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Live Survival Strategy to Grow Entrepreneurial Interest in the Perspective of Maqashid Asy-Syari'ah (On Deaf-Mute Disabilities UPT RSBRW - Pasuruan)

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ABSTRACT

Difficulties for people with hearing and speech impairments in accessing formal employment because companies only open and look for workers in the physically & mentally healthy category, to increase productivity & effectiveness of employee performance. While getting a job is very important & fundamental for sustainability & continuity. One of the problems faced by people with hearing impairments is how to develop skills & knowledge according to their talents and interests, so that they are able to move independently in fulfilling and prospering their needs & desires without depending on the informal sector. This research is descriptive research with a qualitative approach. The researcher will describe survival strategies to foster interest in entrepreneurship for people with hearing and speech impairments according to field conditions with the aim of finding a comprehensive survival strategy formulation. From the results of data analysis in the field, it is clear that the concept of success in the presence of limitations / impairments is that there are 3 types of survival strategies used by people with hearing and speech impairments, namely: active strategy (having, independence, confidence, enthusiasm, optimism, perseverance), passive strategy (making savings in meeting needs: dharuriyat, hajiyat, tahsiniyat, and implementing rational consumption patterns/ mustahlik al-aqlani), network strategy (using available accessibility & building relationships with related agencies).

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Introduction

The role of the younger generation is very much needed in the era of development, where educated young people are potential and dynamic forces. The soul of youth is a dynamic soul that lives actively and is full of ideals for a good future. In the minds of young people, a future life full of hope is generally imagined. That is why the expression "youth is the hope of the nation" is common. The future of the nation rests on the shoulders of the youth (Fitriyanti, 2023). The younger generation is the heir to the noble values of culture and the successors of the nation's ideals and are human beings of development. Based on data from the Central Statistics Agency in 2022, the number of young people is currently around 66.90 million people or 23.90% of the total population of Indonesia (Fauziana et al., 2022).

Society can be empowered when they benefit from all the potential strengths that exist in themselves and their environment (Mafruchati et al., 2024). The role of youth is highly sought after because they can build strengths that can encourage, increase awareness, motivate, and contribute to the development of community potential (Irawati & Haidar, 2023a). In national development, the emergence of young people who have the responsibility and a pioneering spirit in building the future of the Nation and State is required (Irawati & Haidar, 2023b). Youth are future leaders of the nation who are strong-willed, sensitive, disciplined, independent, have a strong work ethic, have high ideals, and broad insight, and can overcome challenges while still paying attention to religious and moral values (Fitriyanti & Kulsum, 2024).

The phenomenon that we often encounter in society recognizes the existence of people with disabilities as someone who has or has deficiencies/limitations in body structure / physically paralyzed legs/hands, blindness, deafness in themselves (Mafruchati et al., 2022). Limitations or lack of organ ability so that it affects the physical and mental ability to carry out essential activities independently to take care of and meet their life needs. (Irawati, 2021). The stigma or assumption of society that looks down on the existence of people with disabilities who have limitations, difficulties, and deficiencies, as a result, people with disabilities often get different treatment from normal people in general, because society assumes that people with disabilities are people who cannot do anything or are unable to do work as effectively as possible in the sense of needing help from others to do all their activities.

Disabilities are individuals who have physical, mental, or intellectual limitations and have a fairly difficult space to get a job, because they have to be able to adjust to non-disabled jobs. Well, one of the efforts to fix the above problems is by providing guidance/guidance, both physical, mental, and vocational guidance (Yasin Ihsan M et al, 2020). Forms of social discriminatory treatment that often appear and lead to various actions and treatments in society include social exclusion (exclusion), stereotypes (prejudice of visible behavior), bullying (violence). In fact, as we know behind the shortcomings there must be advantages that should be maximized into an opportunity or potential to develop the talents and skills they have. People with disabilities should get the same opportunities in all aspects of life such as: health, education, protection, treatment, social integrity, fulfillment of needs, provision of easy services needed such as: provision of access services to develop themselves according to their talents and interests as provisions for entering the world of work (Lipkin et al., 2020).

One of the problems faced by people with disabilities is how to develop skills and knowledge according to their talents and interests (Schiariti, 2020). So that they are able to move independently in fulfilling and prospering what are their needs (needs) and desires (desires) in life. The problem of disability is a shared task and responsibility between residents and related agencies or stakeholders to provide medical, care and social rehabilitation services (Mafruchati, Othman, et al., 2023). The Indonesian government has issued a law on the protection of employment opportunities for people with disabilities, namely Law No. 13 of 2003, article 28 states "Employers must employ at least 1 (one) person with a disability who meets the job requirements and job qualifications in the company for every 100 workers in their company". This is in accordance with the explanation of Article 14 of the Law on People with Disabilities "State and Private Companies provide equal opportunities and treatment to people with

disabilities by employing people with disabilities in their workplace. According to the type of disability, education, ability, and number are adjusted to the number of employees or qualifications of the company. The low participation rate of people with disabilities in the labor market is due to physical limitations (impairments) which result in decreased opportunities to get job opportunities. Due to limitations, deficiencies, or difficulties in interacting and participating well and effectively in society in the long term. (Nurohmah Syifa, 2019).

