

## Islamic Economic View of the Practice on Partnership Cooperation Agreements

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### Abstract:

This research is field research that examines the Akad Partnership cooperation. The partnership referred to is a business activity broiler chicken farming in the form of collaboration between business partners consists of the People's Inti Company (PIR), namely the company that acts as the core provides raw materials and technical assistance and is responsible in marketing livestock products (eggs or chickens) and breeders as plasma act as manager of chicken cultivation and sell the harvest to the appropriate core by agreement. To carry out this collaboration, Plasma is the chicken farmer provided the conditions proposed by Inti, namely submitting a guarantee in the form of a land certificate. This collaboration explains the price at the beginning of the contract The calculation to Plasma is based on the contract price paid at harvest time to Plasma with calculations of debts for feed, medicines, vaccines along with the seeds given and the rest of the harvest are where Plasma makes a good profit or loss then gives full rights to Inti to market production result. According to the Islamic economic review, cooperation is carried out by Bakul as the core company and Plasma as the people's breeder is permitted in Islam, and is recommended based on the principle of mutual assistance in goodness. As long as the cooperation carried out adheres to principles help each other, need each other and benefit each other. But deep. There is little Islamic economics in the practice of chicken farming. Deviation is a matter of honesty and openness of the collaborating parties.

### Keywords:

*Economics, Islamic, Partnerships, Cooperation.*



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## INTRODUCTION

In general, humans always have interests, sometimes these interests can be fulfilled *individually, and sometimes they must be done together, because human nature is not perfect*, so cooperation is a very appropriate solution to achieve a certain goal. desired. Humans' interest in achieving a certain goal is usually to jointly fight for that goal, in this relationship they establish a business union, namely by uniting in capital through ownership of holdings/shares from the business union, then the profits from the union are also owned jointly, then divided according to the size of each capital contribution, otherwise if a loss occurs, the loss is also borne jointly according to the capital included in the union. The basis for decisions in business matters is very different from the basis for decisions in matters of worship.

The methods and forms given by the Prophet are still under the guidance of Allah, even though the methods with all their detailed explanations based on Islamic law have not been

implemented before, this is why almost all of the explanations are in the Al Qur, or ignored through the words of the Prophet or through his actions, the consequence of this difference is that the number of detailed explanations of ways of worship found in the main sources of Islamic law is greater than those concerning worldly affairs. Furthermore, worship related to human activities is not much influenced by time and circumstances, on the contrary, business forms and procedures change according to changing times in culture and technology. The most important reality regarding business affairs and its regulations based on sharia must always be maintained (Najatullah Siddiq, 2001).

Basically, every business established means it must be ready to compete. However, on the other hand, business partners are also needed so that the business being established can run smoothly. These partnership activities sometimes have to take place with competitors. Then, with this competition, the concept of competition in solidarity emerged, which is a way for entrepreneurs to organize competition strategies that revive each other's businesses.

The strategies carried out in solidarity are generally carried out with two strategies, namely business strategy and corporate strategy. Business strategy focuses on how to run a business so that it can run and be profitable, while corporate strategy focuses on how to assign risks to business components as a complete business unit. For example, the Inti Rakyat Company implements a Business Strategy so that raw material elements can still be controlled by the core company. On the other hand, the core company also implements the Company Strategy by sharing maintenance risks and labor problems with Plasma. In the field of livestock agribusiness, the People's Core Company is widely known, which in principle is a company that acts as a core that provides raw materials and technical assistance and is responsible for marketing livestock products (eggs or chickens). On the other hand, breeders as plasma act as managers of chicken cultivation and sell the harvest to the core in accordance with the agreement (Hamzah, 2023).

