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# Improving the Economic Level of Mandar Silk Artisans (Lipa'sa'be) with a *Community Development Approach* in Limboro District, Polewali Mandar Regency, West Sulawesi Province

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## *ABSTRACT*

This study aims to determine the influence of working capital level, number of workers, working hours on the production value of mandar silk fabric (lipa' sa'be mandar). The research uses a mix method which begins with data mining in a qualitative way using a questionnaire approach, interviews and direct observation/observation in the field. Data collection was carried out by means of focus group discussion to mandar silk weaving sarong artisans using community development and purposive sampling as the main method of determining informants. The population in the study is all home industry entrepreneurs as many as 3,793. A sample of 95 home industries was drawn using the Slovin Formula. The analysis technique used is multiple regression analysis of panel data with eviews 9.0 equipment. The results of the study show that working capital and working hours have a positive and significant effect on the production value of the home production of the Man silk weaving industry.

***Keywords: Improvement of Craftsmen's Living Standards, Working Capital, Labor, and Working Hours***

## ABSTRAK

Penelitian ini bertujuan untuk mengetahui pengaruh tingkat modal kerja, jumlah tenaga kerja, jam kerja terhadap nilai produksi kain sutra mandar (lipa' sa'be mandar). Penelitian menggunakan *mix method* yang diawalai dengan penggalian data dengan cara kualitatif dengan menggunakan pendekatan kuesioner, wawancara dan observasi/pengamatan langsung dilapangan. Pengumpulan data dilakukan dengan cara *focus group discussion* kepada para pengrajin sarung tenun sutera mandar dengan menggunakan pen-dekatan *community development* dan *purposive sampling* sebagai metode utama penentuan informan. Populasi dalam penelitian adalah seluruh pengusaha home industri sebanyak 3.793. Penarikan sampel sebanyak 95 industri rumahan dengan menggunakan Rumus Slovin. Teknik analisis yang digunakan adalah analisis regresi berganda data panel dengan peralatan *eviews* 9.0. Hasil penelitian menunjukkan bahwa modal kerja dan jam kerja berpengaruh positif dan signifikan terhadap nilai produksi *home* industri tenun sutra Mandar di Kecamatan Limboro Kabupaten Polewali Mandar; sedangkan tenaga kerja berpengaruh negatif dan tidak signifikan terhadap nilai produksi *home* industri tenun sutra Mandar di Kecamatan Limboro Kabupaten Polewali Mandar.

**Kata Kunci : *Peningkatan Taraf Hidup Pengrajin, Modal Kerja, Tenaga Kerja, dan Jam Kerja***

## INTRODUCTION

There are many types of jobs and professions that can be done by humans in order to meet the needs of life and family for their survival. A person can work in the formal or non-formal sector. The choice of this type of work is more influenced by several aspects both in terms of human resources and from the natural resources available in an area.

Polewali Mandar Regency is one of the areas in West Sulawesi Province with the largest population. Polewali Mandar Regency has an area of 2,022.30 km2. Although Polewali Mandar Regency is densely populated and the unemployment rate is high, there are many small businesses and *home* industries. One of the home industries that is widely carried out is Mandar silk weaving crafts, with the number of industries of 3793 units and the number of workers as many as 7095 people spread across 10 sub-districts (BPS, 2017). Mandar Silk Weaving/*Lipaq Saqbe* is still made by traditional methods, and does not use machines so to get one piece of Mandar weaving sarong can take 2-3 weeks. There are even some types of mandar silk that take longer depending on the difficulty of the motif being made. The more difficult the motive, the longer the processing time. This makes the price of mandar silk woven fabric vary.

Mandar silk weaving crafts in addition to being one of the community activities and a source of livelihood to improve economic standards also in mandar silk weaving crafts store a lot of history and culture from the Mandar tribe who inhabit almost all regions in West Sulawesi Province. The noble values and peculiarities of the Mandar tribe are poured into the shape and pattern of the Mandar silk fabric. However, along with the development of the times, mandar silk cloth seems to have begun to be abandoned by the community and even by the mandar tribe itself with an increasing number of types of batik sarongs that are cheaper in price compared to the price of the mandar silk sarong itself. The next problem is related to the production process and making mandar silk sarongs which are still home industry and even still done by individual families.

