

Economic Behavior of the Bajo Balimu Buton Tribe of Southeast Sulawesi

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Abstract: The purpose of this study was to explain the economic behavior of the Bajo Balimu community, South Lasalimu District, Buton Regency, Southeast Sulawesi. This research uses a qualitative research method with a phenomenological approach with 11 respondents from the Bajo Balimu community. The results showed that the economic behavior of the Bajo tribe is economic behavior that is closely related to the sea or marine. Commonly referred to as marine economic behavior. There are two types of economic behavior of the Bajo community, namely, production behavior and marine-based consumption behavior. Production carried out by the Bajo community is fishing, fish farming (cages), seaweed, mining sea sand, and so on. Fishing is the main and most prominent production of other types of production. There are seven sub-behaviors of community production, namely, production results (products), production factors, place and time of production, production process, marketing, income, and risk. The consumption behavior of the Bajo tribe is the behavior of spending or using goods or services obtained from fishing income to meet life needs. There are three sub-consumption behaviors of the Bajo community, namely, aspects of consumption characteristics, financial management, and basic needs.

Introduction

Economic behavior is human behavior to meet their needs/desires to achieve satisfaction (utility) and be able to survive. In the book entitled "The Theory of Moral Sentiments" Adam Smith explained human behavior, Adam Smith gave the opinion that human behavior is influenced by "passions" and "the impartial spectator" (Ashraf et al., 2005). Passions are passions or big drives such as hunger, sexuality, emotions, self-esteem, and motivation. While impartial spectators are other humans. So according to Adam Smith, human behavior is formed from the impulse of passions and the impartial spectato.

Each human group has different characteristics from one another. Triono (2020) explains that people's economic behavior is shaped by the system (rules/norms) adopted by the community. Each community group, tribe, or nation has different social norms, so they have different economic behavior from one another. According to Wahjoedi (2015), ethnic groups are part of a nation that has a culture and social norms that bind the community intending to be obeyed. Wahjoedi continued, that each ethnic group has a different culture and social norms, a different way of looking at problems or behavior.

The Bajo (Bajau/Sama) tribe is a man of the sea. Bajo tribe is a tribe that lives inseparably with the sea (Hamzah, et al. 2008). The Bajo tribe has a history, characteristics, local wisdom, and behavior that are always closely related to the sea. The Bajo tribe is said to have been a maritime force of the Sriwijaya Kingdom that controlled the Malacca Strait and its surroundings. Because of this ability to sail the sea, the Bajo tribe also became one of the actors of international trade in the past (Tahara, 2013).

The economy of the Bajo Tribe is a sea economy. Suryani & Rahmawati (2022) also explained that the economy of the Bajo tribe is catching fish (fishermen), and then selling it to people on land (banggai) to generate income. The economy of the Bajo tribe is different from other tribal communities. Initial observations found three interesting phenomena, namely: (1) Bajo people are very consumptive, spending their income very quickly. (2) The income of the Bajo community is quite high, it should be enough to fulfill their needs. (3) The Bajo tribe lives on the sea. They do not want to live on land.

Umar & Syarif (2019) researched the economy of the Bajo tribe, finding that in terms of the economy or meeting needs, the Bajo tribe did not experience difficulties in meeting their needs. The Bajo tribe has very valuable assets for economic activity or fulfillment of needs, namely having human capital (HR) which is very close to the culture of fishing or sailing that has been passed down from generation to generation, natural capital (SDA) a vast and strong ocean close to the wisdom that contains various economic resources, daily income makes Bajo people do not need to wait for monthly salaries to get income. But the view to spend the daily income on that day also causes other problems. As a result, when the weather does not allow for fishing, Bajo people have difficulty meeting their needs. This encourages Bajo people to often borrow money (owe) to meet their needs (Khomsan & syarief, 2018).