The difficulty of people with disabilities in accessing formal employment is because the company only opens and seeks workers with a category of physical and mental health to increase employee productivity and performance effectiveness. Getting a job is fundamental for the continuation (sustainability) and continuity of life (continuity). This is a barrier to communicating and interacting, participating fully and effectively in the family and community environment (Amini et al., 2021).

Based on the results of the researcher's observations in the field and data on deaf and mute people with disabilities at the UPT RSBRW Pasuruan, it can be concluded that out of 56 deaf and mute people with disabilities, they have low competitiveness in the business sector/workplace. Therefore, a strategy is needed that focuses on the mechanism and optimization of establishing partnerships between related agencies and stakeholders to work together to ensure that people with disabilities can grow and develop well. Providing knowledge and skills to enrich the abilities of people with disabilities related to entrepreneurial interests. So that they can improve their quality as capital to be ready to enter the world of work, able to analyze business opportunities.

Influencing consumers to decide to use their services and being able to capture market share and new markets. This is what drives researchers to try to describe a social symptom/phenomenon that occurs in the UPT RSBRW Pasuruan Regency community, here the researcher describes the social & economic conditions of people with disabilities who have limitations in communicating, interacting and participating actively. This study aims to find a formulation of a survival strategy, as an appropriate and fast solution in overcoming the opportunity to earn income/revenue without relying on the informal sector.

Table 1
**Number of Deaf and Mute People with Disabilities According to Place of Residence,
 Work Skills, Productive Age and Field of Business
 At UPT RSBRW - Pasuruan**

No	Type	Place	Amount
1	Residence	1. Urban	29
		2. Rural	27
2	Skill	1. Make up	8
		2. Cook	16
		3. Sew	14
		4. Welding	18
3	Productive Age	1. 15-24	16
		2. 25-59	40
		3. 60	0
4	Gender	1. Man	24
		2. Woman	32
5	Business Field	1. Sales force	8
		2. manual laborer	7
		3. Self-employed/independent	12
		4. Not Working/looking for work	29

Data Source: Primary Data (UPT RSBRW Pasuruan Regency, 2023)

From the data above, we can conclude that children with disabilities have low competitiveness in the business sector / work world compared to non-disabled children. Therefore, a strategy is needed that focuses on the mechanism and optimization of establishing partnerships between related agencies and stakeholders to work together to ensure that children with disabilities can grow and develop well. The condition of deaf and mute children who are in the UPT (Technical Service Unit) of the Pasuruan Deaf and Mute Social Rehabilitation (RSBRW), they are trying hard to expect the current conditions to be better than before, and the future life & trying to be able to meet primary needs / dharurriyat (clothing / clothing, food, shelter), secondary needs hajiyat (education, health, entertainment) and tahsiniyah or complementary needs. Increasing welfare lies in the protection of hifd ad-din (maintenance of religion), hifdz al-maal (maintenance of property), hifdz al-nasb (offspring), hifdz al-aql (reason), hifdz al-nafs (maintenance of the soul), to achieve happiness in this world and the hereafter / falah (Wardhana, 2022).

Providing knowledge and skills to enrich the abilities of people with disabilities related to entrepreneurial interests (Vassos et al., 2019). So that they can improve their quality as capital to be ready to enter the workforce or be able to analyze business opportunities by presenting local products/handicrafts such as: clothing convection with various motifs, both embroidery and sequins/beads. So that it influences consumers to make a decision to buy/use their services and is able to capture market share and new markets. Local Government Agencies, Industry Service, Manpower Service, Cooperative and SMEs Service, Social Service and stakeholders/stakeholders, especially from the business world, play an active role in providing access to accessibility of resources, facilities and infrastructure, and helping to ensure there is no discrimination in equal opportunities in all aspects of life. In Islam we know the term falah (happiness) which is related to prosperity or prosperity, success in achieving what we want (Zulaikha et al., n.d.).

Based on the above conditions, deaf and mute disabilities in the Pasuruan Deaf and Mute Social Rehabilitation Unit must have a survival strategy as a process of determining long-term direction and goals through efforts to utilize and allocate resources effectively and efficiently. Although they have deficiencies or limitations in body structure / physical (deaf), they must be able to highlight or maximize their abilities / skills (sewing, embroidery, attaching burci sequins / beads) to clothes, make-up and cooking. The development of the potential and skills above must be based on confidence, a spirit of optimism and perseverance by utilizing existing facilities and infrastructure to build interest in entrepreneurship, being able to analyze business opportunities without relying on the available employment sector. Here they strive to succeed as entrepreneurs despite their limitations, strive to independently earn income / earnings, and apply rational consumption patterns (mustahlik al - Aqlani) which means buying goods according to needs / priority scale.

Research results (Istifarroh et al, 2019). Providing knowledge and skills to enrich abilities related to entrepreneurial interests that can improve their quality as the main and first basic capital to be ready to enter the world of work, able to analyze business opportunities without relying on the formal sector, but trying to independently get or open up jobs through developing their potential and skills. Research (Tjahjati, 2018) of people with disabilities living in Sidoarjo, Surabaya, Pasuruan. From this study, it can be concluded that independence is one of the most needed abilities in living life, both those who have normal physical conditions and those who have limitations in body structure / physical. Motivation is the main factor in entrepreneurship for people with disabilities to earn income to support their families, establish relationships with many people, help people with disabilities so that their lives are more prosperous, have self-esteem and desire in order to empower their economy sustainably and sustainably with tactics, namely the strategy of gathering, sharing what is the problem in developing their micro-businesses by opening their own businesses.

