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ANALYSIS OF MURABAHAH WAKALAH LOAN SCHEME DISBURSEMENT ON IMPROVEMENT OF MICRO SMALL AND MEDIUM ENTERPRISES INCOME: CASE STUDY AT BTPN SHARIABEKASI BRANCHES (WEST JAVA – INDONESIA)

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Abstract

The purpose of this empirical study is to find out the application process as a general description of lending, identify the level of knowledge, roles and benefits obtained in loan disbursement and to determine impacts of disbursement Murabahah Wakalah scheme to increase micro small and medium enterprises income. Analysis was done with the help of SPSS program version 22.00. The conclusions obtained from this study are that the knowledge levels, Implementation of process of Murabahah Wakalah scheme from existing customers and/or members and management board based on the implementation analysis has an impact on improvement members' income significantly, business growth and encourage members to deposit in both of mandatory and voluntary savings and also training on financial literacy.

Keywords: Grameen bank, Loan, Sharia bank, Classic assumption test, Indonesia

INTRODUCTION

Micro small and medium enterprises number based on latest data from the ministry of cooperatives and UMKM according to preliminary figures for in 2017 reached 62.922.617 which controls its 99,99 % compared to big enterprises that only of 5.460 or 0,01 % in Indonesia.

The coordinating minister for the economy Darmin Nasution in the year 2017 planned super micro credit programs which has been established by the government , super micro credit programs provide an interest rate creditor 4.5 % for a term of six months. All institutional completeness of micro credit policy is final and are implemented in the year 2018.

Bank Grameen introduced by Muhammad Yunus who founded an organization microcredit that began in Bangladesh who providing small loans to the poor without requiring collateral .Pattern the bondage it has been adopted by almost 130 the state in this world (mostly dinegara Asia and Africa) which aims to help the economy poor through women.

As an effort to advocates credit distribution would the city of Bekasi having Patriot Union as a business entity that is why the enterprise add little infuses of capital remained at 10 rupiahs billion for the Patriot Union at 2017, used as revolving funds that can be accessed by microfinance providers, small, medium enterprises and cooperatives and through regional credit insurance program.

Researchers examined in this research was BTPN Sharia branch of Bekasi Future Credit Murabahah Wakalah Package have programs that target the poor especially for women that along with Grameen bank. Pattern researchers want to know in this research ties to Future Credit Murabahah Wakalah Package was owned by BTPN Sharia branch Bekasi would affect whether or not against revenue in a UMKM at Bekasi. BTPN Sharia Company was (National Pension Savings Bank) itself is a private bank operating in Indonesia which is a subsidiary of the National Pension Savings Bank was (BTPN) Company operating since July 2014, 14 having by Triputra Persada Mercy Company.

LITERATURE REVIEW

According to Kashmir (2014:14) in his book, banks are business entities that are collecting fund from people in the form of saving and distribute it return to people in the form of credit and or any other programs to improve the economic situation of many the people. While banking business includes three activities, namely raised funds, supposed to channel funds, and give other banking services.

According to Jopie Jusuf (2014),credit understanding is the ability to carry out a buyout or hold a loan with a promise, the payment will be carried out in the period agreed.

Definition UMKM according to the Ministry of Cooperatives and UMKM in Aufar (2014: 8), small businesses (UK), including microbusinesses is business entity who have net assets the most 200 million rupiahs, not including land and building and business places has annual sales of the most 1 billion rupiahs. Meanwhile, medium enterprises (um) is business entity belonging to Indonesian citizens who has a fortune of clean greater than 200 million rupiahs until 10 million rupiahs not include land and building.

Schiller said poverty is an inability to get goods and sufficient services to meet the needs of social (Suyanto is still limited 2013: 2)

According to Statement of Financial Accounting Standards no.23 paragraph 06 Ties Accountant Indonesia (2010: 23.2), said that: “cash flow in gross income is from economic benefits arising from normal activity company during a period when the inrush resulted in an increase in equity, that is not derived from the contribution investors.”

RESEARCH METHODOLOGY

Object of the Research

Object is research groups of women as a group from Future Credit Murabahah Wakalah Packagein region of Bekasi and information from the staff the number of some more or less 1000 people all over BTPN Sharia was Bekasi branches.

Population and Sampling

Based on the formula Slovin with levels of trust within 95 % significance 5 % (0,05), according to the sharia was a member of the entire amount is around 1000 then members of the population 1000 was a member of BTPN Sharia for all branches Bekasi, with the results of the 286 respondents.

Types and Data Sources

The data used was based on where the primary data collected has on the validity and reliability. The scale of measurement of data against table indicators of the quality of both side variables of scale in terms of Likert with details as follows.