The Bajo tribe has reliable human resource capital in fishing. The Bajo tribe also has a life model that is always closely related to the sea and has a culture, tradition, local wisdom, and marine-based character. The Bajo tribe is very skilled in fishing for fish commodities, with this expertise the Bajo community is easy to earn income. However, the Bajo tribe is still known as a poor and underdeveloped community. Previous studies on the Bajo tribe only examined historical, anthropological, and socio-economic factors related to poverty, consumption culture, and financial management. There has been no specific in-depth study of the economic behavior of the Bajo tribe based on their character, traditions, culture, and local wisdom. So there needs to be a more in-depth and specific study of the economic behavior of the Bajo tribe from the perspective of the experiences of the Bajo community.

Research Method

This research uses qualitative research methods with a phenomenological approach because the research will dig deeper into the human life experience of a phenomenon (Cresswell, 2016). The informants of this research are the Bajo Balimu community, Lasalimu District, Buton, Southeast Sulawesi. Supporting informants are Bajo children, both written in the research data and unwritten. Primary data are the results of initial observations, interview results, and field documentation. Secondary data is in the form of village profiles. Data collection techniques are carried out with stages of observation, interviews, and documentation. The data analysis technique used was phenomenological approach coding analysis. The coding analysis technique consists of Open Coding, Axial Coding, and Selective Coding. Data validity was verified using source triangulation techniques, namely observation results, interviews with supporting informants, and documentation while in the field.

Result and Discussion

Behavior of the Bajo Tribe

The Bajo tribe some people know as "Bajau or Sama" is a tribe that is spread across several Southeast Asian countries such as Singapore, Malaysia, the Philippines, and Indonesia. The Bajo tribe is unique, in terms of society, education, culture, history, and economy. Knowing the behavior of the Bajo community is very important to find the type of economic behavior of the Bajo community. The behavior of the Bajo tribe can be seen from three aspects, namely history, characteristics, and local wisdom.

History of the Lasalimu Bajo Tribe

The Balimu community is a collection of several groups of Bajo people who migrated from several places and then gathered in one place, namely the current Lasalimu Bajo settlement. Jubilado (2010) said that in the past the Bajo tribe did not even build settlements/houses at all. Bajo people always migrate to different places. Therefore, the Bajo tribe is also known as a nomadic tribe. Bajo people use boats (lepa) as houses on the waters. The Bajo tribe always sails the sea with (lepa-lepa) their distinctive boats, as well as being used as a home to live life (Haerulloh, et al. 2021). Bajo people never live apart from the sea (Hamzah, et al. 2008). The change in behavior from nomadic to settled is an adaptation of the Bajo community. However, this adaptation does not change the identity of the Bajo tribe as a sea tribe that cannot be separated from the sea.

The history of the Lasalimu Bajo tribe explains that the current settlement of the Lasalimu Bajo community used to be a stopover, a place to rest while fishing. Small huts were made to take shelter from the hot sun. The choice of settlement location, the Bajo community is very rational, the motive is the proximity of the place of fishing (production) from the settlement.

Characteristics of the Bajo Community

There are two distinctive characteristics of the Bajo community. First: the Bajo people are sailors. Second: Bajo people live on the sea. The Bajo tribe is seafaring. The Bajo tribe as sailors has become an inseparable identity. Even the general public (Banggai) sometimes calls

the Bajo people "Orang Laut", because the lives of the Bajo people have never been separated from the sea (Hamzah, et al. 2008). Fishing is the only job most Bajo people do. Fishing is the source of the Bajo community's economy (Suryani & Rahmawati, 2022). All community members have all the basic skills to become a sailor. These skills have been possessed since childhood and are the basic skills (fitnah) of every Bajo community. The nature of a human being must have basic potential to be used (Atmaja, et al. 2023). The basic seafaring skills in question are skilled in swimming, diving, rowing, and fishing.

The second characteristic of the Bajo community is that they live above the sea or coastal areas (coastline). Bajo people are not comfortable living on land. Relocation efforts have been made by the government for a long time. However, the Bajo community chose to leave or sell the land given by the government, and then return to live in the sea. This program was expected to change the social, cultural, economic, and educational conditions of the Bajo community, but it was not entirely successful (Susilowati, 2017).