Because it is still done individually, of course, it will affect the amount produced and the process of work that takes longer, moreover the promotion that has not been maximized because the artisans of mandar silk fabrics are produced by *order* or will only make sarongs if there is an order. These phenomena and conditions then made the author interested in conducting research on *the home* industry or household industry of mandar silk fabric handicrafts (lipa' sa'be weavers) with a *community development approach.* The research location is in Limboro District, Polewali Mandar Regency, West Sulawesi Province.

## THEORETICAL STUDIES

### Industry and Small Industry Concept

According to (Dumairy, 1996), the term industry has two meanings, namely: first, industry can mean a set of similar companies. In this context, the term cosmetics industry, for example, means an association of companies that produce cosmetic products; Textile industry means a group of textile factories or companies. Second, industry can also refer to an economic sector in which there are productive activities that process raw materials into finished goods or semi-finished goods. Industry is an activity or economic activity that processes raw goods, raw materials, semi-finished goods or finished goods to be used as goods with higher use (Sadono, 1995). In addition, industry is an economic activity that carries out activities to transform a basic good mechanically, chemically, or by hand so that it becomes a finished or semi-finished product and a goods that lack value (Central Statistics Agency, 2016).

The Central Statistics Agency (BPS) defines Small and Medium Industries (SMEs) as an economic activity that carries out activities to convert basic goods into ready-made/semi-finished goods and/or goods with less value into goods of higher value, which have a workforce of 5-19 people; and 2) Medium industry, which is an economic activity that carries out activities to convert basic goods into ready-made/semi-finished goods and/or goods with less value into goods with higher value, which has a workforce of 20-99 people. Agus Dwiyanto stated that small industries and households are small-scale businesses carried out by family members with relatively simple technology. Most of these industries do not require high skill from their workers and are usually located in rural areas. In general, small industries have characteristics such as absorbing large

labor, being in the countryside, small capital, traditional technology, family labor, local raw materials, related to agriculture and local markets (Dwiyanto, 1996).

## Home Industry

*Home Industry* or household industry is a small business category managed by families. The goal of a home business is to achieve profits and business continuity. As a business should have the main goal of obtaining optimal fortune at the expense of efficiency. Home industry is a small business unit or company engaged in a certain industry. Home means home, residence or hometown. Meanwhile, industry can be interpreted as a handicraft, business of goods and/or service products. In short, a home industry (usually written/spelled "Home Industry") is a business house of goods products or also a small company. It is said to be a small company because this type of economic activity is centered at home.

Home industry can also mean household industry because it is included in the category of small businesses managed by families. In general, activities are concentrated in a certain family house and the employees are domiciled in a place not far from the production house. Geographically and psychologically, their relationship is very close (business owners and employees) so that it allows for ease of communication. The perpetrators of this home-based economic activity are the family itself or one of the family members who live in the place of residence by inviting several people around them as employees. This economic activity indirectly empowers the surrounding community by providing jobs for relatives or neighbors around it. That way, this home industry can automatically help government programs in an effort to reduce unemployment.

## Concept of Empowerment and Assistance

The concept of empowerment provides a frame of reference regarding the dimensions *of power* and capability that encompass the social, economic, cultural, political, and institutional levels. and are weak to: 1) have access to productive resources that enable them to increase their income and obtain the goods and services they need; and 2) participate in the development process and the decisions that affect them. Empowerment is a translation that means *empower-ment*, while empowering is a translation of *empower*. According to Merriam Webster and the Oxford English Dictionary in (Hutomo, 2000), the word *empower* has two meanings, namely: 1) *to give power* or authority to; and 2) *to give ability to* or enable.

