Revealing The Factors Affecting Jibu-Jibu Helplessness To Innovate In Maluku Province

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Abstract: This research reveals the causing factors of Jibu-Jibu helplessness to innovate in Maluku Province. The researcher uses the questions in qualitative research to uncover the phenomenon of Jibu-Jibu helplessness to innovate. The informants are Jibu-Jibu with criteria of more than 5 years experience. Data is obtained by in-depth interviews, documentation and observation. The results showed three causing factors of Jibu-Jibu helplessness to innovate, namely capital, market opportunities and individual characteristics. Jibu-Jibu capital is very limited to develop its business. The market opportunities are also weak. It was shown by unsold fish (excessive). The fishes have opportunities to be processed into other types of processed fish. This will produce added value for Jibu-Jibu. However, fish processing requires space, capital and skills. There are still no processed fish production sites in Maluku Province to process fish. In addition, Jibu-Jibu innovation is also affected by individual characteristics. The Jibu-Jibu must have strong characteristics to innovate. Jibu-Jibu must have hard work spirit, willing to go ahead and having a strong desire to develop their business.

Index Terms: Characteristics, Innovation, Individual, Jibu-jibu, Market Opportunities, Helplessness.

1 INTRODUCTION

The Jibu-jibu is fish sellers using traditional methods. They sell the fish around the house or traditional market with simple facilities. This is a legacy profession from their parent. Their parents were Jibu-Jibu. It creates a stagnant condition. Jibu-Jibu has difficulties to innovate to increase the both income and turnover. This shows the Jibu-Jibu helplessness to innovate to sell fish. The helplessness of Jibu-Jibu is influence their living standard. Most of them have very simple house or rent a room. Most of his children are educated in junior or senior high school, and then they are directly invited to sell fish. They need enough income to eat every day. This is interesting and researchers want to uncover the causes the Jibu-Jibu helplessness in innovation to sell fish. Jibu-jibu phenomenon is affected by various factors. It could come from a Jibu-Jibu internal factors and external factors. Jaelani and Hariyanti (2006) found that Jibu-Jibu business developments are influenced by internal factors (38%) as capital and other factors (62%). This is in line with Ika Putra (2000) and Jaelani and Hariyanti (2008) that internal factors can increase business development, and only 50% based on trust capital.

Based on this phenomenon, authors explore the causing factors of Jibu-Jibu helplessness to innovate in Maluku Province Region.

2 LITERATURE REVIEW

2.1 Helplessness

The helplessness term means someone's inability to do anything. Dryer (2007) explained that helplessness is a person's perception of what has been done that does not provide significant results. The significant impact can be seen from results (Carpenito, 2009).

2.2 Innovation

Innovation is a change to provide added value (Deden et.al, 2012). Suryani (2018) explained that innovation is a change not only at product level, but also ideas or ways to perceive objects. Georgellis et.al (2001) and Diah M et.al (2014) explained that innovation is a new change made by someone to a particular object. Wijayanto (2012) said that innovation is a process to realize ideas into something visible. De Jong & De Hartog (2003) and Jansen (2003) stated that innovation changes the movement.

2.3 Innovation Types

Scot and Burce (1994) explained that innovation is divided into radical innovation and incremental innovation. Radical innovation is usually done by experts in their fields and managed by research and development department. The incremental innovation is a process to adjust and implementing an improvement at a small scale. Suryani (2018) said that innovation consists of four types, namely discovery, development, duplication and synthesis. Discovery is a creation of a product or service and a new process that has never been done by another person. This concept is called revolutionary. Development is a continued innovation of changes, improvements to previous products, services, and processes. Duplication is a form of innovation to imitate previous product, service, or process, but by adding a creative touch to improve the concept to win competition. Synthesis is a combination of existing concepts and factors into a new formula. Byrd J (2003) divided innovation into two based on its function. First, technological innovation can be done for the products, services or production processes. Second, administrative innovation can be done for the organizational, structural and social innovation. Based on above innovations type, this research uses technology-based development innovations. This means that researchers put more emphasis to changes / improvements in products and services and the sales process.