Settling on sea waters is a characteristic of the Bajo tribe. There are no other tribes that specifically and thoroughly form civilizations and settlements on the sea or coastal areas other than the Bajo tribe. The culture of the sea is so close that the Bajo people do not want to live on land or far from the sea (Porres, 2021).

Local Wisdom

There are two main local wisdoms of the Bajo people. Throwing the baby's Ari-ari into the Sea and the belief that the spirits of ancestors reside in the sea. Every newborn child will have its umbilical cord thrown into the sea. Throwing the placenta of a newborn baby has been a hereditary tradition maintained by the Bajo community (Suryani & Rahmawati, 2022). Unlike the Banggai (land) community who bury the baby's placenta in the ground or hang it on a tree. The behavior of throwing the baby's placenta into the sea gave birth to beliefs such as the belief that every Bajo has a twin brother in the sea. The baby's cries that are thrown into the sea are considered to be the baby's siblings who will live in the sea (Syahrani, et al., 2022). When the twin of each Bajo person comes to meet, Bajo children will experience illness. Then a traditional medicine ritual will be held by the local shaman to treat the disease (Syahrani, et al., 2022).

The belief that the spirits of their ancestors are in the sea creates several behaviors of the Bajo community, namely, the habit of praying to spirits in the sea and traditional rituals related to the sea. Belief in spirits, prayers (incantations), and offerings are still used in the lives of the Bajo people (Rahman, et al., 2023). The Bajo tribe believes that every component of the ecosystem, including coastal and marine areas, is guarded and protected by supernatural beings in the form of spirits (Taena et al., 2023). The behavior of the Bajo community is closely related to the sea. So the behavior of the community in meeting their needs is also closely related to the sea/marine, this is what is called Economic Behavior. So the economic behavior of the Bajo community is marine economic behavior.

Economic Behavior of the Bajo Tribe

The economic behavior of the Bajo tribe is marine economic behavior. The Bajo people have an innate ability (fitrah) as actors managing marine resources. Innate ability is a talent

that will not disappear, if trained it will get better and have a big effect in the future (Afniola, et al., 2020). Character and local wisdom are great assets to shape sustainable marine economic behavior. There are two economic behaviors of the Bajo community, namely production behavior and consumption behavior. Production and consumption behavior of marine-based communities formed from local character, culture, and traditions.

Production behavior

The production behavior of the Bajo tribe is to manage marine resources. Although marine resources are abundant, they must be properly managed to realize prosperity (Farhani, 2022). Production carried out by the Bajo community consists of fishing, fish farming (cages), seaweed, mining sea sand, and so on. Fishing is the main production and is more prominent than the others. There are seven items of production behavior of the Bajo community that will be discussed, namely production results (products), production factors, place and time of production, production process, product marketing (marketing), income, and risk.

The production results of the production behavior of the Bajo community are all types of marine products. If grouped by type, the production of the Bajo community can be grouped into two main groups, namely fish and non-fish products. Fishermen's catches are not always fish products, but there are also non-fish products (Fahik, et al., 2022). Fish products produced by the Bajo community include Tuna, Skipjack Fish, Kite / Momar Fish, Langgora Fish, Balaki Fish, and all kinds of basic fish/rockfish. These non-fish products are Octopus, Teripan, Lola, Grass and others. These non-fish products are mostly produced by Bajo women sailors.

The production factors of the Bajo community's production behavior are natural resource factors in the form of abundant marine resources, human resource factors, and capital factors. Marine resources are factors that provide various marine economic commodities such as various types of fish, seaweed, and so on. There are about 2000 types of fish species in the Indonesian marine area (Lasabunda, 2013). Human resources factor. The Bajo community has hereditary natural expertise in the form of fishing skills. Natural knowledge and skills related to the ocean will be very beneficial. Production will never be separated from human resources (Susilowati, 2013). Capital is the most determining factor in the development of fishermen's activities or businesses (Hamdani & Wulandari, 2017). Capital factors used by the Bajo community include Fleet; Fiber Wood Body, Sampan, Fishing Rod, Net, Spear, Arrow, Wooden Bait, and Kite. Judging from the technology of fishing gear used, it can be divided into two categories, namely modern fishing businesses and traditional fishing businesses (Rahmasari, 2017). So the Bajo community is classified as traditional fishermen.

