



## SUSTAINABILITY OF GOAT LIVESTOCK PARTNERSHIP BASED ON MUTUAL TRUST

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### ABSTRACT

The problems that occur in the farming community are that many do not continue the partnership that occurs because mutual trust between the nucleus and plasma has not been developed by both parties, as a result of the partnership not being professional or written. Therefore, this study wants to know in terms of mutual trust in plasma and vice versa in partnerships for sustainable livestock development. In order for this research to have an operational direction, the stated research objective is to determine the level of mutual trust in plasma and vice versa in conducting sustainable livestock business partnerships. This study uses a quantitative approach. Data was collected using questionnaires and direct interviews with 15 plasma respondents who came from farmers who entered into partnerships, and 10 respondents who came from nucleus. This research was conducted in one of the districts in West Sulawesi. The focus of the research concerns the behavior of mutual trust between the nucleus and the plasma which has no written rules. The theoretical basis used in measuring the level of mutual trust is without mutually agreed written rules. This research refers to the theory of PARSON (1985), which states that social action occurs in a situation, where some elements are certain, such as mutual trust that is bound in a rule, this is intended as a tool to achieve a common goal. The results showed that on average the partnership between nucleus and plasma was in the medium category, while plasma against nucleus was in the high category. the lack of sustainability of the goat farming business is due to the role of the government as an intermediary that still needs to be improved.

**KEYWORDS:** Medicinal flora, Anticancer agents, Bioactive compounds.

### INTRODUCTION

Ministry of Agriculture targets farmer exchange rate (NTP) 115 -120 and the income per capita of farmers was Rp. 7.93 million per year at the end of 2014. Realization of NTP in July 2013 was 104.58 and per capita income of farmers was Rp. 5.82 million per year.<sup>[1]</sup> This is in line with government policy No. 20 of 2008 and Government Regulation No. 17 of 2013 that to increase the income of farmers, a partnership pattern is needed.

The Partnership Pattern is one solution to overcome the limitations of farmers in developing goat farming businesses. Principles and Benefits of Partnership is a business strategy carried out by two or more parties within a certain period of time to achieve mutual benefits with the principle of mutual trust, need and benefit.<sup>[2]</sup>

The benefits of the partnership are: (1) the achievement of high productivity; (2) achieving efficiency; (3) quality, quantity and continuity assurance; (4) risk management; (5) increase the acquisition of added value, (6) grow the rural, regional and national economy; and (7) expanding job opportunities. Shaw (1997), in Exhibiting Trust that Trust based on a commitment to the rules both verbally and in writing is a person's expectation, belief in the possibility of one's actions will be beneficial, beneficial or at least not reduce the benefits of others to get the delegation of authority.<sup>[3]</sup>

As the actor who carries out the goat farming business partnership, the one who acts as the core is the owner of capital, the owner of goat livestock. Meanwhile, the breeder acts as a plasma in this case the owner of the land, the pen, who cares for or maintains the goats.

While the rules of the partnership pattern run by the nucleus and plasma are (1). profit sharing system 50% : 50%; (2). if the first child is male then it is the property of the nucleus, and if it is female then it becomes the property of the plasma or breeder; (3). if the plasma party wants to sell their livestock after weaning, the nucleus party buys it or pays the plasma according to the prevailing market price, and the plasma party continues to maintain it, and if at some point when the nucleus is going to sell it then the plasma party is entitled to get 50% of the value of the livestock price the goat. And to avoid things that are not desirable, everything is stated in the initial agreement, whether written or unwritten, and all these rules of the game are called mutual trust. Trisnaningsih, (2001), states that commitment to organizational or institutional rules will lead to a positive attitude towards where the actor works.<sup>[4]</sup> Lakin., (1990), states that professional commitment is the level of individual loyalty to his profession as perceived by the individual.<sup>[5]</sup>

For the purposes of this research because of the assumption that the occurrence of deviations from contracts or rules is as a result of interests, so that it has an impact on dissatisfaction and distrust. So that the measurement reference in this partnership is based on mutual trust and subject to mutual agreement, which has an impact on satisfaction and dissatisfaction.