Different from the study, previously studied a lot about the entrepreneurial spirit of people with disabilities and how to survive amidst the economic problems they face. The concept of live survival strategy for deaf-mute disabilities who have limited hearing loss / impaired hearing or speech function

caused by birth, accidents or illness. At the UPT RSBRW Pasuruan Regency they are equipped with knowledge and skills (sewing clothes, shoes, cooking, make-up, welding) as capital so that they are ready to enter the world of work or are able to analyze business opportunities by opening a business / business according to their talents and skills. interest in entrepreneurship / entrepreneurship that must be possessed through skills / knowledge is expected that deaf-mute disabilities can analyze business opportunities, process business / business management and be able to take action appropriately and quickly in formulating solutions and taking business risks. Here they are given skills in business / business able to collaborate in a team / independently, demonstrate creative abilities (creativity skills), innovative (innovation skills), critical thinking (critical thinking) in problem solving (problem solving skills), through the application of survival strategies.

Literature Review
Survival Strategy

Strategy can be interpreted as a process or tool for someone to make a plan and help achieve the desired goals in the long term and utilize the allocation of available resources to achieve the final goals of the results that have been set or formulated in a program or policy (Qosim et al., 2023). The concept of strategy is a form of means of achieving a plan which integrates goals, policies, which are a series of plans in a complete unit. As a formulation by mobilizing all available resources, and can be actually profitable in the business world (making a choice or decision) (Iman et al., 2022). Strategy can also be interpreted as an action that has a competitive advantage from a plan that has long-term goals or target targets of a work program (proker) that has been planned (Ryandono et al., 2019). Strategic management is a series of activities that underlie decision making that is formulated to achieve goals. Strategic management essentially involves 2 things, namely formulating and implementing a strategy (Zakik et al., 2022).

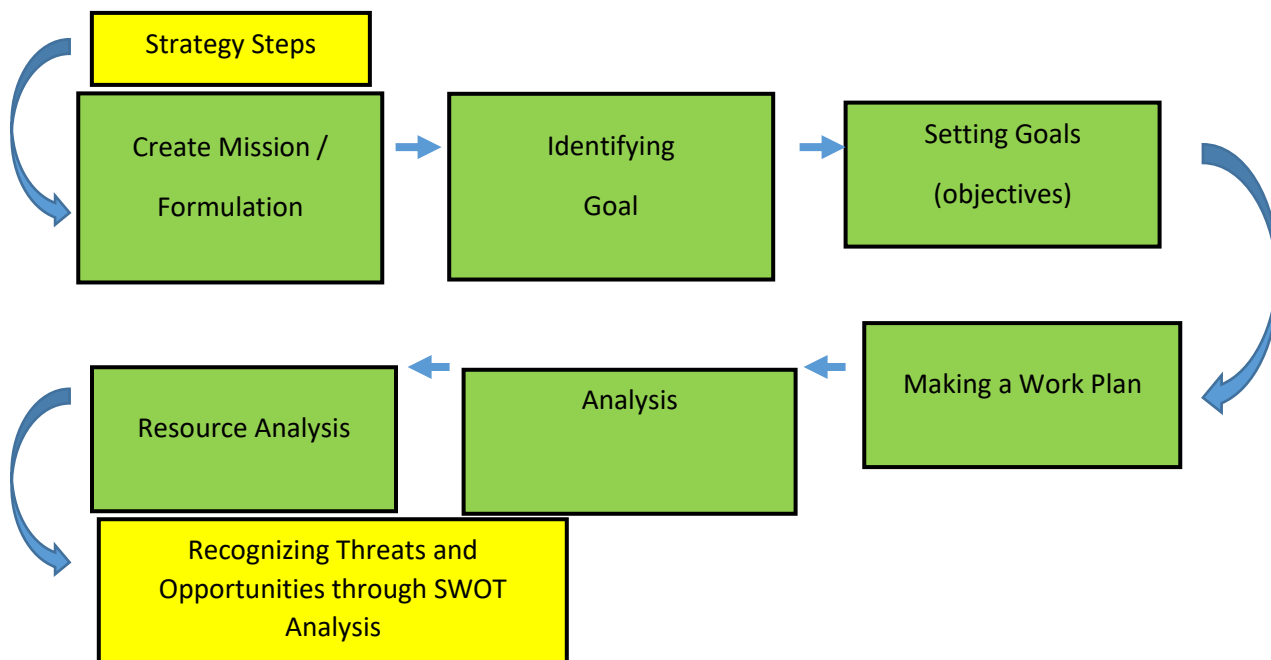


Figure 1. Strategy Steps

Survival strategy is a person's ability to apply a set of methods or tactics as a form of planning by integrating goals, and policies to overcome various problems faced in his life. Survival strategy determines humans to be survived amid economic shocks and pressures (Pratiwi et al., 2022). The definition of a survival strategy is a series of actions that have a competitive advantage/are consciously chosen by individuals and lower-middle socio-economic households in adapting to their environment as a form/tool that can be used to achieve long-term goals by allocating existing resources effectively and efficiently for continuity and sustainability (Mendo et al., 2023).