Meanwhile, according to Friedmann in (Hutomo, 2000), empowerment must start from the household. Household empowerment is empowerment that includes social, political, and psychological aspects. What is meant by social empowerment is the effort of weak households to obtain access to information, access to knowledge and skills, access to participate in social organizations, and access to financial resources. What is meant by political empowerment is the effort to how weak households have access to the public decision-making process that affects their future. Meanwhile, psychological empowerment is an effort on how to build weak household confidence.

## Production Value

Production value is the production rate or the overall number of goods produced in the furniture industry. The rise and fall of market demand for the company's production will have an effect if the demand for the company's goods increases, then the producer tends to increase its production capacity. For this reason, producers will increase the use of their labor (Sumarsono, 2003).

According to (Sumarsono, 2003), production value is the value of the final product of the production process in a small and large industrial sector based on the business field. (Hasir, 2013), according to his research stated that the production value produced in one year expressed in rupiah, the number of workers affects the production value. According to (Sudarsono, 2007), production value is the level of production or the total number of goods that are the final result of the production process in a business unit which will then be sold until the arrival of consumers, the rise and fall of market demand for production products to increase their production capacity. According to (Sugiarto, 2007), production value is an activity that converts input into output.

## Production Function

The production function is an abstraction that depicts a production process. The production process is a mathematical or quantitative description of the various technical production possibilities faced by a company. The degree of complexity of the mathematical production function depends on the production process and the expected level of accuracy, so in the multiproduction specification is to distinguish between variable factors and fixed factors. Variable factors are factors of production that can change over a period of time, while fixed factors are factors that cannot (and will not) change during a period of production (R & Taylor, 1985).

According to (Sudarman, 1989) the definition of production function is the relationship between the output produced and the production factors used are often expressed in a production *function*. A production function is a schedule (or table or mathematical equation) that depicts the maximum amount of output that can be produced from a given set of production factors and at a given level of production. Production factors can be classified into two types (Sudarman, 1989): 1) Fixed Input Production Factors. Fixed production factors are production factors in which the amount used in the production process cannot be changed quickly when market conditions require a change in the amount of output. In reality, there is not a single factor of production that is absolutely fixed. These production factors cannot be added or subtracted in a relatively short time. The input will always be there even if the output drops to zero. Examples of fixed production factors in this industry are non-machine looms (ATBMs); and 2) Variable Production Factors (*variable input*). Variable production factors are production factors whose amount can change in a relatively short period of time according to the amount of output produced. Examples of variable production factors in this industry are raw materials and labor.

## Working Capital

Working capital is all funds spent in the production process to obtain sales receipts (Ahmad, 2004). Usually the working capital is used for worker costs, workers' rights, to produce goods and costs for other purposes (Pratama, 2005). Working capital has two functions, namely supporting production activities and closing funds or fixed expenses that are not directly related to production and sales (Raheman, Abdul and Nasr, 2007). The greater the capital used will affect the amount of production produced, the more level of process use required for production will be.

Working capital according to (Kasmir, 2010) is identified as capital used to finance the company's daily operations, especially those that have a short term. In other words, working capital is an investment that is invested in current assets or short-term assets, such as cash, banks, securities, receivables, inventories, and other current assets, usually working capital that is used for several activities in one period. The working capital used by mandar silk weaving artisans is used as an indicator to measure the aspect of community capital used to produce mandar silk woven sarongs. Capital in a narrow sense is a sum of money or a certain amount of money value that is used to meet all business needs. Capital in a general sense includes objects such as land, buildings, machinery, tools and other productive goods for business activities (Sriyadi, 2001).

## Workforce

The workforce includes people who are already or are working, or are looking for a job and doing other activities such as going to school and taking care of households. Job seekers, go to school, and take care of households even though they do not work, but they are physically capable and can work at any time (Simanjutak, 2001). According to Law Number 14 of 1969 concerning the Main Provisions Regarding Labor states that Labor is those who work inside and outside the work relationship with the means of production, the main thing in the production process is their own energy, both physical and mental energy. A distinctive feature of the aforementioned working relationship is that it works under the orders of others by receiving wages.