In general, the place of production for the Bajo tribe is the ocean. There are two places of production when viewed from its character, namely the Free Sea and Rompong. The main production place of the Bajo community is relatively close because it is still in the sea waters around the Buton archipelago, which is 18 to 20 nautical miles away. The travel time spent to get to the production site is 1 to 2 hours. It is common for short-distance fishermen to leave around 03.00 in the morning or after dawn (Rahmasari, 2017). The Bajo community also fishes in Kendari and surrounding waters, Larangtuka Waters, Flores Waters, Bima Waters, and Bali

Waters. These places become alternative places to look for fish. Judging from the distance to the sea, the community is classified as short-distance fishermen and long-distance fishermen. Distance also has a positive effect on income (Ilhamsyah & Hadi, 2022). The Bajo community migrates intending to obtain more income. The production time (fishing) of the Bajo community is not fixed (relative), depending on the catch and distance. The majority of Bajo people carry out daily fishing activities except for fishing in alternative places which use monthly time.

The product price of the Bajo community is the price of fish products obtained from the production process at sea every day. This study has presented research data on fish prices. The price of fish is controlled by the amount of fish in the market. When the amount of fish produced by fishermen is small while the demand for fish is large, the price of fish will increase (expensive). Conversely, when the amount of fish produced by fishermen is large, fishermen will sell it at a low price. Product prices are the determination by fishermen (producers) and then bargained by buyers (consumers), meaning that the price of the product is the result of an agreement between fishermen as producers who offer fish and buyers as consumers who ask for fish. Price is the meeting point of demand and supply (Wulandari & Zulqoh, 2020).

The product marketing pattern used by the Bajo community to market their products is simple. The Bajo community does not market fish products directly to community consumers. The Bajo community uses a broker mechanism to sell their catch. A broker is an intermediary trader (Baranjaransari, 2021). Brokerage - in Islam termed *simsarah* - is selling other people's products, taking wages, without bearing risks, and facilitating buying and selling (Hadi, 2019). The local community calls the intermediary traders *Papalele/Palele*. *Papalele/Palele* take fish from fishermen to be marketed to motorized fish sellers on land, and then motorized fish sellers market fish to the public (consumers). Those who act as *Papalele* are mostly mothers of the Bajo community. They use boats to pick up fishermen who have just come from fishing, take the fish, and sell it.

The income of the Bajo community is the result of the sale of fish products produced. The income of the Bajo community is uncertain and uncertain, daily, fast, and sufficient to fulfill basic needs. Factors that affect the high and low income are the number of fish and the type of fish caught. The number of catches greatly affects the amount of fishermen's income (Ridha, 2017). When the amount of fish obtained is large, the income will also be large. If the type of fish obtained is an expensive type of fish, then the income will also be a lot. Fishermen's income is tidal. Sometimes the catch almost makes the boat sink full of fish, but it is not uncommon for the boat to be empty without a single catch. So, it can be said that fishermen's income is uncertain depending on natural conditions (Siregar, 2016).

The income of the Bajo community is daily and fast. Every day the community earns daily income from fishing, which is daily. Bajo people get income quickly. There is no need to wait for monthly time to get income. The income of fishermen is daily and the amount is difficult to determine, besides that the income also depends on the season (Ridha, 2017). The income of the Bajo community is sufficient to meet the basic needs of the Bajo community, such as the need to eat, buy clothes, and build a place to live (house). Even some people with

good financial management can fulfill tertiary needs. Unfortunately, most fishing communities (Lestari, 2020), including the Bajo fishing community, do not have good financial management.

The risk of production behavior of the Bajo community is the risk of going to sea. The biggest risk from fishing found in this study is work accidents that cause death. Fishermen's activities in sea waters have a high risk (Sasmita, et al., 2013). Not a few Bajo people died while fishing, even their bodies were not found until now. Many factors cause fishermen to have a very high potential risk of work accidents (Fauziningrum, et al., 2020).