Survival Strategies for People with Deaf and Mute Disabilities

According to Aristotle, the purpose of human life is to achieve Eudaimonia, a socio-economic condition that is within the limits of sufficiency in fulfilling the necessities of life. People with hearing impairments are a condition of hearing organ dysfunction or loss of hearing and speech function either due to birth, accident, or illness, they use gestures/writing data to communicate using non-verbal communication or sign language to interact or communicate with individuals in their surrounding environment. The condition of people with hearing impairments at the integrated service unit (UPT) Social Rehabilitation Bina Rungguwicara - Pasuruan who have physical limitations (impairment) in terms of hearing or the ability to speak and speak, these limitations are barriers to being able to communicate and interact and play an active role in society.

The condition of people with "deaf and mute disabilities" who tend to depend on the help of others, makes them often looked down upon or receive social treatment: exclusion (exclusion), stereotypes (stigma / apparent assumptions), and bullying (violence). To adapt to their environment, a person with disabilities must have 3 survival strategies to maintain the continuity of their lives (Masefield et al., 2020). The indicators in the implementation of the implementation of survival strategies in fostering interest in entrepreneurship at the UPT RSBRW- Pasuruan are:

1. An active strategy is a strategy that optimizes all potential, talents, skills, and knowledge that is possessed and can analyze/seek business opportunities by opening a business without relying on the informal sector.
 - a. Have an independent nature (confidence, passion, optimism, perseverance, and innovation)
 - b. Developing potential knowledge and skills
2. Passive strategy is a strategy that aims to reduce and regulate the fulfillment of needs.
 - a. Making savings in fulfilling needs: dharuriyat / primary, hajiyat / secondary, tahsiniyat / tertiary (Zulaikha et al., n.d.).
 - b. Implementing a rational consumption pattern (mustahlik al-aqlani) means buying goods according to needs by making a priority list/scale (Azizah, 2019).
 - c. Relying on capital assistance from family, government agencies and stakeholders.
3. Network strategy: a strategy that includes establishing relationships, both with government agencies and stakeholders (in this case, business actors).
 - a. Utilizing social networks by building relationships with related agencies and business actors.
 - b. Utilizing available accessibility (ease of facilities and infrastructure, time, costs) provided by the government or stakeholders.

In James C. Schoot's theory of sustenance ethics, a theory states that for society to survive socio-economically, it must be able to adapt to its surroundings by maintaining tradition, avoiding risk, and living

in reciprocity (Mafruchati, Ismail, et al., 2023). Survival strategy is a form or way/human effort to fulfill socio-economic needs with tools (means) and goals (ends) to maintain survival with all available resources in minimal conditions (Ghifara et al., 2022).

Interest in Entrepreneurship

The development of the industrial era 4.0 in the world today has caused competition in various aspects of life that is very tight (Ryandono et al., 2022). Acceleration of economic interaction between countries by eliminating (barriers) in industrial trade transactions (Santoso & Kusuma, 2023), industrial concepts that combine automation technology and data exchange, servers and integrated network systems that work in every economic activity including production, distribution, and consumption processes have begun to be urbanized (Muhaimin et al., 2023). The availability and ease of expanding access to digital technology better known as the "Internet of Things" (IOT) which is beginning to touch the virtual world of connectivity and human interaction processes through machine intermediaries from data (Yudha et al., 2024).

In addition, there is also a discussion about strategies that help disabled entrepreneurs to empower the economy sustainably carried out (Tjahjati, 2018) by people with disabilities living in Sidoarjo, Surabaya, Pasuruan. From this study, it can be concluded that independence is one of the most needed abilities in living life, both those who have normal physical conditions and those who have limitations in body structure / physical. Motivation is the main factor in entrepreneurship for people with disabilities to earn income to support their families, establish relationships with many people, help people with disabilities so that their lives are more prosperous, have self-esteem and desire in order to empower their economy sustainably and sustainably with tactics, namely the strategy of gathering, sharing what are the problems in developing their micro-businesses by opening their own businesses (Houtrow et al., 2020).

The concept of entrepreneurship for children with disabilities in facing the industrial era 4.0 put forward (Rois et al. 2023) the development of the industrial era 4.0 in the world today, has caused competition in various aspects of life that is very tight. For children with disabilities 4.0 is an opportunity and can also be a serious threat and this era is marked by the increasingly central role of cyber technology in aspects of human life (Arifin et al, 2021) we can see this from the characteristics of the 4.0 era:

1. Interconnection of machines and communication devices with the internet
2. Transparency of information
3. Decentralization
4. Technical assistance

The goal of the 4.0 era is to realize the digitalization of automation of all aspects of life through the use of technology. One of the efforts in entrepreneurship education is an effort to create students who are intelligent, independent, creative and skilled in facing global competition. "Developing basic concepts of education, skills and life skills to form graduates who are creative, innovative, independent and able to work together before they enter the business world through training (Febriyanti et al., 2022). Training is an effort designed to improve work performance/goals to be more skilled & productive in a particular job that is their responsibility (Juliansyah et al., 2021).