The workforce consists of the workforce and not the workforce. The labor force consists of those who work, those who are unemployed and looking for work. Non-labor force groups consist of those who go to school, those who take care of households and other groups. The workforce can offer its services at any time to work called a potential workforce. In the 1971 census, people who worked with the intention of earning at least two days in the week before the day of enumeration were declared as working.

## Business Hours

Working hours are the time to do work that can be carried out day or night. Planning for future work is a step to improve time management. If the work plan has not been made, then there is nothing that can be used as a guide to determine that the business being carried out is in line with the goals to be achieved. With the management of activities, a person can save their working time (Suud, 2008). According to (Fathoni, 2009) stated that working hours are a factor that causes work stress by saying that there are six factors that cause employee work stress, including difficult and excessive workload, unfair and unnatural pressure and attitude of leaders, lack of time and equipment, conflicts between individuals and leaders or work groups, remuneration that is too low, external problems. Working hours are the most common part that must be in a company.

Working hours are one of the facilities provided by a company to its employees, and it is also the right of employees to know the working hours of employees in a certain period of time. So that there is no discrimination or arbitrariness from a company towards employees. Working hours according to Islam are the time that companies give to their employees to achieve the company's targets so that there are no deviations and no one is harmed.

### Mandar Silk Woven Fabric

Mandar silk woven fabric is a work produced as a cultural treasure of the Mandar people which has a story that is only used by a limited circle and reflects the heritage of local wisdom from the surrounding natural environment. Initially, silk cloth was only worn among the royal family and nobles as well as the leaders of the customary council. The meaning of perpendicular lines with transverse lines has a meaning in the cultural values of the Mandar people which reflect customary rules, social values and religious values. During the era of the kingdoms that were allied in building brotherhood among them, rulers such as *Tommakaka, Maraqdia* and *Tomakkelita* established good relations with the society they led by maintaining four elements, namely: 1) *Asagenang* (self-sufficient); 2) *Asalamang* (safeguarding the safety of the world and the hereafter); 3) *Siamang-amang* (selfless help); and 4) *Siannang lokko anna siri* (maintaining dignity and self-esteem). Maintaining the 4 elements that are elements of the Mandar people's culture creates a close relationship between the Mandar people and their society. Community leaders always maintain the availability of their property, both private property and state or community property, because with the availability of property, a leader will be able to maintain the welfare of his people. A leader also always takes care of the afterlife by getting closer to His Lord.

Mandar silk fabric is a reflection of the culture of the Mandar people in various aspects, including: *First*, it functions as an accessory, in addition to the use of silk which is relatively expensive in the pattern of Mandar fabric, it also has aesthetic value to give more value to the wearer. *Second*, it serves as information, as an illustration of the name of the motif that is marked by the name of the motif pattern that distinguishes one from another, based on the imagination of the maker. Weavers are generally only women, this is due to local customary laws where women are only allowed to be at home because the '*Siri*' or women's self-esteem is very precious but women must remain productive in a way.

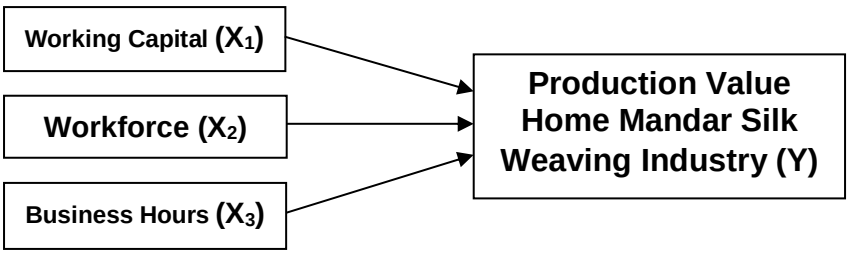


**Figure 1: Research Outline**

## RESEARCH METHODS

The type of research used in this study is a type of quantitative research, because the data collection technique is obtained from questionnaires and interviews or primary data sources. This research was conducted in 11 villages/sub-districts in Limboro District. *The home* of the Mandar

silk weaving industry is in Limboro District and is one of the sub-districts that produce Mandar silk woven fabric in Polewali Mandar Regency. The research that is recognized is qualitative research using questionnaire approaches, interviews and observations or direct observations in the field. Data collection was carried out by means of *focus group discussion* with mandar silk weaving sarong artisans using *the community development* approach and *purposive sampling* as the main method of determining informants.

