

## Economic Dynamics of Fisheries Penjajap Village Pemangkat: An Analysis of the Role of Fish Auction Sites in Improving the Welfare of Local Fishermen

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### ABSTRACT

The fish auction in Penjajap Village, Pemangkat Subdistrict, Sambas Regency, West Kalimantan, plays an important role as an economic center for local fishermen. However, this auction activity faces challenges in the form of fluctuating fish prices, the dominance of large capital, and dependence on markets outside the region, which can affect the welfare of fishermen. This research was conducted to address the knowledge gap regarding the role of fish auctions in supporting fishermen's economic welfare and to identify the constraints faced in the auction system. Using a case study-based qualitative approach, data was collected through in-depth interviews, direct observation, and document analysis from fishermen, traders, as well as related parties such as the Fisheries Agency and fisheries schools. The results show that fish auctions contribute significantly to increasing fishers' income through a more competitive market mechanism, although the success still depends on the fishing season and market conditions. The dominance of well-capitalized actors in the auction system creates economic disparities among fishers, while fluctuations in fish prices affect the stability of their income. In addition, limited infrastructure and market access are major challenges in the distribution of catches to other regions. This research provides important implications for fisheries policy development that focuses on fishermen's economic sustainability, strengthening the auction system, and improving equity in market access and capital.

### Info Artikel

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### ABSTRAK

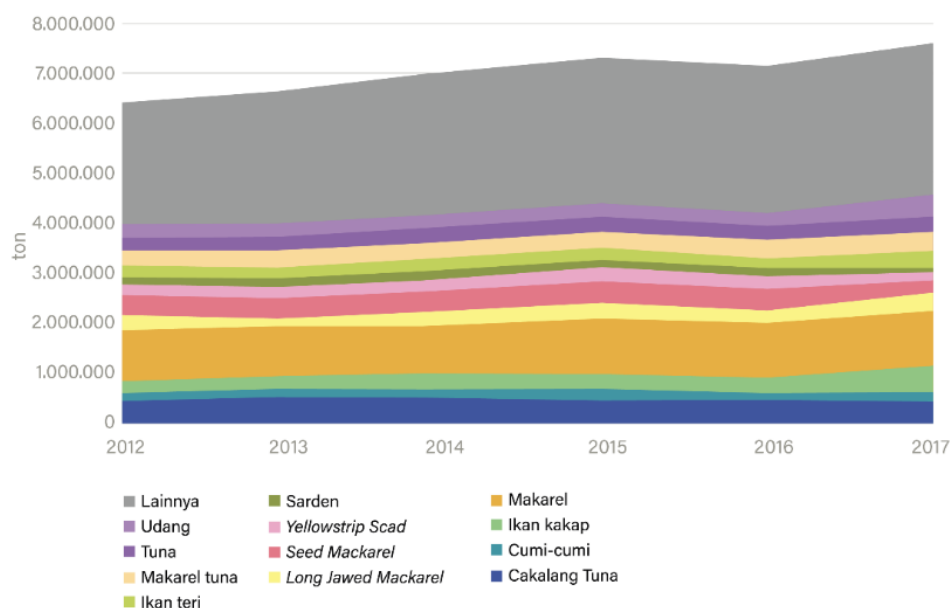
Tempat pelelangan ikan di Desa Penjajap, Kecamatan Pemangkat, Kabupaten Sambas, Kalimantan Barat, berperan penting sebagai pusat perekonomian nelayan setempat. Namun kegiatan pelelangan ini menghadapi tantangan berupa harga ikan yang fluktuatif, dominasi modal yang besar, dan ketergantungan terhadap pasar luar daerah yang dapat mempengaruhi kesejahteraan nelayan. Penelitian ini dilakukan untuk mengatasi kesenjangan pengetahuan mengenai peran pelelangan ikan dalam mendukung kesejahteraan ekonomi nelayan dan mengidentifikasi kendala-kendala yang dihadapi dalam sistem pelelangan. Dengan menggunakan pendekatan kualitatif berbasis studi kasus, pengumpulan data dilakukan melalui wawancara mendalam, observasi langsung, dan analisis dokumen terhadap nelayan, pedagang, serta pihak terkait seperti Dinas Perikanan dan sekolah perikanan.