From the description above, whether or not the business partnership continues is largely determined by the embedded confidence in both the core and the plasma in running the business partnership. This is in line with the partnership expressed by experts that partnerships can achieve a common goal of mutual benefit if the parties have trust, commitment, and power.<sup>[6,7,8]</sup> While the results of the research produced by Listiana (2010) on the partnership between PT Great Giant Livestock Company and breeders in Central Lampung Regency showed that the internal and external factors of breeders, partnership characteristics, farmer participation and partnership supporting elements had a joint effect on the success of the partnership by 83, 1%. Based on the description above, this research focuses on the level of mutual trust in goat business partnerships whose measurements are based on mutual trust, which has an impact on dissatisfaction, and satisfaction.<sup>[9]</sup>

## RESEARCH METHODS

This research was conducted in one of the districts in West Sulawesi Province for 2 months in 2022. On the basis of the main issue, many goat business partnerships do not continue and some continue, this is thought to be a result of interest factors that end in mutual distrust which has an impact on dissatisfaction, this study determined 15 plasma people as respondents, and 10 core or capital owners as respondents who were determined by purposive sampling so that the number of respondents was 25 people. The method of collecting data on respondents is by conducting direct interviews with the

question tool, namely the questionnaire. And before collecting data to determine research variables and indicators, it is preceded by a field survey and holding a meeting known as a focused group discussion (FGD). The results of data collection were analyzed by descriptive statistics, because the nature of the data is qualitative while the type of research is quantitative descriptive, then the qualitative data is quantified using the Likert scale data size, namely with the help of scores of 3, 2 and 1.<sup>[10,11,12,13]</sup>

The results of the field portrait show that there is a tendency for failure to be caused by the variable of mutual trust in the goat husbandry partnership which is expected to end with a level of satisfaction. Thus, this variable needs to be proven through measuring indicators including commitment to the rules made together, obeying values, obeying common goals. Along with this condition, the basic reference for determining research variables and indicators is by using the grand theory of.<sup>[6,14]</sup> Also, this research still refers to the results of previous studies which will be compared with the results of these studies, in order to obtain theoretical implications and policy implications. And the results of this research will contribute to the core and plasma actors who make business partnerships for goats to be sustainable. Also as an implication of government policy in this case the Livestock Service Office to play its role as a mediator between nucleus and plasma so that this partnership is sustainable and mutually beneficial.

## RESULTS AND DISCUSSION

### 1. Core Trust or Mutual Trust in Plasma in Goat Livestock Business Partnership

The success of the goat business partnership is largely determined by the variable of mutual trust which is measured in the form of commitment to the rules made together, obeying values, obeying common goals. The elements of commitment listed in the rules that have been made together include: (a). profit sharing system 50% : 50%; (b). if the first child is male then it is the property of the nucleus, and if it is female then it becomes the property of the plasma or breeder; (c). if the plasma party wants to sell their livestock after weaning, the nucleus party buys it or pays the plasma according to the prevailing market price, and the plasma party continues to maintain it, and if at some point when the nucleus is going to sell it then the plasma party is entitled to get 50% of the value of the livestock price the goat; (d). communication; (e). Farmers' complaints need to be addressed quickly: 2. Obedience to values includes; (a). Trying to improve plasma performance; (b). Realizing the responsibility to achieve achievement; 3. Obedient to common goals (a). Realizing mutually beneficial goals; (b). realize the goal of mutual trust and cooperation.

To reveal the rating score and the variable category of mutual trust in goat business partnerships, the results of this study were assessed based on three categories with a value range of 0.00 – 1.00 (score 1) including the

category of low trust, 1.00 – 2.00 (score 2) is in the medium confidence category, and 2.00 – 3.00 (score 3) is in the high confidence category. The results of research

on core trust or mutual trust in plasma in goat business partnership activities are presented in Table 1.

**Table 1: Core Trust or Mutual Trust in Plasma in Goat Livestock Business Partnership.**

Variable	Indicator	Response Score 1 2 3	Rating Score	Category
Trust/Mutual Trust	a. Obey the partnership rules	3 3 4	2,1	High
	b. Adhere to the value of partnership activities	3 2 5	2,2	High
	c. Adhering to the common goals of the partnership	4 3 3	1,9	currently
Average value of trust/mutual trust			2,0	currently

Source: Research Results, 2022.

Explanation:

1. Low trust (0,00 – 1,00) = score 1
2. moderate confidence (1,00 – 2,00) = score 2
3. High Trust (2,00 – 3,00) = score 3