In carrying out this collaboration at the beginning of the contract it was explained that the calculated price to Plasma was based on the contract price paid at harvest time to Plasma. By calculating debts for feed, medicines, vaccines along with the seeds provided and the remainder of the harvest, Plasma makes both profits and losses and then gives full rights to Inti to market the production results. However, this distribution of results is sometimes not always in accordance with the agreement. There are also Plasmas who feel they have been disadvantaged by Inti, such as Gafur, who is a Plasma broiler chicken farmer. According to him, the lack of honesty from Inti was that when the first contract started, it was given with superior seeds after the third contract and then the quality of the seeds given was reduced from the first but the price remained the same as the quality of the superior seeds. Then the Inti often delays the harvest period until the plasma sometimes feels disadvantaged because the harvest period exceeds the time limit, causing the chickens to be susceptible to disease, and this livestock business collaboration is carried out on the basis of trust (Gafur, 2023).

## METHOD

In this research the author used qualitative methods. The word qualitative according to the Big Indonesian Dictionary means "Quality". This means that this research explains more about the quality and quality of the Partnership System in the Broiler Chicken Farming Business which is then reviewed from an Islamic economic perspective. The research subjects are key informants or key providers of information. That's why in qualitative research there must be a research subject, because what is being researched will be an object, either animate or inanimate, in the methodology chapter the researcher is obliged to explain who or what is the research subject in his or her thesis so that it is easier for people to draw conclusions without having to read or ask directly. writer (Arikunto, 2011).

## RESULT AND DISCUSSION

### Results

The result findings in this study are *first* Business Management Methods for Broiler Chicken Farmers in Muara Sabak Timur District. *Second* Islamic Economic Views Regarding the Broiler Chicken Farming Business Partnership System in Muara Sabak Timur sub-district. Islam views every economic activity, including broiler chicken farming partnerships, not only from the perspective of material profit but also from the principles of justice, lawfulness, and blessing. In the context of partnerships in Muara Sabak Timur sub-district, the relationship between farmers and partner companies often involves agreements regarding capital, feed, medicine, and profit-sharing. From the perspective of Islamic economics, this aspect is crucial because it determines whether the contracts used comply with sharia principles such as *mudhārabah* (profit-sharing) or *musyārakah* (joint venture), or instead contain elements of *gharar* (uncertainty), *riba* (usury), and exploitation, all of which are prohibited.

If the partnership system is carried out with transparency, mutual benefit, and without practices that harm one party, then such a business can be categorized as consistent with the principles of *maqāṣid al-sharī'ah*, namely upholding justice, welfare, and the sustainability of community livelihoods. However, the reality in the field often shows an imbalance of bargaining power, where partner companies tend to dominate in determining selling prices, production costs, and even work standards. From the Islamic economic perspective, this condition has the potential to violate the principle of justice (*‘adl*) and create inequality (*zulm*), which should be avoided in partnership contracts.

Thus, the Islamic economic view of broiler chicken farming partnerships in Muara Sabak Timur can serve as a benchmark for assessing to what extent the system truly brings about public benefit (*maslahah*). Evaluating the contracts, transparency in agreements, and protection of small farmers' welfare are key in determining whether these practices align with sharia values. Therefore, the implementation of Islamic principles should not be a mere formality but must be realized through the protection of rights, fair distribution of profits, and the creation of an equitable and sustainable system for all parties involved.

## Discussion

### 1. Business Management Methods for Broiler Chicken Farmers in Muara Sabak Timur District

The broiler chicken farming business is a cooperative business carried out by two parties, namely between the investor and the manager who runs the business, then the person who runs the business is assisted by several charismatic. This collaboration is a collaborative agreement between business partners consisting of two people, namely Inti and Plasma. There are also people involved in the broiler chicken farming business collaboration, namely:

a) Inti (PT Mitra Raya Sabak Partnership)

Namely the company that provides capital which in this case is represented by Mr. Wandoko.S.Pt. namely as Field Supervisor.

b) Plasma (People's Breeders)

Namely as a people's breeder who also contributes capital that is different from Inti. Plasma here consists of 3 people, namely: Mr. Abdul Gafur, Mr. Rudini, Mr. Heri. Then these livestock are helped by employees, each of whom employs 1 person. In the broiler chicken farming partnership business in Muara Sabak Timur sub-district, the breeders did not name it as a musyarokah or syirkah cooperation system. They only mentioned the partnership cooperation pattern. The partnership pattern is a collaboration between entrepreneurs and breeders in efforts to manage livestock businesses. In a partnership between entrepreneurs and breeders, they must have an equal position so that the goals of the partnership can be achieved.