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Hasilnya menunjukkan bahwa pelelangan ikan memberikan kontribusi yang signifikan terhadap peningkatan pendapatan nelayan melalui mekanisme pasar yang lebih kompetitif, meskipun keberhasilannya tetap bergantung pada musim penangkapan dan kondisi pasar. Dominasi pelaku bermodal besar dalam sistem lelang menciptakan kesenjangan ekonomi antar nelayan, sedangkan fluktuasi harga ikan mempengaruhi stabilitas pendapatan mereka. Selain itu, keterbatasan infrastruktur dan akses pasar menjadi tantangan utama dalam pendistribusian hasil tangkapan ke daerah lain. Penelitian ini memberikan implikasi penting bagi pengembangan kebijakan perikanan yang berfokus pada keberlanjutan ekonomi nelayan, penguatan sistem lelang, dan peningkatan pemerataan akses pasar dan permodalan

### 1. Introduction

The fisheries sector plays an important role in Indonesia's economy, especially as a source of income and employment for coastal communities. According to data from the Central Statistics Agency (BPS), the contribution of the fisheries sector to the national Gross Domestic Product (GDP) in 2020 reached 2.83%, an increase from 2.65% in 2019. In addition, the fisheries sector also plays a role in increasing the country's foreign exchange through exports of fisheries commodities, such as shrimp, crab, and tuna, with an export value reaching USD 6.24 billion in 2022 (Christiana et al., 2024) .



### Data and Variety of Fishery Production in Indonesia 2000-2019

However, despite having great economic potential, the contribution of the fisheries sector to GDP and tax revenue is still relatively small, which is around 2.5% and 0.1% (Presidential Advisory Council, 2017) . Therefore, optimizing development in the fisheries sector is needed to improve the economy of local communities (Maryanto et al., 2022).

The fisheries sector plays a vital role in Indonesia's economy, contributing significantly to the country's Gross Domestic Product (GDP) and foreign exchange through exports of leading commodities such as shrimp, crab and tuna. Indonesia's fisheries potential is the largest in the world, with estimated sustainable production reaching 67 million tons per year, making this sector an important pillar to support economic growth and national food security.

The potential of Indonesia's fisheries sector is the largest in the world. The sustainable production potential of both fisheries and aquaculture is around 67 million tons per year. As the fisheries industry continues to grow and develop, it includes development goals by increasing fish production (raw material supply), earning currency by exporting fish products and increasing fish consumption. The development of the fisheries sector has an impact on improving the country's economy. The role of the fisheries sector is very important for the success of the economy in Indonesia. The success of a region's fisheries economy can be seen from the economic growth of its fisheries sector, therefore regions that have fisheries sector resources always set high growth targets in their regional development plans and targets. One of the actions to advance the country's economy is to see the potential and what sectors should be maximized in the country, by looking at the potential of natural resources contained in each region in the country both regionally and in aggregate. Indonesia as a country with thousands of islands should be said to be a maritime country that should be able to maximize existing resources such as marine resources, especially fish food resources. The role of the fisheries sector is very important for the success of the economy in Indonesia (Marjusni & Idris, 2023).

The economic dynamics of fisheries in Indonesia are influenced by various interrelated factors. The availability and quality of infrastructure, such as fishing ports, play an important role in increasing the productivity of the fisheries sector. Adequate infrastructure can improve the efficiency of the process of catching to processing fishery products (Rahmayanti, 2019). In addition, broad and efficient market access allows for better distribution of catches, thereby increasing fishers' income. Government policies, such as metered fishing (PIT), also play a role in preserving fisheries resources and optimizing socioeconomic benefits for fishing communities (Husain Latuconsina et al., 2023). Thus, the synergy between adequate infrastructure, good market access, and appropriate policies is key in promoting sustainable fisheries economic growth.

