaruh Capital Adequacy Ratio, Dana Pihak Ketiga, Non Performing Financing dan Pembiayaan Murabahah Terhadap Profitabilitas. *Jurnal Akuntansi Dan Manajemen*, 17(2), 32–38. <https://doi.org/10.36406/jam.v17i02.328>
- Arifianto, T., & Apollo. (2020). PENGARUH BAGI HASIL PEMBIAYAAN MUDHARABAH PEMBIAYAAN MUSYARAKAH DAN PEMBIAYAAN MURABAHAH TERHADAP PROFITABILITAS. *Jurnal Ilmu Manajemen Terapan*, 1(4), 385–391. <https://doi.org/10.31933/jimt.v1i4.190>
- Arzam, A., Fauzi, M., Efendi, F., & Sulastri, W. (n.d.). Islamic Crowdfunding: A Review Literature. *Review of Islamic Economics and ...* <https://ejournal.upi.edu/index.php/rief/article/view/62827>
- Bahri, S. (2022). Pengaruh Pembiayaan Murabahah, Mudharabah, Dan Musyarakah Terhadap Profitabilitas. *JAS (Jurnal Akuntansi Syariah)*, 6(1), 15–27. <https://doi.org/10.46367/jas.v6i1.502>
- Basri, J., Dewi, A. K., & Iswahyudi, G. (2022). Pembiayaan Murabahah pada Perbankan Syariah dalam Perspektif Hukum di Indonesia. *AL-MANHAJ: Jurnal Hukum Dan Pranata Sosial Islam*, 4(2), 375–380. <https://doi.org/10.37680/almanhaj.v4i2.1802>
- Bungkes, P., & Sahyuli, M. (2021). MEKANISME PENGAWASAN PEMBIAYAAN MURABAHAH SEBAGAI UPAYA MEMINIMALISIR PEMBIAYAAN BERMASALAH PADA PT. BANK SYARIAH MANDIRI KANTOR CABANG PEMBANTU (KCP) TAKENGON. *Jurnal Penelitian Ekonomi Akuntansi (JENSI)*, 5(1), 68–75. <https://doi.org/10.33059/jensi.v5i1.3519>

- Efendi, R., & Thamrin, H. (2021). PEMBIAYAAN MURABAHAH DI PT. FEDERAL INTERNATIONAL FINANCE SYARIAH PEKANBARU. *Jurnal Tabarru': Islamic Banking and Finance*, 4(1), 26–37. [https://doi.org/10.25299/jtb.2021.vol4\(1\).6057](https://doi.org/10.25299/jtb.2021.vol4(1).6057)
- Fadilah, N., & Maghfur, I. (2023). Analisis Pembiayaan Murabahah Dalam Peningkatan SHU Pada Koperasi Karyawan Universitas Yudharta Pasuruan. *Indonesian Journal of Multidisciplinary* .... <http://journal.ilmudata.co.id/index.php/ijmst/article/view/200>
- Farianti, R., Pramuka, B. A., & Purwati, A. S. (2020). Pengaruh NPF, NOM dan FDR Terhadap Pembiayaan Murabahah dengan DPK Sebagai Variabel Moderating. *MALIA: Journal of Islamic Banking and Finance*, 3(1), 17. <https://doi.org/10.21043/malia.v3i1.5665>
- Fauzi, M., Efendi, F., Bundo, M., Eriawati, Y., & ... (2023). Tinjauan Literatur Terkini Tentang Wakaf. *Jurnal* .... <https://journal3.uin-alauddin.ac.id/index.php/Iqtisaduna/article/view/41811>
- Ferdianto, A. (2022). Implementasi Pembiayaan Murabahah Dalam Pengembangan Usaha Mikro. *Jurnal Syntax Admiration*, 3(7), 833–841. <https://doi.org/10.46799/jsa.v3i7.451>
- Firdayati, E., & Canggih, C. (2020). Pengaruh Pembiayaan Murabahah, Mudharabah, Dan Musyarakah Terhadap Profitabilitas Bank Umum Syariah. *Jurnal Ekonomika Dan Bisnis Islam*, 3(3), 67–79. <https://doi.org/10.26740/jekobi.v3n3.p67-79>