The researcher writes that the broiler chicken breeder business partnership system between Inti and Plasma is in the form of Syirkah Inan, namely a property union whose form is in the form of a "contract" (agreement) between two or more people associating property determined by both of them with the aim of obtaining (additional) profits. and the benefits are for those who join the union, where the capital participation from each union does not have to be the same for one member as another (Chairiman Pasaribu, 2004). Where in Islamic law the word contract comes from the word al-'aqd which means to bind, connect, or connect (ar-rabt) (Syamsul Anwar, 2010).

While Syirkah Inan, namely capital alliance, means partnership with capital (property). This is legally permissible with the necessary provisions being (Amir Syarifuddin, 2003):

- 1) An agreement or contract between parties who collaborate in a way that shows that the cooperation has occurred consensually.
- 2) Capital must be in the form of money or can be valued in clear amounts, although not necessarily the same.

The partnership principle is a partner system or collaboration between fund owners and managers. In managing the broiler chicken farming business, there are factors that influence the implementation of the business, including supporting factors or encouraging or inhibiting factors. Several things that are supporting factors are that the manager gets results or profits from the management, besides that, the manager also gets profits from the chicken farm where they can use

chicken droppings to sell which makes a profit. Meanwhile, the inhibiting factor in managing this business is the presence of chickens that are infected with disease, which causes the death rate of chickens to increase and this is a loss for the plasma during the management period. Furthermore, there is an impact on the community environment, where the management carries out the business not in residential areas. They choose business locations in their respective gardens so that this does not have a negative impact on the community (Heri, 2023).

The things that are done during the management period are (Anton, 2023):

- 1) Housing and equipment
- 2) Import of seeds, feed, vaccines, medicines and disease prevention.
- 3) Management and care of chickens carried out by breeders and staff employees who are employed by breeders and then supervision is carried out by the Core, namely once a week, the things that are carried out during the management period, namely providing food, medicine and vaccines as well as maintaining the cleanliness of the cage.
- 4) The harvest period is carried out after a management period of 30 to 35 days depending on the decision of the Core.
- 5) Marketing carried out by the core party towards buyer agents.

The success or failure of a broiler chicken partnership is greatly influenced by good and efficient maintenance management. starting from using good seeds, providing vaccines and treatment appropriately and periodically. And the influence of management has a big influence on the success of this broiler chicken farming business.

## **2. Islamic Economic Views Regarding the Broiler Chicken Farming Business Partnership System in Muara Sabak Timur sub-district**

In all aspects of business life and transactions, Islam has an economy based on sharia values and principles. sourced from the Al-Qur'an and Hadith, and equipped with ijma' and qiyas. The Islamic economic system is currently known as the sharia economic system. The original legal principle of sharia that applies in matters of muamalah is that everything is permissible unless there are provisions in the Qur'an and Hadith that prohibit it.

The pattern of cooperation carried out between managers and investors is legally permissible as long as the cooperation does not take the form of sin and enmity. As stated in the Koran, Surah Al-Maidah verse 2 which reads: "Meaning: O you who believe, do not violate the syi'ar -syi'ar Allah, and do not violate the honor of the haram months, do not (disturb) Had-ya animals, and qalaa animals, and do not (also) disturb the people who visit the House while they are seeking grace and approval from their Lord and when you have completed the Hajj, then you may hunt. And never let (your) hatred against a people because they prevent you from leaving the Sacred Mosque, encourage you to do harm (to them). And help you in (doing) righteousness and piety, and do not help in commit sins and transgressions. And fear Allah, verily Allah will punish you very severely. (Q.S: Al-Maidah: 2)"

The aim of cooperation is to help and provide convenience in social life. With cooperation in Islam, all Muslims will always get used to helping each other in any matter in social life that has a

positive value towards a better social life in the future. Religion Islam also requires all people to cooperate with each other and help each other in good deeds. The Islamic religion also requires its followers to work hard to earn a living so that their lives become better over time. The partnership system implemented in general refers to the teachings of jurisprudence. However, theoretically they do not know much about the broiler chicken farming partnership system or pattern that they apply every day, whether it is in accordance with the concept of partnership in Islamic economics or not.

