

ABSTRAK

Penelitian ini dilatarbelakangi oleh ketidaksesuaian antara konsep akad syariah yang menuntut keadilan, transparansi, dan bebas dari *gharar* (ketidakpastian) atau *dzulm* (kezaliman) dengan praktik usaha mikro produsen kecambah kacang hijau di Sampang yang masih sangat tradisional dan berbasis kepercayaan. Ketimpangan ini termanifestasi dalam hubungan produsen-pemasok yang tidak memiliki akad tertulis, penetapan harga bahan baku yang sepihak, serta tingginya risiko produksi akibat faktor cuaca dan biaya operasional. Tujuan penelitian adalah menganalisis implementasi akad syariah dalam proses bisnis dan rantai pasok, serta mengkaji mekanisme penetapan harga dan keuntungan di Pasar Labuhan Sreseh, menggunakan metode kualitatif lapangan (*field research*). Hasil penelitian menunjukkan bahwa meskipun produsen belum memahami akad syariah secara formal, praktik bisnis mereka telah mencerminkan nilai-nilai dasar muamalah, seperti kerelaan (*'an tarāḍin*), kejujuran, transaksi tunai (*Bai' al-Naqd*), dan ketiadaan *riba* (melalui pembayaran fleksibel tanpa penambahan harga). Namun, ketiadaan kontrak resmi dan ketergantungan pada pemasok menyebabkan posisi tawar produsen sangat lemah. Hal ini berdampak langsung pada mekanisme penetapan harga, di mana produsen hanya memperoleh margin keuntungan harian yang sangat minim (sekitar Rp10.000–Rp12.000), yang tergerus oleh risiko produksi dan biaya. Oleh karena itu, penelitian ini menyimpulkan perlunya perumusan model akad syariah yang kontekstual dan intervensi struktural untuk menciptakan sistem transaksi yang lebih adil dan berkeadilan bagi produsen usaha mikro kecambah.

Kata kunci: Akad Syariah, Rantai Pasok, Usaha Mikro

This study was motivated by the discrepancy between the concept of sharia contracts, which demand fairness, transparency, and freedom from *gharar* (uncertainty) or *dzulm* (injustice), and the practices of micro-businesses producing mung bean sprouts in Sampang, which are still very traditional and based on trust. This discrepancy is manifested in producer-supplier relationships that lack written contracts, unilateral determination of raw material prices, and high production risks due to weather factors and operational costs. The purpose of this study is to analyze the implementation of sharia contracts in business processes and supply chains, as well as to examine the mechanisms of price and profit setting in the Labuhan Sreseh Market, using qualitative field research methods. The results show that although producers do not yet formally understand Sharia contracts, their business practices reflect the basic values of muamalah, such as willingness (*'an tarāḍin*), honesty, cash transactions (*Bai' al-Naqd*), and the absence of usury (through flexible payments without price increases). However, the absence of formal contracts and dependence on suppliers resulted in producers having very weak bargaining power. This had a direct impact on the pricing mechanism, whereby producers only obtained a very small daily profit margin (around IDR 10,000–IDR 12,000), which was eroded by production risks and costs. Therefore, this study concludes that there is a need to formulate a contextual sharia contract model and structural intervention to create a more fair and equitable transaction system for micro sprout producers.

Keywords: Sharia Contract, Supply Chain, Micro Business