Interest in entrepreneurship is one of the solutions that can be done by people with disabilities so that their lives are more decent and change (Wijayanti et al., 2020). This is where people with disabilities try to be independent amidst the limitations they have to earn income by creating jobs or starting their own

businesses. To equip someone to become a successful entrepreneur (Wardhana, 2023), a character is needed that can enable them to survive the ups and downs of business / business, namely having confidence or self-confidence and being optimistic, oriented towards tasks and results, daring to take risks and liking challenges, originality and oriented towards the future (Chigwada & Chisita, 2021). The phenomenon of the decision to become an entrepreneur is not as easy as turning the palm of your hand. A continuous learning process is needed accompanied by an effective mentoring relationship. The concept of entrepreneurship that has been developed in the world of education or other aspects of life aims to create business skills, knowledge in managing business or business management and the journey in formulating problem solutions and being able to take business risks (Pranasari et al, 2019). Interest in entrepreneurship can be interpreted as a mental orientation / belief in a person related to desires & hopes that encourage someone to consciously make decisions to start a business and develop it with proper & fast planning (Wibowo et al., 2022)

The study of entrepreneurial spirit in people with disabilities is closely related to the live survival strategy or the concept of survival strategy. Survival strategy is a person's ability to determine a set of ways to overcome various problems in their lives, especially in overcoming economic shocks and pressures through strategy (Cai et al., 2019). Active strategy is a strategy that optimizes all potential and is able to find business opportunities. Passive strategy is a strategy that reduces expenses and regulates needs and network strategy is a strategy that regulates and includes how to establish relationships both formally and informally in the surrounding environment (Rahman et al., 2022).

Methodology

This research is a descriptive study using a qualitative approach method, the type of research data is primary data and secondary data. The instrument used to collect data is participant observation or direct observation and interviews conducted over 3 months starting from August 14 - November 20, 2023. Here the researcher tries to actively participate in the research location to describe a symptom, event, and incident that is happening now after that the researcher records, collects, summarizes and presents it in the form of data, after being sorted, collected, and grouped to be identified, so that it can provide information according to the conditions of the facts in the field and obtain solutions to answers to the root of the research question. The researcher describes the socio-economic conditions of people with disabilities who have limitations in communicating, interacting, and actively participating in society. This study aims to observe the survival strategy, as an appropriate and fast solution in overcoming the opportunity to earn income/revenue by opening a business/business without relying on the informal sector.

Method of Collecting Data

The data collection method used in this study is random sampling where the population sampling technique is carried out randomly by considering the existing strata, the considerations are based on: age, religion, education level, knowledge/skills, degree of disability, and gender. which is considered to have a relationship with the research theme. (Sugiono, 2016). The population was 56 people. This study only took a sample of 16 selected deaf and mute people with disabilities after knowing and finding facts/fact-finding about who can apply the concept of success in limitations through live survival strategy. as well as mentors/tutors & heads of UPT. On the other hand, the instruments used to collect data are participant observation/direct observation and structured interviews using a series of questions that have been prepared previously, by recording, viewing, and reading documents carried out by researchers actively and

participating in the research location for approximately 3 months. while secondary data is in the form of notes or documentation, either in the form of photos of activities, or development report books for people with hearing and speech disabilities at the integrated service unit RSBRW Pasuruan Regency. Here the researcher describes the socio-economic conditions of people with disabilities who have limitations in communicating, interacting, and actively participating in society. This study aims to find a formulation of a survival strategy, as an appropriate and fast solution in overcoming the opportunity to earn income/revenue by opening a business/business without relying on the informal sector.

The method used is descriptive analysis, which is a descriptive method to explain, describe, and interpret objects/problems according to existing conditions. Here the researcher tries to describe a symptom, event, or incident that is happening now after that the researcher records, collects, summarizes and presents it in the form of data, after being sorted, collected and grouped to be identified, so that it can provide information according to the conditions of the facts in the field and obtain solutions to answers from the root of the problem of research questions. So that it can be read and provide information according to conditions in the field. In qualitative research, the presence of researchers as key instruments as well as data collectors. the presence of researchers at the location is necessary as observers, to obtain the information needed (Al-Okaily et al., 2020).

Data Analysis Techniques

In qualitative research, the position of the researcher is the key instrument and data collector. The presence of the researcher at the location is necessary as a data collector here the researcher as an observer participates in the data collection process by conducting observations and direct interactions continuously until complete, until the data collected is abundant or following what we want, only after that we choose which data is the object/indicator to describe the formulation of the problem through interviews, to obtain the sources of information needed, by summarizing, selecting, focusing on important things, and looking for themes according to the patterns/problems raised/data reduction. (Abdullah & Soebani, 2014).

Data analysis techniques are a process of finding data, arranging sequentially and systematically obtained by researchers from the results of interviews or interviews, in the field, be it data in the form of words or speech, photos or pictures, interview results and observations or notes of events in the field. The sampling method is simple random sampling, which is a technique for taking samples or population members that are carried out randomly, by paying attention to the strata in the population, (Sugiono, 2015). After the data is collected, the researcher categorizes the data to be studied, then describes it into a conclusion (Mafruchati et al., 2024). The last step is concluding/verifying conclusion drawing which is presented in the form of a description with the hope that the conclusion is a new finding that has never existed before or a development of existing findings. The conclusion here is the answer to the focus of the research on the problems that arise/exist based on the results of data analysis.