- Ghozali, M. (2021). Faktor Kualitas Pelayanan, Kualitas Produk Dan Margin Terhadap Minat Nasabah Pembiayaan Murabahah Di Bank Syariah. *Dimasejati: Jurnal Pengabdian Kepada Masyarakat*, 3(1), 65. <https://doi.org/10.24235/dimasejati.v3i1.8566>
- Hariyanti, S., Noviana, D., & Assyafik, M. Y. (2023). Mekanisme Penyelesaian Pembiayaan Bermasalah Pada Akad Murabahah (Studi Pada PT. BPRS Tanmiya Artha Kediri). *WADIAH*, 7(1), 21–40. <https://doi.org/10.30762/wadiah.v7i1.243>
- Iltiham, M. F. (2020). Mekanisme Penentuan Margin Pembiayaan Murabahah di Lembaga Keuangan Syariah. *MALIA (TERAKREDITASI)*, 12(1), 109–124. <https://doi.org/10.35891/ml.v12i1.2386>
- Irawan, S., Fasa, M. I., & Ja'far, A. K. (2021). Analisis Akad Pembiayaan Murabahah di Bank Syariah Indonesia Cabang Pringsewu. *Reslaj : Religion Education Social Laa Roiba Journal*, 4(2), 300–310. <https://doi.org/10.47467/reslaj.v4i2.693>
- irfanullah, G., & Sari, D. F. (2023). Analisis Kualitas Pelayanan dan Produk terhadap Minat Nasabah untuk Mengambil Pembiayaan Murabahah. *JIEF : Journal of Islamic Economics and Finance*, 3(1), 75–84. <https://doi.org/10.28918/jief.v3i1.7069>

- Jannah, K., & Hikmah, S. F. (2022). PENGARUH MARGIN DAN KUALITAS PELAYANAN ISLAMI TERHADAP KEUASAN ANGGOTA PADA PEMBIAYAAN MURABAHAH DI BMT MUAMALAT KALIBARU KABUPATEN BANYUWANGI. *JPSDa: Jurnal Perbankan Syariah Darussalam*, 2(2), 208–219. <https://doi.org/10.30739/jpsda.v2i2.1491>
- Kamal, J. (2021). Kontrak Pembiayaan Murabahah. *Jurnal An-Nahl*, 8(1), 43–51. <https://doi.org/10.54576/annahl.v8i1.28>
- Kamal, Z., & Riza, A. (2021). Analisis Efektivitas Pembiayaan Murabahah Terhadap Usaha Mikro Kecil dan Menengah Di Aceh Dalam Upaya Pengentasan Kemiskinan (Studi Pada PT. Bank Aceh Syariah Kantor Pusat Operasional). *Jurnal Ilmiah Mahasiswa Ekonomi Dan Bisnis Islam*, 2(2), 66–80. <https://doi.org/10.22373/jimebis.v2i2.183>
- Kartika, D., & Oktafia, R. (2021). IMPLEMENTASI STRATEGI DALAM PENANGANAN PEMBIAYAAN MURABAHAH BERMASALAH PADA KSPPS AL-MUBAROK SIDOARJO. *Jurnal Tabarru': Islamic Banking and Finance*, 4(1), 127–138. [https://doi.org/10.25299/jtb.2021.vol4\(1\).6598](https://doi.org/10.25299/jtb.2021.vol4(1).6598)
- Kasmir. (2002). *Bank dan Lembaga Keuangan Lainnya*, Jakarta: PT Raja Grafindo Persada.
- Khairunnisa, H., & Abdullah, F. (2022). PENERAPAN PRINSIP PEMBIAYAAN MURABAHAH PADA KSPPS BMT NUSA UMMAT SEJAHTERA KC. CIREBON TINJAUAN PERSPEKTIF HUKUM ISLAM. *INKLUSIF (JURNAL PENGKAJIAN PENELITIAN EKONOMI DAN HUKUM ISLAM)*, 7(2), 103. <https://doi.org/10.24235/inklusif.v7i2.11122>
- Lestari, S. (2020). Pengaruh Pembiayaan Murabahah Terhadap Pendapatan Margin Murabahah Pada PT. Bank Syariah Mandiri Periode 2016-2018. *Nahdatul Iqtishadiyah: Jurnal Perbankan Syariah*. <https://ejournal.stai-br.ac.id/index.php/NAHDATULIQTISHADIYAH/article/view/37>