Penjajap Village, located in Pemangkat Sub-district, Sambas Regency, West Kalimantan, is known as the center of fisheries trading. The village's fish auction site (TPI) serves as a key link between fishermen, traders and markets, both local and regional. The TPI's strategic role in the fisheries supply chain makes it an essential component in supporting the local economy. Fisheries is an important economic sector in Indonesia, especially in coastal areas such as West Kalimantan. One interesting example is Penjajap Village, Pemangkat Sub-district, Sambas Regency, which is the center of the fresh fish trade. The fish auction in this village is a central point for local fishermen to sell their catches,

both for local needs and for distribution to wider markets in West Kalimantan. However, the dynamics around this auction site are heavily influenced by a variety of factors, ranging from the role of large traders who dominate the market, to price fluctuations that affect the welfare of fishermen. Penjajap Village has a very strategic role in the fisheries supply chain, not only for the local community, but also for other sub-districts in West Kalimantan. Despite the important role of the Fisheries Agency and the fisheries school in providing training and coaching to fishers, major challenges such as dependence on large capital and market dominance by large boat owners (especially those owned by Chinese) are issues that need to be further discussed.

As one of the coastal areas rich in marine products, Penjajap Village plays an important role in the fisheries economy of Sambas Regency and even West Kalimantan. Although the boats operating in the area are mostly owned by big businessmen, especially those from the Chinese community, there are also boats owned by local fishermen. With organized fish auctions, fishermen can directly sell their catches at relatively better and more transparent prices compared to the unorganized middleman system. Penjajap Village, located in Pemangkat Sub-district, Sambas Regency, West Kalimantan, is one of the areas that has enormous fisheries potential. The region is known for its rich marine products, especially fresh fish caught by local fishermen. In this village, there is a Fish Auction Place (TPI) which is one of the main trading centers for fishery products, connecting fishermen with traders and consumers. This fish auction is not just a market, but also a vital element in the fisheries supply chain that supports the local economy and improves the welfare of fishermen.

The main challenges faced by the Penjajap Village TPI include dependence on large capital players, market dominance by large vessel entrepreneurs, and suboptimal infrastructure and operational systems. Fluctuations in catch prices also affect fishermen's income, while limited market access limits the added value of fishery products. Physically, Penjajap Village TPI has basic facilities such as temporary storage and auction room. However, this infrastructure still requires improvement, such as the addition of cold storage to maintain fish quality before distribution. In terms of management, TPI management is semi-traditional with supervision from the local Fisheries Agency. The auction operational system is mostly conducted through an open auction mechanism, but the dominance of large-capitalized actors often creates an imbalance of bargaining power for small fishermen.

This research was conducted because of the importance of understanding the economic dynamics of fisheries in Penjajap Village, Pemangkat, especially in relation to the role of the Fish Auction Place (TPI) as a strategic element in improving the welfare of local fishermen. The main problem faced by the fishing community is the low added value of catches due to limited market access and unoptimized infrastructure. This condition has an impact on the low income of fishermen and the unsustainability of the local economy. The findings of this study have urgency because they can provide solutions that focus on the root of the problem, namely improving the function of TPI as a link between

fishermen and the wider market. In addition, the results of this study can also serve as a reference in formulating more efficient and equitable fisheries management policies and strategies. Therefore, this research aims to explore the role of TPI in driving the dynamics of the fisheries economy in Penjajap Pemangkat Village, including identifying existing challenges and opportunities and providing recommendations to optimize its contribution to the welfare of the fishing community.

This research aims to explore the strategic role of TPI in improving fishermen's welfare in Penjajap Village. In addition, this research also seeks to identify existing challenges, such as limited market access, economic inequality, and TPI managerial weaknesses, in order to provide recommendations for more optimal and equitable management. By improving the TPI's operational system and infrastructure, it is expected that its contribution to the local and regional economy can be increased sustainably.