The population in this study is all households of Mandar silk weaving home industry entrepreneurs in Polewali Mandar Regency as many as 3793 Mandar silk weaving industries. The sample withdrawal was carried out with the guidance *of the Slovin formula*, with the consideration that in the research area, the household conditions of Mandar silk weaving crafts tended to be uniform where generally *the home* of the Mandar silk weaving industry in Limboro District, Polewali Mandar Regency (Sugiyono, 2003). So, the sample in this study is 95 weaving industries. In this study, the author uses *the Eviews 9 software* analysis tool.0. To help process research data in the form of *panel data, Eviews* is a very appropriate analysis tool.

Hypothesis Testing

Coefficient of Determination (R2). The determination coefficient ($R^2$) aims to find out how well an independent variable can explain the dependent variable. Measure the goodness *of fit of a model* using the coefficient of determination ($R^2$). The determination coefficient ($R^2$) is a number that gives the proportion or percentage of total variation in the non-free variable (Y) explained by the free variable (X) (Gujarati, 1999).

Test F. Test F is intended to prove statistically that all independent variables have a joint effect on the dependent variable, namely the probability of Mandar silk weaving production results with a hypothesis to show whether all the independent variables intended in the model have a joint influence on the non-independent variables. The hypothesis used is:

If H0 = *b1*, *b2*, *b3* = 0 Then there is no effect of working capital (X1), labor (X2) and working hours (X3) on the production value of *the home production of* the Mandar silk weaving industry (Y).

If H1 = *b1*, *b2*, *b3* ≠ 0 Then there is an influence of working capital (X1), labor (X2) and working hours (X3) on the production value of the Mandar silk weaving industry home (Y).

This test is carried out on the basis of decision-making, namely: *First*, by comparing the F-count value with the F-table. If the value of F-count < F-table, then H0 is accepted, meaning that all the in-dependent variables used do not have a significant effect on the dependent variables.

If the F-count > the F-table, then H0 is rejected which means that all independent variables have a significant effect on the dependent variables to a certain degree of significance. *Second*, by looking at the significance figures. If the probability value of F-Statistics is less than 0.05, then there is an influence of working capital (X1), labor (X2) and working hours (X3) on the production value *of the* Mandar silk weaving industry home (Y).

The t-test is basically carried out to prove statistically how far the influence of the explanatory variable variation or the bound variable variation or the individual independent variable variation in explaining the described variable or the independent variable or dependent variable (Ghozali, 2005).

## RESULTS AND DISCUSSION

### Selection of Estimation Models

This study uses panel data so that the analysis technique used in this study is panel model regression.

### Uji Chow (*common effect vs fixed effect*)

Fixed effect significance test (F test) or *Chow-test* to find out whether the panel data regression technique with *fixed effect* is better than the panel data regression model without *dummy*

variables or OLS. The results of the Likelihood Ratio test are as seen in the Table. Based on the results of the Likelihood Ratio test, it can be seen that *the cross-section* probability value F *statistic* < α tolerance of 5% (0.0268 < 0.05) and the *cross-section* F *value of the statistical* > *cross-section* F *table* (4.193 > 3). Therefore, the model is chosen *as a fixed effect model* (FEM). Next, a Hausman test will be carried out to determine the right panel regression model.