Table 1 Scale of measurement data

Options	Positive items	Negative Item
Bad	1	5
Less	2	4
Enough	3	3
Good	4	2
Very Good	5	1

Table 2 Table indicator variables

The authors knowledge about the packages Future Credit Murabahah Wakalah Package BTPN Sharia (TPP)	a. The understanding of the related the role of the people to manage them b. Their level of understanding the assessments from a member of the provision of credit to the purpose c. The understanding of the process of forming and their activity	Likert Scale
The implementation of a Authors of the Future Credit Murabahah Wakalah Package BTPN Sharia (PTKP)	a. Policies that applied b. Supervision and development the of members c. The disbursement process d. Cooperation was conducted in managing a member of a group e. The endeavor to maintain and develop	Likert Scale
Of the benefits of the the reception of part of the package tothe Future Credit Murabahah Wakalah Package BTPN Sharia (MPPMD)	a. Amendments to the sustainability of business b. Of the change in the financial a member c. A feeling of a member of in participating in the stage of activity which is carried on	Likert Scale

Data Analysis Techniques

To analyze the effect of changing independent variables on the dependent variables jointly, multiple linear regression analysis was used using software of SPSS version 22.00.

a) Descriptive Test

According to Sugiyono (2013: 53), the definition of descriptive analysis is as follows: “a synthesis of problems with regard to the question of the existence of independent variables, but only on one variable or more variable (mandiri was an independent variable, not an independent variable, because if the independent variable is paired with the dependent variable).

b) Classic Assumption Test

1) Normality Test

The normality test can also be done using the normal-probability plot (P-P plot) test. Detection of normality can be done by looking at the spread of data (points) on the diagonal axis of the

graph. If the data spreads around the diagonal line and follows the direction of the diagonal line, then the regression model meets the assumptions of normality.

2) Multicollinearity Test

Multicollinearity test is a condition where there is a perfect or near perfect linear relationship between independent variables in the regression model. Multicollinearity test is used to test whether the regression model is found to have a correlation between independent variables. A good regression model should be free of multicollinearity or there is no correlation between the independent variables. Multicollinearity test can be seen from Tolerance value must be 0,1 or; Variance Inflation Factor (VIF) value.

3) Heteroscedasticity test

Heteroscedasticity test aims to test whether in the regression model there is an inequality of variance from the residual one observation to another observation. If the residual variance from one observation to another observation remains, it is called homoskedasticity. A good regression model is that homoskedasticity or heteroscedasticity does not occur. One way to detect the presence or absence of heteroscedasticity symptoms is Prob obs * r square 0.05 , there is no heteroskedasticity.

c) Multiple Linear Regression Analysis

Multiple Linear Regression analysis to rise and fall predicted what was dependent variable, if there is two or more variables independent as a factor predictor manipulated (sent down value). So regression analysis done if the is at least two independent variable. The regression in this research used to know the relations between independent variable dependent on variables. The multiple linear regression equation can be formulated as follows: $Y = \beta1\ X1 + \beta2\ X2 + \beta3\ X3 + e$

Where:

Y = Return

β1 – β3 = Regression Coefficient

X1 = Knowledge of Members (TPA)

X2 = The Application of Members (PTKA)

X3 = Knowledge of The Regulator (TPP)

X4 = The Application of The Regulator (PTKP)

Y = Benefits revenue package the future credit (MPPMD)

e = Standard Error

d) T - Test

In this T test used to test the influential between independent variables (X1) and (Y1) dependent on variables. The value of the t-test can be seen based on the results of SPSS software

processing in the coefficients table, sig column. on each independent variable, with the decision-making criteria as follows:

a. If the probability is > 0.05 then HA is rejected

b. If the probability is < 0.05 then HA is accepted

e) F - Test

In this research the f used to know influence together independent of a variable dependent on variables. Decision making is based on the sig. value. Obtained from the results of data processing using SPSS software with the following decision-making criteria:

a. If the probability is > 0.05 then HA is rejected

b. If the probability is < 0.05 then HA is accepted

f) Coefficient of Determination

Then the next step is calculating coefficients, determination which is to know how big the influence of X with Y. This test is intended to determine the best level of certainty in the regression analysis expressed by the coefficient of determination (R2). The criteria for analysis determined coefficient:

1. If Coefficient of Determination approaches zero, and influence of the independent variable dependent variable weak.

2. If one approaching Coefficient of Determination approach 1, and the influence of the independent variable dependent on strong.