## **2. Research Method**

This research uses a qualitative approach with a descriptive design to describe the economic dynamics of fisheries in Penjajap Village, Pemangkat Sub-district. This design was chosen for its ability to identify the strategic role of the Fish Auction Place (TPI) on fishermen's welfare. Primary data was obtained through fieldwork, while secondary data came from relevant documents. The researcher as the main instrument is supported by interview guidelines, observation sheets, and field notes to maintain data accuracy. Informants were selected purposively with certain criteria to ensure relevance and depth of information. The main informants are local fishermen who actively use TPI, with at least five years of experience as fishermen and direct involvement in the auction. Additional informants include TPI managers, traders involved in fisheries product distribution, and the Fisheries Agency. A total of 15 informants were interviewed using semi-structured methods to explore their experiences and perspectives in depth. Triangulation was conducted through a combination of in-depth interviews, participatory observation, and document study. The validity of the results was maintained by comparing data from various sources, such as interviews with fishermen, direct observation at TPI, as well as analysis of TPI official reports and fisheries statistical data. Triangulation results were analyzed using a thematic approach. The initial coding process identified patterns and themes, while cross-source comparisons ensured consistency of information before drawing conclusions. This approach provides a strong foundation for generating accurate findings, providing in-depth insights into the dynamics of the fisheries economy in Penjajap Village, and providing strategic recommendations for the empowerment of local fishers.

## **3. Results and Discussions**

### **The Role of Fish Auction Sites in Increasing Fishermen's Income**

The fish auction in Penjajap Village plays a very important role in increasing the income of local fishers. The fish auction is the main channel for fishers to sell their catch at a more competitive price compared to selling directly

to small collectors. The transparent auction process allows fish prices to be determined based on broader market demand, which gives fishers the opportunity to get better prices.

However, although the auction site contributes greatly to income generation, fishermen's income remains highly dependent on the fishing season and market conditions. Fishermen who are able to catch a large amount of fish in a particular season will earn greater profits, while fishermen who catch little or out of season will face lower incomes.

The results show that fish auctions in Penjajap Village play a crucial role in increasing the income of local fishermen. With a transparent auction system in place, fish prices can be determined based on broader market demand, providing opportunities for fishermen to obtain more competitive prices compared to selling to small collectors (Rinandiyana et al., 2016; Tampi, 2015). This finding can address the existing gap related to fishermen's difficulty in obtaining a fair price, which was previously influenced by the dominance of small collectors who could not offer an optimal price. This is in line with the efficient market theory proposed by Samuelson in (Ady & Utami, 2017) which states that price transparency in the market system can improve the welfare of economic actors, including fishermen. In addition, strengthening the role of local markets can encourage economic empowerment of coastal communities, reducing dependence on markets outside the region that are often detrimental to small fishermen (Ang, n.d.) .

Fishers' dependence on seasonal catches and fluctuating market conditions. To avoid this problem, researchers suggest that fishermen be given more comprehensive training on sustainable resource management and marketing techniques that can reduce dependence on seasonal factors. In addition, the role of transparent fish auction sites could be strengthened to provide more competitive and fair prices for fishers. If the problem of dependence on seasonality and market prices persists, there is no need to worry, as the results of this study show that income diversification and more efficient resource management can be appropriate solutions to reduce the impact of such fluctuations.