- Lestari, U. P., & Jayanti, F. D. (2020). PEMBIAYAAN MURABAHAH PADA PERBANKAN SYARIAH DI INDONESIA. *Stability: Journal of Management and Business*, 3(1), 49–61. <https://doi.org/10.26877/sta.v3i1.6430>
- Marzani, D., Fuad, Z., & Dianah, A. (2021). Analisis Pengaruh Pembiayaan Murabahah Terhadap Perkembangan Usaha Mikro Kecil Menengah (Studi Pada Koperasi Syariah Mitra Niaga Lambaro). *EKOBIS SYARIAH*, 3(1), 13. <https://doi.org/10.22373/ekobis.v3i1.10036>
- Maulana, D. F., & Rozak, A. (2021). Analisis Fatwa DSN MUI Mengenai Pembiayaan Multijasa dengan Akad Ijarah pada BMT. *Az Zarfqa': Jurnal Hukum Bisnis Islam*, 13(1). <https://doi.org/10.14421/azzarfqa.v13i1.2179>

- Melina, F. (2020). PEMBIAYAAN MURABAHAH DI BAITUL MAAL WAT TAMWIL (BMT). *Jurnal Tabarru': Islamic Banking and Finance*, 3(2), 269–280. [https://doi.org/10.25299/jtb.2020.vol3\(2\).5878](https://doi.org/10.25299/jtb.2020.vol3(2).5878)
- Melina, F., & Zulfa, M. (2020). Implementasi Pembiayaan Murabahah pada Baitul Mal Wat Tamwil (BMT) Kota Pekanbaru. *Journal of Economic, Bussines and Accounting (COSTING)*, 3(2), 356–364. <https://doi.org/10.31539/costing.v3i2.1032>
- Melina, F., & Zulfa, M. (2022). ANALISIS TINGKAT PEMAHAMAN MASYARAKAT TERHADAP PRODUK PEMBIAYAAN MURABAHAH BANK SYARIAH DI KOTA PEKANBARU. *Jurnal Tabarru': Islamic Banking and Finance*, 5(2), 338–351. [https://doi.org/10.25299/jtb.2022.vol5\(2\).10448](https://doi.org/10.25299/jtb.2022.vol5(2).10448)
- Mujino, M., Kusumawardhani, R., & Cahyani, D. (2021). Analisis Kinerja Keuangan untuk Menilai Tingkat Kesehatan pada Koperasi Simpan Pinjam dan Pembiayaan BMT Projo Artha Sejahtera (PAS) di Bantul. *JURNAL ILMIAH EDUNOMIKA*, 5(1). <https://doi.org/10.29040/jie.v5i1.1729>
- Muyassaroh, S., Fadilla, F., & Choiriyah, C. (2022). Pengaruh Pembiayaan Murabahah dan Ijarah Terhadap Return On Assets (ROA) Bank Muamalat Indonesia. *GEMILANG: Jurnal Manajemen Dan Akuntansi*, 2(4), 10–19. <https://doi.org/10.56910/gemilang.v2i4.128>
- Nasution, A. C., & Hafidzy, A. (2021). Analisis manajemen risiko pada pembiayaan murabahah di bprs berkah ramadhan. *El Ujrah: Journal of Islamic Banking ....* <http://ejournal.uca.ac.id/index.php/elujrah/article/view/123>
- Nasution, S. F. (2021). Pembiayaan Murabahah Pada Perbankan Syariah di Indonesia. *AT-TAWASSUTH: Jurnal Ekonomi Islam*, 6(1), 132. <https://doi.org/10.30829/ajei.v6i1.7767>
- Nur, F. R., & Wulandari, T. S. (2022). Analisis Manajemen Risiko Pembiayaan Murabahah dalam Meningkatkan Profitabilitas Perspektif Manajemen Syariah (Studi Kasus BPR Syariah Artha Mas Abadi). *AT-TAWASSUTH: Jurnal Ekonomi Islam*, 7(2), 235. <https://doi.org/10.30829/ajei.v7i2.12396>
- Pass, C. (2010). *Collins Kamus Lengkap Ekonomi, PT. Gelora Aksara Pratama*.