**Table 1. Chow Test Results (*Likelihood Ratio*)**

| Effect Test | Statistic | d.f. | Prob. |
|---|---|---|---|
| Cross-section F | 4.193429 | (10,8) | 0.0268 |

**Uji Hausman (*fixed effect vs random effect*)**

This test was carried out to determine the best estimation model for panel data regression analysis, namely between *the Fixed Effect* model and *the Random Effect model*. The results of the Hausman test are as follows:

**Table 2. Hausman Test Results**

| Test Summary | Chi-Sq. Statistic | Chi-Sq. d.f. | Prob. |
|---|---|---|---|
| Cross-section random | 6.671264 | 3 | 0.0831 |

Based on the results of the *Hausman Test*, it can be seen that the probability value of *cross-section random* > α tolerance of 5% (0.0831 > 0.05) and *the Chi-square statistical value* > *Chi-square table* (6.67 > 3). Therefore, it can be concluded that *the Random Effect Model* (REM) is the most suitable estimation model for the regression of the data model of this research panel.

**Panel Data Estimation Model Results**

Based on the results of the Hausman test, the most appropriate estimation model to use in this study is the *Random Effect Model*. So that the results of the estimate of the regression of the panel data in this study.

**Table 3. Results of Panel Data Regression Estimation with *Random Effect Model***

| Variable | Coefficient | Std. Error | t-Statistic | Prob. |
|---|---|---|---|---|
| C | -16.62758 | 5.104216 | -3.257617 | 0.0044 |
| MODAL KERJA? | 1.339853 | 0.411771 | 3.253878 | 0.0044 |
| TENAGA KERJA? | -0.323197 | 0.381565 | -0.847030 | 0.4081 |
| JAM KERJA? | 0.119234 | 0.128541 | 0.927596 | 0.3659 |
| Random Effects (Cross) | | | | |
| _LIMBORO—C | 0.048945 | | | |
| _NAPO—C | 0.138984 | | | |
| _SAMANSUNDU—C | -0.023628 | | | |
| _RENGGEANG—C | 0.106656 | | | |
| _TANDASSURA—C | 0.038709 | | | |
| _LEMBANG-LEMBANG--C | -0.121381 | | | |
| _SALARRI—C | -0.096461 | | | |
| _TODANG-TODANG—C | -0.138619 | | | |
| _PENDULANGAN—C | 0.029135 | | | |
| _TANGAN BARU—C | 0.153482 | | | |
| _PALECCE—C | -0.135822 | | | |

| | Effects Specification | S.D. | Rho |
|---|---|---|---|
| Cross-section random | | 0.120612 | 0.6051 |
| Idiosyncratic random | | 0.097442 | 0.3949 |

Weighted Statistics

| | | | |
|---|---|---|---|
| R-squared | 0.950445 | Mean dependent var | 1.172334 |
| Adjusted R-squared | 0.942185 | S.D. dependent var | 0.444665 |

| | | | |
|---|---|---|---|
| S.E. of regression | 0.106918 | Sum squared resid | 0.205767 |
| F-statistic | 115.0764 | Durbin-Watson stat | 1.796196 |
| Prob(F-statistic) | 0.000000 | | |
| Unweighted Statistics | | | |
| R-squared | 0.966651 | Mean dependent var | 2.363407 |
| Sum squared resid | 0.527409 | Durbin-Watson stat | 0.700782 |

Based on the results of the Hausman test, the most appropriate estimation model to use in this study is the *Random Effect Model*. So that the results of the estimate of the regression of the panel data in this study.

Based on the results of the estimation of the regression of the Random Effect Model panel data , it can be concluded that the regression equation model of the panel data in this study can be concluded:

**Yit = -16.62758 + 1.339853 WORKING CAPITALit – 0.323197 WORKING HOURS + 0.119234 WORKING HOURSit + µit**

The results of the panel data regression equation can be interpreted as follows:

The constant variable of -16.62758 shows that if Working Capital (X1), Labor (X2) and Working Hours (X3) do not change or are constant, then it is possible to decrease the Production Value of 16.62758.

The working capital variable is 1.339853, this shows that if there is an increase in Working Capital (X1) by 1%, it will cause an increase in Production Value of 1.339853.

The labor value is –0.323197, this shows that if there is a reduction in Labor ($X_2$) by 1%, it will cause a decrease in Production Value by 0.323197.