Instruments used in the Interview on Entrepreneurial Interests of Deaf and Mute Disabled People at UPT RSBRW - Pasuruan:

1. Analyzing business opportunities.
2. Have skills/education
3. Managing a business

4. Formulate problem solutions
5. Taking business risks

Meanwhile, the indicators used in the implementation of the Live Survival Strategy Deaf and Mute Disabled Persons at UPT RSBRW – Pasuruan:

- I. Active Strategy
 1. Have an independent nature (confidence, passion, optimism, perseverance, and innovation).
 2. develop potential knowledge and skills.
- II. Passive Strategy
 1. Making savings in meeting needs: *necessities*, pilgrimage, tahsiniyat.
 2. Implementing rational consumer patterns (*mustahlik al-aqlani*) means buying goods according to needs by making a list/priority scale.
 3. Relying on capital assistance from family or others.
- III. Network Strategy
 1. Utilizing social networks by building relationships with related agencies and stakeholders.
 2. Take advantage of available accessibility (ease of facilities and infrastructure, time, costs).

Results and Discussion

Brief Description of Integrated Service Unit (UPT) RSBRW (Social Rehabilitation for the Deaf and Mute) Pasuruan

UPT RSBRW Pasuruan Regency is a rehabilitation service for people with hearing impairments who have limited hearing loss/impaired speech function, either due to birth, accident, or illness. This technical service unit is part of the East Java provincial social service program. UPT RSBRW was first established on January 1, 2009, as an educational institution for orphans. However, over time and with socio-economic conditions, this UPT finally changed its function to become a rehabilitation center for deaf and mute children. This is where the deaf and mute disabled are equipped with knowledge and skills (sewing clothes, cooking, make-up, welding) as basic capital so that they are ready to enter the world of work or can analyze business opportunities, process business management and take action appropriately and quickly in formulating solutions and can take business risks. UPT RSBRW Pasuruan is located on Jalan RA Kartini no: 34 Dermo Bangil - Pasuruan with the following vision and mission:

VISION

Preparing deaf and mute people to become people who can carry out their social functions, be skilled, and become independent individuals without relying on other people even though they have limitations.

MISSION

1. Realizing equal opportunities
2. Prepare/optimize manpower/potential (talents & skills)/skilled human resources according to the needs of the labor market.
3. Availability of accessibility for people with hearing and speech impairments
4. Equal distribution of service coverage and target locations
5. Creation of social interaction patterns between deaf and mute people with disabilities and the wider community.

Rehabilitation is one of the efforts in handling people with hearing impairments so that they have motivation, enthusiasm, in developing abilities, skills, self-potential and are able to collaborate in a team /

independently, demonstrate creative abilities (creativity skills, innovation skills, critical thinking) as a process of determining long-term direction and goals through effective and efficient utilization and allocation of resources. The following are the results of research on survival strategies to foster interest in entrepreneurship in the review of maqashid asy-syari'ah for people with hearing impairments at the UPT RSBRW Pasuruan.

The Concept of Success in Limitations to Grow Entrepreneurial Interest

From the results of the researcher's interview with Sri Maryani S.Sos, M.Si, as the head of the UPT RSBRW Pasuruan, said "The concept of success in limitations/deficiencies through the implementation of survival strategies for people with hearing and speech disabilities is in line with the vision & mission of UPT RSBRW, namely to become an independent person through business without depending on the informal sector. This is where we provide services to people with hearing and speech disabilities who have physical limitations (impairments) both in hearing and speech and language abilities, this is what becomes a barrier/inhibitor in communicating, interacting, and participating in the surrounding environment (Interview, August 14, 2023).

Inn the results of the follow-up interview with the head of UPT also said that one of the problems or difficulties of people with disabilities in accessing formal jobs is because the company only opens and seeks workers with the category of being physically and mentally healthy. Here they are equipped with how to develop expertise knowledge and skills according to the talents and interests they have so that they can move independently in meeting their needs and desires. We provide services by facilitating or providing assistive devices according to each vocational class based on the abilities and talents they have so that they can be used as basic capital to enter the world of work even though they are limited. Rehabilitation for people with hearing and speech impairments aims to help them develop their potential and skills as the primary and first basic capital so that they are ready to enter the world of work without relying on the formal sector, but rather trying to obtain or open up employment/business opportunities.

To obtain information about the assessment measurement, the researcher also interviewed Mr. Ir. Bambang Praseno as a mentor/tutor, he said "Optimizing the potential of people with hearing impairments is following their talents, interests, skills, and conditions. We conduct assessments, and functional and vocational measurements of the abilities of people with hearing impairments by testing them into vocational groups/classes consisting of classes: sewing, embroidery, and electric welding, besides that there are also optional/supporting classes consisting of culinary, salon/make-up, and handicrafts (handicrafts). After we know their abilities and talents, we will place/group people with hearing impairments into their respective vocational classes. This is to provide tools to develop their potential and talent skills. After that, we make a class schedule in turns for approximately 6 months (Interview, August 23, 2023).

Placement of deaf and mute persons with disabilities at UPT RSBRW is based on their abilities, skills, talents, and interests as expressed by Novida Ariyani and Trijuni Andiharti as mentors/tutors in the sewing and cooking classes, they both said "The abilities and talents of deaf and mute persons with disabilities here are different, some have been to school and some have never been to school, for those who have been to school it will be easier to follow learning activities in class, but for those who have never been to school they tend not to focus on learning in class. The unstable level of emotions is sometimes also an obstacle for them to refuse to enter the class, some just keep quiet and don't want to do any activities in class. However, we still assist them and can control their emotions so they don't get angry. (Interview, August 31, 2023).