RESULTS AND DISCUSSION

Descriptive Statistics

Table 3 Descriptive Statistics

		TPA1	TPA2	TPA3	TPA4	TPA5	PTKA1	PTKA2	PTKA3	PTKA4	TPP1	TPP2	TPP3	PTKP1	PTKP2	PTKP3	PTKP4	PTKP5	MPPMD1	MPPMD2	MPPMD3
N	Valid	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000
	Missing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mean		4.8790	4.8280	4.6500	4.4750	4.4820	4.4830	4.4790	4.4760	4.4990	4.5120	4.5000	4.5090	4.5330	4.5240	4.5450	4.5520	4.5500	4.5950	4.6140	4.6430
Median		5.0000	5.0000	5.0000	4.0000	4.0000	4.0000	4.5000	4.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000	5.0000
Mode		5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Minimum		3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Maximum		5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00

Based on the data above be concluded that a member of community knowledge about the packages Future Credit Murabahah Wakalah Package BTPN Sharia, The implementation of a

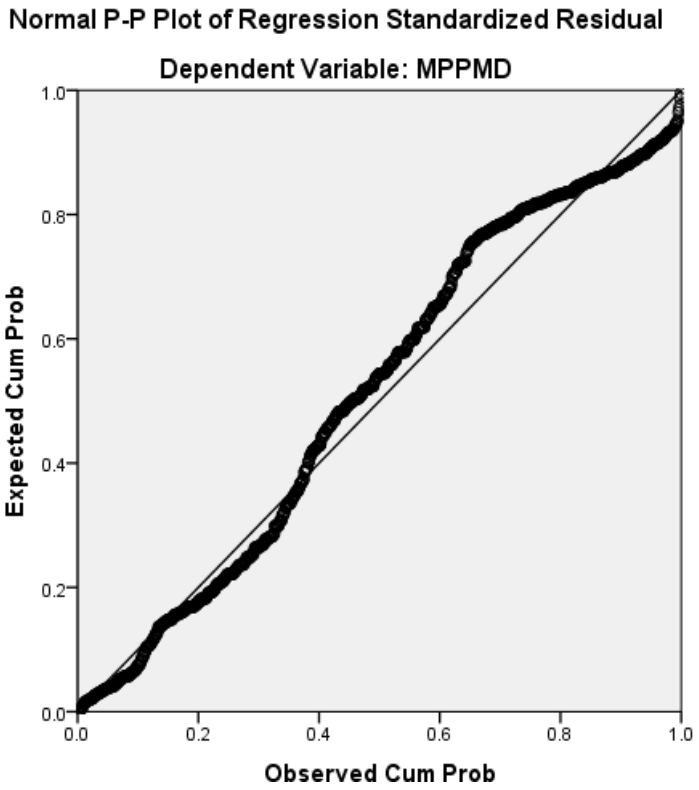
member of the Future Credit Murabahah Wakalah Package BTPN Sharia, The authors knowledge about the packages Future Credit Murabahah Wakalah Package BTPN Sharia, The implementation of a Authors of the Future Credit Murabahah Wakalah Package BTPN Sharia, Of the benefits of the the reception of part of the package tothe Future Credit Murabahah Wakalah Package BTPN Sharia, based on the value of the maximum and minimum obtain the value of 3 and 5 which means enough or even really well and as a whole based on its mean value that which scores Mean is 4 shows that the respondents feel of the benefits of the provision of credit will continue for the members.

Classic Assumption

Normality Test

After out extreme research data by removing outlier of 1000 respondents data until they reached the normal 976 respondents, who use of p-plot with figure as follows:

Figure 1 Normal Test Result



Based on p-plot in data from spread around diagonal lines and followed the direction diagonal lines or a clear pattern histogram the normal distribution, so model regression meet the normality.

Multicollinearity Test

Table 4 Multicollinearity Test Result

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	5.378	1.028		5.233	.000		
	TPA	.196	.030	.199	6.451	.000	.992	1.008
	PTKA	.051	.026	.060	1.947	.052	.979	1.021
	TPP	.091	.032	.088	2.850	.004	.997	1.003
	PTKP	.106	.023	.141	4.525	.000	.976	1.025

a. Dependent Variable: MPPMD

Table 5 Count of Tolerance

Count of Tolarance	>/<	Tolerance	Decision
0.992	>	0.10	Multicollinearity not occur
0.979	>	0.10	Multicollinearity not occur
0.997	>	0.10	Multicollinearity not occur
0.976	>	0.10	Multicollinearity not occur

Table 6 Count of VIF

Count of VIF	>/<	VIF	Decision
1.008	<	10.00	Multicollinearity not occur
1.021	<	10.00	Multicollinearity not occur
1.003	<	10.00	Multicollinearity not occur
1.025	<	10.00	Multicollinearity not occur

Then refer to the basic decision making table 5 Count of Tolerance calculations and table 6 Count of VIF calculations in the test Multicollinearity can be concluded that does not happen symptoms Multicollinearity regression in the model.