From Table 1. It can be seen that the core trust or mutual trust towards plasma in goat business partnership activities in terms of obeying the rules and obeying the values is high, this is indicated by the rating scores of 2.1 and 2.2 or in the range of 2.00. – 3.00. This means that core trust in running the partnership needs to be maintained. And Inti must always motivate plasma to improve work performance and should be given awards or rewards for breeders who are successful in partnership. For the variable of trust or mutual trust in terms of being obedient to common goals in partnership activities, it is included in the medium category with a rating score of 1.90 or is in the range of values from 1.00 to 2.00. This means that the core party must change the pattern in the partnership that the notion of partnership is mutual cooperation and mutual benefit, and this understanding has not been interpreted by the plasma party, and tends to still assume that the partnership is fully dominated by the nucleus because of the assumption that the owner of capital, and of course the plasma needs it. because the plasma in a weak position of the capital, and weak network. So it can be concluded that it is very worrying if the goat business partnership variable trust or mutual trust in terms of obeying the common goals of the partnership must be addressed properly, namely prioritizing mutual benefits for both parties and mutual openness in order to achieve mutually beneficial mutual goals. This means that what is recommended in this study is the tendency for goat husbandry partnerships to be the answer expected by the government as regulated in government policy No. 20 of 2008 and Government Regulation No. 17 of 2013 that to increase the income of farmers, a partnership pattern is needed, and mutually beneficial and Plasma.

**2. Plasma Trust or Mutual Trust in the Core in Goat Farming Partnership**

The success of the goat farming business partnership is largely determined by the variable of mutual trust which is measured in the form of commitment to the rules made together, obeying values, obeying common goals. The elements of commitment listed in the rules that have been made together include: (a). profit sharing system 50% : 50%; (b). if the first child is male then it is the property of the nucleus, and if it is female then it becomes the property of the plasma or breeder; (c). if the plasma party wants to sell their livestock after weaning, the nucleus party buys it or pays the plasma according to the prevailing market price, and the plasma party continues to maintain it, and if at some point when the nucleus is going to sell it then the plasma party is entitled to get 50% of the value of the livestock price the goat; (d). communication; (e). Farmers' complaints need to be addressed quickly: 2. Obedience to values includes; (a). Trying to improve plasma performance; (b). Realizing the responsibility to achieve achievement; 3. Obedient to common goals (a). Realizing mutually beneficial goals; (b). realize the goal of mutual trust and cooperation.

To reveal the rating score and the variable category of mutual trust in goat business partnerships, the results of this study were assessed based on three categories with a value range of 0.00 – 1.00 (score 1) including the category of low trust, 1.00 – 2.00 (score 2) is in the medium confidence category, and 2.00 – 3.00 (score 3) is in the high confidence category. The results of the research on the trust or mutual trust of Plasma towards the nucleus in goat business partnership activities are presented in the table 2.

**Table 2: Trust or Mutual Trust in Plasma towards the Core in Goat Livestock Business Partnership.**

Variable	Indicator	Respons Skore 1 2 3	Rating Score	Category
Trust/Mutual trust	a. Obey the partnership rules	3 6 6	2,2	High
	b. Adhere to the value of partnership activities	2 7 6	2,3	High
	c. Adhering to the common goals of the partnership	3 7 5	2,1	High
The average value of plasma confidence in the nucleus				High

Source: Research Results, 2022

From Table 2. It can be seen that the trust or mutual trust of the plasma towards the nucleus in the goat farming business partnership activities in terms of obeying the rules and obeying the values, as well as obeying the common goals in the partnership activities is high, this is indicated by the rating scores of 2.2 and 2, 3, and 2.1 or in the value range of 2.00 – 3.00, including the high category. This means that plasma trust in the core in running the partnership needs to be maintained. This means that with conditions like this, Inti must maintain good cooperation, and should always provide motivation to plasma, meaning that plasma improves its work performance, and to increase high trust in addition to the indicators above, awards or rewards should also be given to breeders who are successful in partnership. also communication and core openness to plasma must be maintained or enhanced.

### CONCLUSION

Medicinal Trust or mutual trust The core of plasma in running a goat farming business partnership, is in the medium category or is in the rating score of 1.00 – 2.00. Which means that the relationship of cooperation and mutual trust between the nucleus and plasma needs to be improved in terms of commitment or sticking to the rules of the common goals to be achieved, and vice versa plasma to the nucleus needs to be maintained and improved in terms of obeying the rules, obeying values and obeying the common goal, namely mutual benefit in carrying out business partnership activities for goats, this is shown in the rating score of 2.00 – 3.00. And by implication the theory of this research is still in line with the theory expressed by Talcot Parson, and this research applies to the location where this research is located and does not necessarily apply to other research locations, so that the issues that develop in different areas are not necessarily the same in every condition of the research area. Then by policy implications for sustainable goat business partnerships, the government should be the middleman and improve monitoring, evaluation and control, and improve quality control in every activity in business partnerships, so that the partnerships run by the nucleus and plasma are as expected by the government, and mutual trust in the institutional structure of business partnerships.

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