In the previous discussion, the author explained the forms of partnership systems in Islamic economics in theory as well as the opinions of Islamic economic experts regarding Musyarakah partnerships. The author has also explained the various types of Musyarakah. Meanwhile, the partnership system has been explained in detail. Based on research results that the author collected from various types of data collection, in the form of interviews and observations. The form of collaboration carried out by Bakul and Plasma is by providing business capital in the form of participation. In Islam, providing loans to people in need is enshrined in the Koran. Islam recommends choosing a worldly life that has the dimensions of the afterlife. With this choice, a person will not only receive goodness in this worldly life, which will definitely result in happiness in the afterlife. This is the meaning of work, worship and so on. If this is done in the context of obedience to Allah SWT.

The researcher stated that the partnership system for broiler chicken farming in Muara Sabak Timur District in running this business is permissible in Islamic economics, but in practice what needs to be taken into account is the issue of honesty and openness in carrying out this business. Honesty regarding price issues, namely the price set by the Core is above the market price and they also provide chicken seeds of different quality but the price remains the same then the problem with the selling price is that the Plasma party doesn't know what the market selling price the Core party gets, they only get their total income.

In carrying out cooperation between Inti and Plasma, contracts are used Syirkah, which is within the scope of syirkah 'inan, is an agreement between two or more people to each enter a certain portion of the capital to be traded, with the provisions that the profits are shared between the members according to what is determined. agreed together. In syirkah inan there is no requirement that the size of the capital of each member must be the same, there is no requirement that the right to take actions against the syirkah assets for each member must be the same, nor is there a requirement that the share of profits for each member must be the same. Thus, the capital invested by each member may or may not be the same, it is also permissible for one member of the syirkah to be responsible on behalf of the syirkah and the profit may also be the same or more or less according to with the size of each responsibility or the amount of capital entered.

## CONCLUSION

From the discussion in the previous chapters, conclusions can be drawn, namely:

- 1) Partnership cooperation or what is known as syirkah, namely cooperation between two parties, namely between Bakul, namely as the core company, and Plasma as a people's farmer. Those who play an active role in managing the business are Plasma and the



employees they employ. The things that are done during the business management period are starting from importing chicken seeds, then care and management which lasts for 25 to 29 days. After Bakul stated that the chicken was suitable After they are sold, they will be harvested and the profits will be distributed.

- 2) Broiler chicken farming business cooperation in Muara Sabak Timur District, East Tanjung Jabung Regency uses the principle of partnership cooperation or in Islam syirkah, namely in the form of syirkah 'inan. This collaboration is a collaboration between 2 parties, namely Bakul as the core company and Plasma as the community breeder. Bakul here provides production facilities such as seeds, feed and medicines, while Plasma provides land along with cages and the necessary equipment. The partnership system used is 30%:70%. If the market price is above the 50 contract price, Plasma will get a partnership of 30%. If it is below the contract price, Bakul will still pay the initial contract price, while the partnership for employees is IDR 200/kg, which is Plasma's responsibility. According to the Islamic economic review, the collaboration is carried out by Bakul as a core company and Plasma as a people's breeder is permitted in Islam, and is encouraged by the principle of helping each other in goodness. As long as there is cooperation This implementation adheres to the principles of mutual assistance, mutual need and mutual benefit. However, in Islamic economics it is based on business practices This chicken farm has a slight deviation, namely the issue of honesty and openness of the collaborating parties.

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