Heteroscedasticity Test

Table 7 Heteroscedasticity Test

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.839	.552		3.332	.001
	TPA	-.019	.016	-.038	-1.181	.238
	PTKA	.005	.014	.012	.380	.704
	TPP	-.016	.017	-.031	-.958	.338
	PTKP	-.022	.013	-.057	-1.776	.076

a. Dependent Variable: RES2

Table 8 The Decision Heteroscedasticity

Variable	Sig.	>/<	Sig. Standard Value	Decision
TPA	.238	>	0,05	There is no symptom heteroscedasticity
PTKA	.704	>	0,05	There is no symptom heteroscedasticity
TPP	.338	>	0,05	There is no symptom heteroscedasticity
PTKP	.076	>	0,05	There is no symptom heteroscedasticity

In line with the principle and decision making in table 8 Heteroscedasticity test in the decision, it can be concluded that does not happen in the model regression Heteroscedasticity symptoms.

Multiple Linear Regression Analysis

Table 9 Multiple Linear Regression Test

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	5.378	1.028		5.230	.000
	TPA	.174	.030	.180	5.877	.000
	PTKA	.056	.026	.066	2.139	.033
	TPP	.080	.032	.077	2.521	.012
	PTKP	.124	.023	.168	5.432	.000

a. Dependent Variable: MPPMD

MPPMD = 5.378 +0.174 TPA+ 0.056 PTKA+ 0.080 TPP+ 0.124 PTKP

Then the influence of variable predictors TPA as much as 0.174 while PTKA 0.056, TPP of 0.080 and PTKP 0.124 against s much as variable bound.

T –Test

Table 10 T –Test

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	5.378	1.028		5.230	.000		
	TPA	.174	.030	.180	5.877	.000	.990	1.010
	PTKA	.056	.026	.066	2.139	.033	.973	1.028
	TPP	.080	.032	.077	2.521	.012	.991	1.009
	PTKP	.124	.023	.168	5.432	.000	.974	1.027

a. Dependent Variable: MPPMD

Table 11 The fit and proper test decision was based on the t based on t table

Variable	Count of T	>/<	t table value
TPA	5.877	>	1.960
PTKA	2.139	>	1.960
TPP	2.521	>	1.960
PTKP	5.432	>	1.960

T table use value ∞ because the value of respondents used is in value distribution t table, so that the t a table used 1.960 was. And count of T > T table Value so variable free had an impact on their variable bound

Table 12 The Sig based on the T

Variable	Sig. Table	>/<	Sig.
TPA	0.000	<	0,05
PTKA	0.033	<	0,05
TPP	0.012	<	0,05
PTKP	0.000	<	0,05

So with the results of above if the value of a sig . < 0.05 it can be concluded variable free had an impact on their variable bound.

F-Test

Table 13 F-Test

ANOVA[a]

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	87.264	4	21.816	20.082	.000[b]
	Residual	1080.887	995	1.086		
	Total	1168.151	999			

a. Dependent Variable: MPPMD

b. Predictors: (Constant), PTKP, TPA, TPP, PTKA

So the results above where f count >f table of 20.082 > 0.00 and based on sig . Of 0.000 < 0.05 so can be concluded that variable free influential on the variables of bound.

Coefficient of Determination

Table 14 Coefficient of Determination

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.918[a]	.842	.710	1.042

a. Predictors: (Constant), PTKP, TPA, TPP, PTKA

b. Dependent Variable: MPPMD

Of the output above known value r square 0.842 predictors of the influence of dependent variable was in 84.2% while 15.8% influenced by other variable analyzed.

CONCLUSION

Based on the empirical findings, this study concludes that the knowledge levels, Implementation of process of Murabahah Wakalah scheme from existing customers and/or members and management board based on the implementation analysis has an impact on improvement members' income significantly, business growth and encourage members to deposit in both of mandatory and voluntary savings and also training on financial literacy.

SUGGESTIONS

1. There is a need to develop not only to members but they have to be training is provided training particulars as held periodic and to the routine that more easily draw again many members and overcome and can handle when members had poorly performing loans
2. Effective guidance that needs to be done to members is intensively by the steward of good human resources development and to the business development , for offering the capital borrowed as to create a regularity in the payment of installments by the members of a package the future murabhaha wakalah BTPN Syariah.

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