The value of working hours is 0.119234, this shows that if there is an increase in Working Hours ($X_3$) by 1%, it will cause an increase in Production Value of 0.119234.

**Uji Hipotesis**

**Coefficient of Determination (R2)**

The determination coefficient ($R^2$) aims to find out how far the variation of independent variables can explain the dependent variable well. From the results of the analysis, the following outputs were obtained:

**Table 4. Coefficient of Determination (R2)**

| R-squared |
|---|
| 0.966651 |

Based on Table 4, it explains the results of the calculation of the value of the determination coefficient symbolized by R2 (*R Squared*) of 0.967. Thus, this shows a percentage of .0 production value explained by the variation of independent variables, namely Working Capital (X1), Labor (X2) and Working Hours (X3) of 96.7% while the remaining 3.3% is explained by other variables outside the study.

**Test F**

Test F is a cumulative test (together) of Working Capital (X1), Labor (X2) and Working Hours (X3) facing Production Value (Y). From the results of the analysis, the following outputs were obtained:

**Table 5. Test Result F (Simultaneous)**

| | |
|---|---|
| F-statistic | 115.0764 |
| Prob(F-statistic) | 0.000000 |

Based on Table 5, it is explained that the result of the per-calculation obtained a significant value

of 0.000 which is smaller than the significant level used, which is 0.05. Thus, this shows that simultaneously Working Capital (X1), Labor (X2) and Working Hours (X3) have a significant effect on the Production Value of *the Mandar silk* weaving industry in Limboro District, Polewali Mandar Regency.

**Test t**

The t-test was carried out to determine the partial influence of Working Capital (X1), Labor (X2) and Working Hours (X3) on Production Value (Y) and considered other variables to be constant.

Based on the table, it explains the partial influence of the Working Capital (X1), Labor (X2) and Working Hours (X3) variables on the Production Value (Y) variable can be seen from the direction of the sign and the significance level. The results of the hypothesis testing partially between the variation of independent variables and dependent variables can be analyzed as follows:

1. Effect of Working Capital (X1) on Production Value (Y). The Working Capital variable (X1) shows that the Prob value < α (0.004 < 0.05), meaning that the Working Capital variable (X1) has a significant effect on the Production Value (Y).
2. Effect of Labor (X2) on Production Value (Y). The Labor variable (X2) shows that the Prob value < α (0.408 > 0.05), meaning that the Labor variable (X2) has no significant effect on the Production Value (Y).
3. Effect of Working Hours (X3) on Production Value (Y). The Working Hours variable (X3) shows that the Prob value of < α (0.366 > 0.05), means that the Working Hours variable (X3) has no significant effect on the Production Value (Y).

**Table 6. Test Results t (Partial)**

| Variabel | Cofficient | t-Statistic | Prob. | Keterangan |
|---|---|---|---|---|
| C | -16.62758 | -3.257617 | 0.0044 | Signifikan |
| Modal Kerja | 1.339853 | 3.253878 | 0.0044 | Signifikan |
| Tenaga Kerja | -0.323197 | -0.847030 | 0.4081 | Tidak Signifikan |
| Jam Kerja | 0.119234 | 0.927596 | 0.3659 | Tidak Signifikan |

**Discussion of Research Results**

**The Effect of Working Capital on the Production Value of Home Production in the Mandar Silk Weaving Industry**

The results of this study show that working capital has a positive and significant effect, so that it can increase the production value of *the Mandar silk* weaving industry home in Limboro District, Polewali Mandar Regency. With a large amount of capital, weavers can produce more output. Capital in Islam requires capital to rotate capital and develop capital. Because by turning around capital, the *home* industry will benefit. As in QS. Al-Baqarah/2 : 265 as follows:

وَمَثَلُ ٱلَّذِينَ يُنفِقُونَ أَمۡوَٰلَهُمُ ٱبۡتِغَآءَ مَرۡضَاتِ ٱللَّهِ وَتَثۡبِيتٗا مِّنۡ أَنفُسِهِمۡ كَمَثَلِ جَنَّةِۭ بِرَبۡوَةٍ أَصَابَهَا وَابِلٞ فَـَٔاتَتۡ أُكُلَهَا ضِعۡفَيۡنِ فَإِن لَّمۡ يُصِبۡهَا وَابِلٞ فَطَلّٞۗ وَٱللَّهُ بِمَا تَعۡمَلُونَ بَصِيرٌ

Translation:

> And the parable of those who spend their wealth in search of Allah's pleasure and for the steadfastness of their souls, like a garden located on the plateau that is watered by heavy rain, then the garden bears twice as much fruit. if the heavy rain does not water it, then the drizzle is (adequate). and Allah sees what you are doing(Departemen Agama RI, 2010).

In this verse, we are required to allocate the capital we have correctly in order to obtain the pleasure of Allah swt. By placing the grace of Allah swt, as the main goal, it will get double profits

so that *the home* of the Mandar silk weaving industry continues to run.

The results of this study are in line with research conducted by (Iryadini, 2011) which states that working capital has a positive effect on the production output of small cracker industries in Kendal Regency.

**The Influence of Labor on the Production Value of the Mandar Silk Weaving Industry Home**

Based on the results of the study, it shows that the labor force has a negative and insignificant effect, so that the labor cannot increase the production value of *the Mandar* silk weaving industry in Limboro District, Polewali Mandar Regency. The addition of labor can have an impact on production output. The short-term impact will be a decrease in production because the old workforce will train and teach the new workforce so that the old workforce will take longer to complete their work. Meanwhile, the long-term impact can increase production output. Islam encourages its people to work or produce and make it an obligation to those who are able, and Allah swt, will give more than a reward for the deeds or efforts made. As in QS. An-Nahl/16:97.

مَنۡ عَمِلَ صَٰلِحٗا مِّن ذَكَرٍ أَوۡ أُنثَىٰ وَهُوَ مُؤۡمِنٞ فَلَنُحۡيِيَنَّهُۥ حَيَوٰةٗ طَيِّبَةٗۖ وَلَنَجۡزِيَنَّهُمۡ أَجۡرَهُم بِأَحۡسَنِ مَا كَانُواْ يَعۡمَلُونَ

Translation:

> Whoever does righteous deeds, both male and female, in a state of faith, then We will give him a good life, and indeed We will reward them with a better reward than what they have done (Departemen Agama RI, 2010).

According to Cobb Douglas, the determinants of production such as labor are important to pay attention to, especially in an effort to get a reflection of the production level of a production business through two inputs, namely capital and labor (Wilson, 2010).

**The Effect of Working Hours on the Production Value of the Mandar Silk Weaving Industry Home**

The results of this study show that working hours have a positive but not significant effect, so that working hours can increase the production value of *the Mandar silk* weaving industry in Limboro District, Polewali Mandar Regency but not significant or affect slowly. The longer the time used by the Mandar silk weavers, the longer the time used to complete the work. If the time used by Mandar silk weavers is faster to complete their work, then in a month the weavers can increase their production value. As in QS. Al-Qashash/28:73.

وَمِن رَّحۡمَتِهِۦ جَعَلَ لَكُمُ ٱلَّيۡلَ وَٱلنَّهَارَ لِتَسۡكُنُواْ فِيهِ وَلِتَبۡتَغُواْ مِن فَضۡلِهِۦ وَلَعَلَّكُمۡ تَشۡكُرُونَ

Translation:

> And by His grace, He made for you night and day, that you may rest in that night and that you may seek a portion of His bounty (during the day) and that you may give thanks to Him (Departemen Agama RI, 2010).

According to (Mankiw, 2001) explained that every increase in operating time will open up opportunities for an increase in sales turnover, productivity refers to the quantity of goods and services that a worker can produce per hour worked. The results of this study are in line with research conducted by Candora (2013) which states that working hours do not have a significant effect on the income of wooden batik craftsmen.

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