From the results above, it can be concluded that people with hearing and speech disabilities are trained to be independent even though they have physical limitations in interacting and communicating. This can be seen from the application of the concept of "Independence" such as cleaning oneself (bathing, washing clothes, washing eating and drinking utensils, cleaning the bedroom, cleaning the bathroom) by oneself without relying on others. In the learning process in the classroom, there is a role for deaf interpreters to help people with hearing and speech disabilities in the learning delivery method in the classroom used by instructors/tutors assisted by deaf interpreters/translators of the Indonesian Sign Language System (SIBI). They are Olvi Nanci Maripan & Rani Maharyani who help translate and communicate oral and written sources into sign language.

For assessment/measurement of the talents of deaf and mute people with disabilities according to Ir. Ferdyan Rachmad as a tutor/mentor in vocational classes; sewing, embroidery, electric welding, and elective classes; culinary, salon/make-up, handicraft/handicrafts every semester/every 6 months, we will provide a progress report covering: skill & ability aspects, physical aspects covering, (health development records and client hearing levels when they first entered - now. For example, height, blood pressure, and weight), mental aspects (development of attitudes & actions covering: obedience in religion, personality, responsibility, enthusiasm, and creativity), social aspects (development of communication with the social environment such as; level of concern, adjustment, cooperation, and communication with the surrounding environment), to the parents of clients/deaf and mute people with disabilities. Through this assessment, the UPT RSBRW will consider their graduation, after they are declared to have passed, the UPT will terminate or sever the relationship, and return them to the relevant family. The Pasuruan Regency government is tasked with following up through monitoring activities at the residences of clients who have graduated. (Interview, September 7, 2023).

The independence that they prepared and developed while at UPT according to Trijono Isdijanto, Head of Cooperatives and UMKM of Pasuruan Regency has helped them a lot to compete with other normal children in the world of work. Utilization of available accessibility (ease of facilities and infrastructure) from regional/government agencies both from the Cooperatives and UMKM Service and the Industry and Trade Service is felt to be very beneficial for promoting or facilitating superior/local products produced by deaf and mute people with disabilities, through this relationship they can drive their business in accessing capital & marketing. (Interview, September 15, 2023).

In providing rehabilitation services, the UPT first collects personal data from clients/people with disabilities, then the clients will be assessed. The assessments used by the UPT RSBRW are functional assessments & vocational assessments. Functional assessments include hearing & communication skills. Meanwhile, vocational assessments include the client's abilities, talents, and interests. There is no vocational assessment format for the deaf and mute yet. Therefore, the UPT does it manually, namely clients are given a trial period for each skill class for 1 month. After all classes have been attended by clients, they are given the freedom to choose a class according to their talents & interests. For clients who have never been to school, they will automatically be placed in the embroidery & electric welding skills class. Meanwhile, sewing classes require the ability to count, so sewing classes are prioritized for those who have been to school. (Interview, September 21, 2023)



Figure 2

Skills Development Activities for the Deaf and Speech Impaired at UPT RSBW - Pasuruan

The Concept of Live Survival Strategy to Cultivate Interest in Doing Business in the Review of Maqashid As-Syari'ah for People with Deaf and Mute Disabilities at the UPT RSBW Pasuruan

From the results of field observations for a period of 3 months starting from August 14 - November 20, 2023. The involvement of people with hearing and speech disabilities at the UPT RSBW Pasuruan Regency was 56 people consisting of 24 men & 32 women, 16 people were selected to be participants, this was done after the researcher found out and found facts/fact-finding about who can/can apply the "concept of success in limitations/deficiencies through a live survival strategy". There are 3 ways to implement the concept of a live survival strategy, namely:

1. Active Strategy is a strategy that optimizes all potential, talents, and knowledge possessed and can analyze/seek business opportunities, through skills possessed such as sewing clothes, cooking, make-up, and welding. Efforts were made by people with hearing and speech disabilities at the UPT RSBRW Pasuruan Regency by opening a business after they declared to have graduated from the UPT. With enthusiasm, confidence, optimism, and perseverance to foster interest in entrepreneurship without relying on the available industrial employment sector.
2. Passive Strategy is a strategy that aims to reduce and regulate the fulfillment of needs by saving in fulfilling dharuriyat/primary needs such as; food, drink, and clothing needs, hajiyat/secondary needs such as recreation/entertainment, sports, fulfillment of electronic devices, and fulfillment of home furnishings. Tahsiniyat/tertiary needs or luxury needs such as jewelry and mobile phones. And able to apply rational consumption behavior patterns (mustahlik al-aqlani), thrifty & able to balance between money owned/received with money spent, to fulfill life's needs and not get caught up in financial difficulties.
3. Network Strategy is a strategy that includes relationships with government agencies and stakeholders (in this case business actors), such as utilizing available accessibility (ease of facilities & infrastructure) provided by the government such as assistance with juki machines, embroidery machines, and welding equipment. Through these relationships with regional agencies, they can drive their businesses in accessing capital and marketing to promote superior/local services/products produced by people with disabilities.