Consumption Behavior

The consumption behavior of the Bajo tribe is spending or using goods or services obtained from fishing income to meet life needs. The consumption behavior of the Bajo tribe when viewed in general is the same as the consumption behavior of the land community (Banggai). Both in terms of food, clothing, and other needs. However, if studied more deeply, there will be differences in the consumption behavior of the Bajo tribe with other tribal communities. Economic behavior is influenced by the norms that apply in society. The pattern of community economic behavior is shaped by the system (rules/norms) adopted by the community (Triono, 2020). Therefore, the focus of this research discussion is consumption behavior which is a typical behavior of the Bajo community. Three sub-consumption behaviors of the Bajo community will be discussed, namely, consumption characteristics, financial management of needs, and basic needs.

The consumption behavior of the Bajo community is characterized as wasteful and consumptive. The phrase "Today's income runs out today" illustrates the consumptive and wasteful behavior of the Bajo community. Bajo people admit that they are very wasteful. Five hundred thousand in income, the next day the remaining money is only two hundred thousand. This means that an income of three hundred thousand is spent within one day on consumption. Moreover, due to the transfer of information and technology, knowledge, and land culture, people are increasingly consumptive. (Haerulloh, et al. 2021). Bajo people like to spend their income quickly. The behavior of squandering money, easily spending money to buy electronic goods. This consumptive behavior is driven by the Bajo community's perception of money and the ease with which they can obtain income. Bajo people think that it is not a problem to spend today's income today, because the next day at sea again and get income. The potential of natural and human resources means that people are never afraid of income shortages and hunger.

The financial management of the Bajo community is categorized as poor. This can be seen from three behaviors, namely, no clear financial planning, no savings or bank accounts, and fond of being in debt. In financial management, the Bajo community does not have clear financial planning. Especially in financial expenditure planning, there is no definite or fixed nominal expenditure. Conversely, poor financial planning will shape poor financial behavior. Financial planning is formed from income, clear expenditure planning, saving, and investing (Susanti, et al., 2018). Usually, the role of controlling family finances is the role of housewives, but this does not apply to the Bajo community. The mothers of the Bajo community are the

main perpetrators of wasteful and consumptive behavior. Fishermen's wives only rely on their husbands' income, spending their income only on consumption, not setting aside money for investment (Fahri, et al., 2023).

Bajo people are very fond of debt. From owing to banks to loan sharks. Bajo people are imprisoned in poverty. The billing period also varies, with monthly, weekly, and daily bills. Debt behavior is not caused by a lack of income, but is shaped by the perception or understanding of the Bajo community that borrowing money (debt) is the same as saving. The Bajo community can pay off existing bills.

The basic needs of the Bajo community are the same as the basic needs of society in general. All basic needs such as foodstuffs are obtained from the land, except for foodstuffs such as fish and other seafood. Apart from these food ingredients, all are supplied and purchased from land. Especially for housing needs (shelter), the Bajo community has its way of fulfilling it. The community builds their houses very simply. Bajo houses are built on the sea or coastal areas. The location of the house above the sea is free. Bajo people are free to build houses in empty locations. This behavior is the result of cultural change. The change from previously living nomadically to settling semi-permanently and permanently on an island (Haerulloh, et al. 2021). In building their houses, there is the value of cooperation, the house stakes are erected by cooperation by the community without being paid.

Conclusion

The Bajo tribe has a history, practices, and local wisdom that are closely related to the sea or marine. The behavior of the Bajo tribe is also closely related to the sea or marine. So the behavior of the Bajo tribe in meeting their needs is also closely related to the sea or marine. This behavior is Economic Behavior. The economic behavior of the Bajo community is marine economic behavior. There are two economic behaviors of the Bajo community, namely production behavior and consumption behavior. Production and consumption behavior of marine-based communities formed from the character, culture, and traditions of local wisdom.

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