3 RESEARCH METHODOLOGY

This research uses a qualitative approach. The reason is to describe clearly the conditions and symptoms experienced by research subjects (Moleong, 2010). The interpretive paradigm is used in this research. It is a paradigm to interpret the
meaning behind what is done by research subjects. The research object is Jibu-Jibu in Maluku Province. Research informants are Jibu-Jibu who has had at least 5 years experience. The samples are selected by purposive sample technique, by using certain considerations (Sugiono, 2012). The data used are qualitative in form of primary data obtained by in-depth interviews, observation, documentation and combination / triangulation.

4 RESULTS AND DISCUSSION

The helplessness of Jibu-Jibu in innovation is influenced by internal and external factors. These factors can be seen from individuals characteristics and capital they have and opportunities they face.

4.1 Individual Characteristic Factors

a. Persistence in Work Hard and Confidence

Interviews with Jibu-jibu showed that persistence in work hard can sell fish maximally. It should be balanced with a strong ambition to develop the business. This is consistent with results of interviews with several Jibu-Jibu in several markets. "I explored many place (Papua, Ambon, Tual, etc.). The most supportive place is here (Mrs. Dobo). There are many buyers here ... the fish is abundant. I am enthusiastic to make money here. (Mrs. Lela's) Mrs. Lela explanation shows persistence and willingness to work hard even willingness to move around to find comfort place to sell fish. Mrs. Lela's hard work was also done by other Jibu-Jibu below. "I have to work hard and believe that my fish will run out .... My children go to school, so I must work hard .... Thanks to God, this fish selling income can send my children to school. There are those who study at Unppati and Unidar Campuses ... one of them has graduated to become a civil servant ... so I have to be enthusiastic "(Mrs Ima). The interview results with Mrs. Ima are similar with Mrs. Lela. They have high enough enthusiasm to navigate their life, even though this Jibu-Jibu is women. This Jibu-Jibu has tough or extraordinary power above man. This is as stated by jibu-jibu below (Mrs. Eve). "I must sell this fish with strong spirit... because I rarely break .... in morning and I left the house ... returning sunset. I still fulfill my family need at home ... washing, cook, etc. We must have strong physical" (Mrs. Haji Eve).

b. Communication and Discussion in Developing a Business

The Jibu-Jibu are often discussing and communicating with each other related to business constraints. Jibu-jibu really understands how their business can progress, but there are many constrains. This was stated by Jibu-Jibu in an interview below. "I also want to go ahead. But what should I do to advance ... this selling has limited capital ... I has indeed been offered to add capital, but I am afraid ... cannot pay the debt... so I use money as it is (Mrs. Penina). The same thing was also expressed by other Jibu-Jibu who explained that they were very eager to go ahead with friends but was constrained by capital. "I want to go ahead, Sir ... but I am constrained by capital. My capital comes from savings and loans ... I take one million debt and the instalments IDR 40,000 / day for one month. If that's all, it is not enough .... so I also take fish from large traders ... take the fish first and pay after sold out (Mrs. Mila). Communication with fellow Jibu-Jibu is very often done to talk about business progress, but according to them (Jibu-Jibu), it is only a discourse. Going ahead is something impossible or difficult because they do not have the capital or least relatives or acquaintances that have a boat to catch fish. Here is the need for capital or colleagues in according to interviews results with Jibu-Jibu. "I myself is very eager to go ahead, but it is depends on capital, my capital is limited. I am having trust capital ... because I cooperate with fishermen, I take new fish from them to share with other friends. The fish sold and paid to them. If not sold out, the fish cannot be returned... it is my risk .... so I have to work hard. (Mrs. Muniati, east market). The things mentioned above are also the same as interpreted by other Jibu-Jibu (Mrs. Mila): "It means that we should work hard, why the fish doesn't sell out, people do not get salaries yet. If the employees don't get a salary, it means there isn't enough money for them, especially for lots of honorarium employees. Honorarium employee, if he takes 2-3 months of a standard salary, should smart. They come to this market buy fish buy IDR 5000 because they only get of salary, especially if they live at boarding house, the rent is expensive, IDR 300,000 per month, IDR 500,000 per month or IDR 800,000 per month. Civil servant with IDR 800,000 or IDR 500,000 salary must look for a boarding house with IDR 300,000 per month, but it is very difficult "Alright, I depend on people purchase, if I accommodates more than one day, it create risk with fish prices, there is no money, money is a term, and villager said do not have money so. If I take many fish the risk become higher. I sell one box today, the rest can be sold tomorrow, and then I take one more box. If the buyer lesser, it makes me difficult, moreover after election there are many people fired, so there is no people from city".