Similar things said by Sabirur Rosyad, a client who has been declared to have passed the independent work opening a welding workshop business, construction products such as iron stairs, stair railings, fences, trellises, canopies in the Gempol area said "With the rehabilitation services for people with hearing and speech disabilities at the UPT RSBRW Pasuruan Regency, it helps them develop their potential and skills as basic capital so that they are ready to enter the world of work without relying on the formal sector, but rather trying to be independent to open their job opportunities, even though I have physical limitations, both hearing, speaking ability and interacting with the surrounding environment, contributors to the concept of "Success in Limitations". Mentors/tutors provide services, education, and skills, starting from preparing, planning, or analyzing business/business opportunities and being able to take business/business risks according to talents & skills. The public can take advantage of existing facilities, from regional/government agencies, both capital assistance and machinery, or promote and facilitating the marketing of products produced by our deaf and speech-disabled people. (Interview, October 17, 2023).

The same statement was also said by Keysa Fatimatuz Zahro, a client who was terminated or terminated because she had been declared graduated, she said the benefits of the rehabilitation services of the UPT RSBRW Pasuruan Regency, in addition to helping people with disabilities in preparing, planning and managing financial systems in meeting basic needs or business needs, they can formulate everything they need based on a priority scale in the sense of being able to make a list of daily needs based on their importance/urgency. Through education in sewing and embroidery skills, I can work at home opening a women's clothing embroidery & sequin service business. (Interview, October 21, 2023).

From the results of the interview above, it can be concluded that the presence of rehabilitation services at the UPT RSBRW Pasuruan Regency in this modern era is very helpful for people with hearing and speech disabilities to have motivation, enthusiasm in developing their abilities, skills, and potential, according to their talents & interests as a form of survival strategy even though they have physical limitations, the ability to speak, communicate and interact with the surrounding environment. Through the

application of survival strategies that include active strategies, passive strategies, and networking strategies, they can become independent through business without relying on the informal sector.

Conclusion

UPT RSBRW (Rehabilitation for the Social Development of the Deaf and Speech) Pasuruan Regency is a place for rehabilitation services for people with hearing impairments who have limited hearing or speech function caused by birth, accidents, or illness. Here, people with disabilities are equipped with knowledge and skills so that they have enthusiasm, and motivation, to develop their potential as the main and first basic capital to be ready to enter the world of work without relying on the informal sector, but rather trying to independently get/open jobs/businesses. Through the application of survival strategies, people with hearing impairments at UPT become independent even though they have deficiencies/limitations, but this does not become an obstacle/barrier in communicating & interacting, and participating in the surrounding environment. There are 3 types of survival strategies carried out by people with hearing impairments, namely:

1. Active Strategy
 - a. Have an independent nature (confidence, enthusiasm, optimism, perseverance, and innovation).
 - b. Developing potential knowledge and skills according to their talents and interests.
2. Passive Strategy
 - a. Making savings in fulfilling the needs: dharuriyat, hajiyat, and tahsiniyat.
 - b. Implementing a rational consumption pattern (mustahlik al-aqlani), meaning deciding to buy goods by making a list/priority scale.
 - c. Relying on capital assistance from family.
3. Network Strategy
 - a. Utilizing social networks by building relationships with related agencies and stakeholders (stakeholders in business).
 - b. Utilizing available accessibility (facilities & infrastructure), so that they can mobilize access to capital and marketing to promote superior/local products that are the result of their work.

The types of assessment/measurement according to the abilities, talents, and interests of people with hearing and speech impairments are:

1. Vocational classes
 - a. Sewing, embroidery, and electric welding
2. Elective/supporting classes
 - a. Culinary arts, salon/makeup and handicrafts

Suggestion

1. Citizens or communities are required to be able to be empathetic (the ability to understand what others feel), because behind the shortcomings there must be advantages that can be maximized into an opportunity or potential to develop talents & skills.
2. The government and citizens should provide equal protection and treatment to people with hearing and speech disabilities to get equal opportunities in all aspects of life such as health, education, protection, treatment, social integrity, fulfillment of needs, provision of easy services needed such as provision of access services to develop themselves according to their talents and interests as provisions/basic capital to enter the world of work.

3. In the process of providing services, coaching knowledge & skills in class, it is best for instructors/tutors/mentors to optimize/improve their level of patience in guiding people with hearing and speech impairments because they are included in the category of people with special needs who have physical limitations/deficiencies in hearing, speaking & language skills and interacting with the surrounding environment.
4. For regional/government agencies, both from the Cooperatives & UMKM Service, Industry & Trade Service, and Social Service, they must be proactive in promoting & facilitating superior/local products in the form of access to capital and marketing so that they can drive the efforts/businesses of deaf and mute people with disabilities.
5. For further researchers, it is expected to be able to research with other variables outside the survival strategy variable (active, passive, and network), such as the application of the concept of financial management, and consumption behavior patterns according to needs. So that more varied results are obtained and can describe what things affect the application of the concept of success in limitations.

Author's Contribution

The contribution of the researcher in this case Lailatul Azizah, S.E, M.E is the key instrument as well as the planner, implementer, and interpreter of data or observers in making an observation. The findings of these facts are recorded, sorted, collected for identification and classified based on symptoms/themes before a conclusion is drawn and presented in the form of a narrative/article.

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