### **The Impact of Fish Price Fluctuations on Fishermen's Welfare**

Fluctuations in fish prices at the auction site are a factor that greatly affects the welfare of fishermen. Interviews with fishermen show that fish prices often drop sharply, especially when fish stocks are abundant or there is competition among fishermen to sell fish. These price fluctuations directly affect fishers' income, which can reduce their purchasing power to fulfill family needs. To cope with unstable price fluctuations, many fishers rely on diversification strategies, such as finding additional sources of income or saving during high price periods to survive when prices drop. However, these strategies are not

always effective for fishers who have limited capital and access to alternative markets. Fish price fluctuations detected in this study show a direct impact on fishers' welfare, especially in seasons with abundant catches or otherwise. Researchers found that fishers use diversification strategies to cope with price uncertainty. However, this diversification is not fully effective for fishers who have limited capital and alternative market access. This underscores the gap in the understanding of price fluctuation mitigation strategies. Microeconomic theory on consumer and producer behavior (Varian, 2014) suggests that to cope with market uncertainty, fishers should be encouraged to have a deeper knowledge of resource management and access to efficient storage and marketing facilities. More intensive training programs on income diversification techniques that are more relevant to local conditions, for example by exploring processed fish products, could provide a long-term solution to dependence on volatile market prices.

Fish price fluctuations that impact fishermen's welfare can be minimized by implementing a minimum price guarantee system or providing incentives when market prices are low. Researchers also suggest strengthening local market networks that can provide stable fish prices throughout the year. Counseling on risk management against price fluctuations, such as fish stock management or the use of technology for direct marketing, is necessary to increase the resilience of fishers. However, if price fluctuations have already occurred, the researcher revealed that the solution found in the results of this study is to prioritize a system of income diversification and transparent market management (Yusuf, 2019). Thus, fishermen do not need to worry because these methods are proven effective in overcoming the impact of unstable price fluctuations.

### **Domination of Big Capital in the Fish Auction System**

One of the key findings in this study is that there is a significant imbalance between small-scale fishers and large traders who dominate the auction process. Large traders, who often have more capital, are able to buy fish in bulk and at lower prices, while small-scale fishers often have little choice but to sell at auctions at lower prices. While fishers benefit from selling through auctions, the dominance of large traders often reduces their profit potential. This creates dependency on markets outside the region and exacerbates the economic inequality between small-scale fishers and big traders. In some cases, fishers feel trapped in this system and have no room to negotiate the price of the fish they sell.

Findings on the dominance of big traders in the fish auction system indicate a significant economic imbalance between small-scale fishers and big players. This adds to the difficulty of small-scale fishers in earning profits proportional to their hard work. This inequality, according to Piketty's (2014) theory of economic inequality, can exacerbate the dependence of small-scale fishers on big traders who have more capital. Therefore, this study suggests that there should be intervention in the form of policies that support the strengthening of the capacity of small-scale fishers, for example by forming

fishermen cooperatives that can compete with big traders in terms of capital and marketing (Nuryanto et al., 2020; Sualekhhattak & Hussain, 2017). This kind of institutional strengthening has the potential to improve the bargaining position of fishermen in the market, as well as minimize the existing inequality, through the use of information technology to expand the direct marketing network without going through many intermediaries.

### **Challenges in the Marketing and Distribution Process of Fishery Products**

In the distribution system of fishery products through auction sites, there are several challenges that hinder the efficiency of the fish market. One of the main challenges is the lack of adequate infrastructure to support the distribution of fish from the auction site to the wider market. In addition, the auction process, which involves many middlemen and traders, means that fish often do not reach the end consumer at a fair price. Some fishers revealed that they prefer to sell fish directly to collectors, albeit at a lower price, due to the complicated and time-consuming auction process. These constraints suggest that while fish auctions have great potential in improving the distribution of fishery products, there are still major challenges in terms of distribution efficiency and transparency (Kotler & Armstrong, 2017; Poorani et al., 2021).

Facing challenges in marketing and distribution of fishery products, researchers suggest the development of infrastructure that supports more efficient distribution, such as the construction of storage warehouses that meet quality standards or transportation facilities that can reduce losses in fish distribution (L. Sintia, 2022). In addition, the use of information technology to facilitate direct marketing and the reduction of intermediaries in the distribution process is also very necessary (Basri et al., 2022; Haryanto & Sudaryati, 2020). The researcher suggests that fishermen should have greater access to digital marketplaces, which would allow them to sell fish directly to end consumers without many middlemen. If these challenges are already faced, the researcher assures that solutions have already been found through improved distribution systems that are more efficient and transparent. Therefore, fishers need not worry, as the results of this study provide a clear picture of ways to improve the fairer and more efficient distribution of fishery products.