a. Experience and Training

"I sell the fish from young. I have much experience. I do not need training. The problems are place, because the location does not clear. I don't know where I will sell fish because there is a ruler here, so I put my fish here and there".

4.2 Capital

Jibu-Jibu needs capital to manage their business. Some Jibu-Jibu uses their capital. The most are capital trust. Below is interview with from. "I have difficulty in capital. I use my own small capital.... I am forced to take fish from there ... I sell the fish then I pay the money. I have small profit. "(Mrs. A at Waieru market) This is also the same as the opinion of other informants from Dobo and Namrole markets. They explain that their own capital is very limited, but they are dislike to add capital from other parties (banking) because it is complicated and difficult. Below are the results of interview. "Actually I have difficulty in capital because I have a small amount of capital, but I can get fish from others." In addition to their own capital and trust, Jibu-Jibu also gets a portion of their capital from savings and loan cooperatives with high interest. It was realized by Jibu-Jibu and very burdensome, but they had no other choice so they still took capital from cooperative. This is consistent with opinion of Mr. A from Dobo Market. "... I take capital from savings and loans, I take one million with IDR 40,000 / day instalment. ... actually it is heaviest but what can I do ... good if sold in one day... if not, I take from fish capital"

4.3 Market Opportunities

Market opportunities for Jibu-Jibu are certainly something important. However, they do not understand about market opportunities. They are confused when researchers ask about market opportunities. Researchers give explanation about
market opportunities. They said that the market opportunity is not so important as long as their fish are sold. Below are the interview results with Jibu-Jibu at Mardika market. "Market opportunities or what else... for me is not important. The important thing is my fish can sell out because many people all need this fish, but sometimes there is no fish when there is no season. But if there are a lot of fish, I sells cheap but sometimes I cannot sells because too much fish "(informant B from Mardika market). Above explanation shows that market opportunity is still very large. This is indicated by word " a lot of people" that means a very large population. This is consistent with opinion of other informant who also explains the same thing. "I am also confused .... I think this buyer is getting more and more .... it is proven with the selling that never empty .... indeed my constraint is just when the fish season. In fish season ... I cannot accommodate the fish" (Informant C from Masohi Market).

5 CONCLUSION

Above description shows the Jibu-Jibu of helplessness is influenced by 3 factors, namely capital, market opportunities and individual characteristics. Jibu-Jibu has very limited capital to develop their businesses, especially to encourage business innovation. Indeed, capital is not the only factor, but capital is very important in business innovation. The other is business opportunity. Jibu-Jibu has business opportunities from the unsold fish. The fish can be processed into other types of food. It will produce added value for Jibu-Jibu. However, fish processing requires a place, capital and skills. There are no fish production sites in Maluku province. The Jibu-Jibu can process fish. The last, Jibu-Jibu innovation is also influenced by individual characteristics. It means that a Jibu-Jibu must have strong characteristics to innovate. Jibu-Jibu must have a hard work spirit, want to go ahead and have a strong ambition to develop their business.

6 REFERENCES