

ABSTRAK

Arif Kurniawan. 190521100012. Program Studi Sosiologi, Fakultas Ilmu Sosial dan Ilmu Budaya. Universitas Trunojoyo Madura. *Trucking Business* dalam Relasi Patron Klien di PT. Sumber Guna (Studi terhadap Juragan dan Sopir Truk).

Penelitian ini bertujuan untuk menjelaskan kondisi *Trucking Business* dan relasi Patron klien antara juragan dengan sopir truk yang ada di PT. Sumber Guna desa Pabian, kecamatan Sumenep, kabupaten Sumenep. Selain bertugas memberikan job dan fasilitas pada para mitranya dalam bisnis truk ekspedisi, juragan juga mempunyai tanggung jawab untuk membantu sopir-sopir dikala mereka membutuhkan bantuan dana, baik dalam lingkup ruang bisnis truk ekspedisi maupun kebutuhan diluar itu seperti dapur atau harian

Penelitian ini menggunakan konsep pemikiran James C. Scott yakni, hubungan patron klien untuk memaparkan sejumlah temuan data. Peneliti menggunakan metode penelitian kualitatif dan pendekatan fenomenologi. Serta dalam penggalan data menggunakan metode observasi terstruktur atau tersamar dan wawancara semi terstruktur agar mendapat informasi dan menafsirkan data dengan kondisi yang sebenarnya terjadi.

Hasil penelitian menunjukkan bahwa relasi kedua aktor yang memiliki diferensiasi sumberdaya terjadi dalam rangka memenuhi kebutuhan masing-masing dan hal tersebut menimbulkan resiprioritas. Sopir truk menawarkan kesetiaan dan tenaga serta pengalaman mengendarai truk untuk menjalankan proses bisnis ekspedisi. Adapun juragan memberikan job dan fasilitas kendaraan serta asuransi subsistensial sopir truk. Relasi patron klien pun menunjukkan hubungan yang dekat dan luwes sehingga muncul unsur kepercayaan. Akan tetapi relasi tersebut juga mengindikasikan adanya relasi tidak setara yang menyebabkan ketergantungan sopir terhadap juragan. Ketergantungan tersebut disebabkan adanya kesenjangan dalam pertukaran.

Kata Kunci: Bisnis Truk, Hubungan Patron Klien, Juragan, Sopir,

ABSTRACT

Arif Kurniawan. 190521100012. Sociology Study Program, Faculty of Social and cultural sciences. Trunojoyo Madura University. *Trucking Business in Client Patron Relations at PT. Sumber Guna (Study of Owner and Truck Drivers).*

This study aims explain the condition of the Trucking Business and the client's patron relationship between the skipper and the truck driver at PT. Sumber Guna Pabian Village, Sumenep sub-District, Sumenep District apart from being tasked with providing jobs and facilities to partners in the freight forwarder business, skipper also have the responsibility to help drivers when they need financial assistance, both within the scope of the expedition truck business and outside needs. Such as the kitchen or daily.

This study uses James C. Scott's concept of patron-client relations to present a number of data findings. Researchers used qualitative research methods and phenomenological approaches. As well as in data mining using frank or covert observations methods and semi-structured interviews in order to obtain information and interpret the data with the actual conditions that occur.

The results of the study show that the relationship between the two aktor who had resource of differentiation occurs in order to meet their respective needs and this creates reciprocity. Truck drivers offer royalty and energy as well as experience driving truck to carry out expedition business processes. Meanwhile, the skipper provides jobs and vehicle facilities as well as subsistence insurance for truck drivers. Patron-client relations also show a close and flexible relationship so that an element of trust emergest. However, yhis relationship also indicates an unequal relationship that causes the driver's dependence on the skipper. This dependence is due to a gaps in exchange.

Keywords: *Trucking Business, Client-Patron Relationship, owner, drivers*