### **The Role of the Fisheries Service and Fisheries Education Institutions in Supporting Fishermen's Welfare**

The Fisheries Agency and the fisheries school play an important role in providing training and technical support to fishermen in Penjajap Village. The training provided includes more environmentally friendly fishing techniques, sustainable management of marine resources, as well as how to improve the quality of the catch to increase the selling price in the market. However, despite the helpfulness of the training, many fishers still feel that they lack information on how to manage their fishing businesses more professionally, such as in terms of marketing or access to capital. More intensive counseling on business strategies and easier access to capital for fishers are needed to improve their capacity to manage their fisheries businesses.

The problem of inefficient distribution of fishery products and limited supporting infrastructure is one of the gaps found in this study. In many cases,

fishermen face obstacles in channeling their fish to wider markets at reasonable prices due to numerous middlemen and inadequate infrastructure. This is in line with the theory of goods distribution by (Robbins & AJudge, 2009) , which states that distribution efficiency requires improvements to the logistics network and the reduction of unnecessary intermediaries. Therefore, an improved distribution system that is more direct and transparent between fishermen and end consumers can be an effective solution. Researchers encourage the development of infrastructure that supports a more efficient supply chain, as well as improving fishermen's access to information technology that allows them to market their fishery products more directly through digital platforms.

#### **The Role of Fisheries Service and Fisheries Education Institution in Fishermen Capacity Building**

The Fisheries Service and fisheries education institutions play an important role in providing training and technical support to fishers. However, the gap found is that many fishers feel that they lack information related to professional fisheries business management. We recommend that more structured counseling and training be provided to cover not only the technical aspects of fishing, but also business management, marketing, and access to capital. This capacity building-based approach is in line with human development theory (Safri, 2016) emphasizing the importance of community empowerment through education and access to information to improve quality of life. The Fisheries Agency and fisheries education institutions should be more intensive in providing resources that can strengthen the competitiveness of small-scale fishers, especially in terms of sustainable and professional fisheries business management.

#### **4. Conclusions**

Based on the research findings, various specific programs can be designed to address the challenges faced by fishermen in Penjajap Village. One of them is a **financial management training** program aimed at improving fishers' financial literacy. This training can help fishermen record their income and expenses, plan their budget well, and manage their debts to prevent dependence on big traders. This program can be implemented in collaboration with educational institutions or microfinance institutions. In addition, the development of a **simple digital application for fish auctions** can be an innovative solution in improving the transparency and efficiency of the auction system. The app can be designed to provide real-time market price information, auction schedules, and a secure electronic payment system. With this application, fishers can avoid dependence on big traders and get more competitive prices for their catch. To increase the added value of fishery products, a **product diversification training** program also needs to be developed. This program aims to train fishers and their families in processing their catch into value-added products, such as shredded fish, smoked fish, or fish crackers. With product diversification, fishers are not only dependent on fresh fish auctions but also have wider market opportunities. Infrastructure improvement is also an important aspect. **TPI infrastructure development** programs can include improvements to physical

facilities, such as the provision of refrigeration equipment to maintain fish quality, wider auction areas, and better logistics systems to support the distribution of catches to larger markets. To maintain the sustainability of marine resources, **fisheries resource sustainability** workshops can be organized. These workshops aim to improve fishers' understanding of responsible fisheries practices, such as fishing with environmentally friendly gear and wise management of fish stocks. Finally, partnerships with educational institutions, such as fisheries schools, can provide access to technical training for fishers. This training could include the use of modern fisheries technology, marketing strategies and effective business management. With these programs, it is hoped that the sustainability of the fisheries economy and the welfare of fishermen in Penjajap Village can be achieved.

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