- Pitsyahara, I R, & Yusup, A. (2023). Analisis Fatwa DSN-MUI tentang Pembiayaan Murabahah terhadap Pembiayaan Modal Usaha PNM Mekaar Syariah. *Jurnal Riset Ekonomi Syariah*. <https://garuda.kemdikbud.go.id/documents/detail/3794008>
- Pitsyahara, Isfi Rizka, & Yusup, A. (2023). Analisis Fatwa DSN-MUI No.04/DSN-MUI/IV/2000 tentang Pembiayaan Murabahah Terhadap Pembiayaan Modal Usaha di PNM Mekaar Syariah Cabang Cihampelas Kab. Bandung Barat. *Jurnal Riset Ekonomi Syariah*, 57–62. <https://doi.org/10.29313/jres.v3i1.1750>

- Pradesa, H. A., Agustina, I., & Zulvia, P. (2022). Mengurai Faktor Terpenting Pada Kualitas Pelayanan Pembiayaan Murabahah Pada Bank Perkreditan Rakyat Syariah. *Ekonomi, Keuangan, Investasi Dan Syariah (EKUITAS)*, 4(2), 725–734. <https://doi.org/10.47065/ekuitas.v4i2.2419>
- Putri, A., & Wirman, W. (2021). Pengaruh CAR, ROA dan NPF Terhadap Pembiayaan Murabahah. *COMPETITIVE Jurnal Akuntansi Dan Keuangan*, 5(2), 83. <https://doi.org/10.31000/competitive.v5i2.4237>
- Putri, R. D. (2020). PENGARUH PEMBIAYAAN MURABAHAH DAN MUSYARAKAH TERHADAP PROFITABILITAS BANK UMUM SYARIAH PERIODE 2016-2018. *Jurnal Tabarru': Islamic Banking and Finance*, 3(1), 48–56. [https://doi.org/10.25299/jtb.2020.vol3\(1\).5310](https://doi.org/10.25299/jtb.2020.vol3(1).5310)
- Quatro, C., Asnaini, A., & Oktarina, A. (2021). Pengaruh volume pembiayaan bagi hasil dan pembiayaan murabahah terhadap kinerja keuangan Bank Umum Syariah periode 2015-2020. *Al-Intaj: Jurnal Ekonomi Dan Perbankan Syariah*, 7(1), 33. <https://doi.org/10.29300/ajj.v7i1.4195>
- Risnawati, R., & Atieq, M. Q. (2020). ANALISIS STRATEGI PENANGANAN PEMBIAYAAN MURABAHAH BERMASALAH DI KOPERASI SIMPAN PINJAM DAN PEMBIAYAAN SYARIAH PERAMBABULAN CIREBON. *Al-Mustashfa: Jurnal Penelitian Hukum Ekonomi Syariah*, 5(2), 127. <https://doi.org/10.24235/jm.v5i2.7400>
- Rizky, I. M., & Azib. (2021). Pengaruh Pembiayaan Mudharabah, Murabahah dan Musyarakah terhadap Return On Assets. *Jurnal Riset Manajemen Dan Bisnis*, 1(1), 16–24. <https://doi.org/10.29313/jrmb.v1i1.35>
- Rohmaniyah, H., & Fathony, A. (2021). Manajemen Risiko Pembiayaan Murabahah Perbankan Syariah. *At-Tahdzib: Jurnal ...* <http://ejournal.staiat-tahdzib.ac.id/tahdzib/article/view/249>
- Sappeami, S., Dzulkifli, D., & Umi, U. (2021). Peran Studi Kelayakan Bisnis Syariah Pada Pembiayaan Murabahah. *EKOBIS SYARIAH*, 5(1), 17. <https://doi.org/10.22373/ekobis.v5i1.10326>
- Sari, C. I. P., & Sulaeman, S. (2021). Pengaruh Pembiayaan Murabahah, Pembiayaan Mudharabah dan Pembiayaan Musyarakah Terhadap Profitabilitas. *Al Maal: Journal of Islamic Economics and Banking*, 2(2), 160. <https://doi.org/10.31000/almaal.v2i2.3111>
- Siswanto, & Andiyansari, C. N. (2020). Analisis Implementasi Akad Murobahah Pada Produk Pembiayaan Di Bmt Ya Ummi Maziyah Assa`Adah (Studi Kasus Di Bmt Ya Ummi Maziyah Assa`Dah Cabang Juwana). *QULUBANA: Jurnal Manajemen Dakwah*, 1(1), 22–39. <https://doi.org/10.54396/qlb.v1i1.106>

- Syaputri, A., & Miswardi, M. (2023). Analisis Penilaian Aspek Agunan pada Pembiayaan Murabahah di PT. BSI Tbk Afo (Area Financing Operation) Bukittinggi. *Jurnal Ekonomi Utama*, 2(2), 232–239. <https://doi.org/10.55903/juria.v2i2.83>
- Verizaliani, V. D. (2021). PENGARUH PEMBIAYAAN MURABAHAH DAN MUSYARAKAH TERHADAP PROFITABILITAS. *COMPETITIVE Jurnal Akuntansi Dan Keuangan*, 5(2), 205. <https://doi.org/10.31000/competitive.v5i2.4324>
- Wisnuadhi, B., Mayasari, I., Danisworo, D. S., Munawar, G., Mauluddi, H. A., Firdaus, L. H., & Wirasta, W. (2022). Implementasi Produk Pembiayaan Murabahah di Koperasi Syariah Berkah Kabupaten Bandung Barat. *Journal of Applied Islamic Economics and Finance*, 2(2), 278–285. <https://doi.org/10.35313/jaief.v2i2.3681>
- Yulyani, E., & Diana, N. (2021). Pengaruh CAR dan FDR Terhadap Pembiayaan Murabahah dengan NPF Sebagai Variabel Moderating. *Al-Intaj: Jurnal Ekonomi Dan Perbankan Syariah*, 7(1), 21. <https://doi.org/10.29300/aij.v7i1.4005>