

ABSTRAK

Kemiskinan masih menjadi salah satu permasalahan utama di Indonesia, sehingga diperlukan upaya untuk meningkatkan kesejahteraan masyarakat secara berkelanjutan. Salah satu instrumen yang dapat dimanfaatkan adalah zakat, namun penyalurannya masih cenderung bersifat konsumtif sehingga belum mampu mendorong kemandirian *mustahik*. Oleh karena itu, zakat produktif dikembangkan sebagai bentuk pemberdayaan ekonomi, salah satunya melalui program ternak kambing di BAZNAS Kabupaten Gresik. Program ini tidak hanya berorientasi pada peningkatan pendapatan tetapi juga pada perubahan *mindset* kewirausahaan *mustahik*. Penelitian ini bertujuan untuk menganalisis mekanisme pelaksanaan program zakat produktif sektor ternak kambing serta dampaknya terhadap perubahan *mindset* kewirausahaan *mustahik*.

Penelitian ini merupakan jenis penelitian kualitatif dengan pendekatan deskriptif. Teknik pengumpulan data dilakukan melalui wawancara, observasi, dan dokumentasi. Sumber data primer diperoleh dari pihak BAZNAS Kabupaten Gresik serta *mustahik* penerima program di Kecamatan Kebomas, sedangkan data sekunder diperoleh dari literatur yang relevan. Analisis data dilakukan melalui tahapan reduksi data, penyajian data dan penarikan kesimpulan.

Hasil penelitian menunjukkan bahwa: 1) Pelaksanaan program zakat produktif sektor ternak kambing di BAZNAS Kabupaten Gresik dilaksanakan dengan mekanisme yang terstruktur mulai dari pengajuan hingga pelaporan, serta menggunakan sistem hibah yang memberikan keleluasaan kepada *mustahik* dalam mengelola usaha. 2) Program zakat produktif memberikan dampak yang signifikan terhadap perubahan *mindset* kewirausahaan *mustahik* yang ditandai dengan meningkatnya kepercayaan diri, kemampuan melihat peluang usaha, keberanian menghadapi risiko, orientasi pada tindakan, serta kemauan untuk terus belajar. Selain itu program ini juga memberikan dampak ekonomi berupa peningkatan pendapatan serta dampak sosial berupa meningkatnya interaksi dan kerja sama antar *mustahik*.

Kata Kunci : *Mindset Kewirausahaan, Mustahik, Zakat Produktif*

ABSTRACT

Poverty remains a major problem in Indonesia, necessitating efforts to improve community welfare sustainably. One instrument that can be utilized is zakat, but its distribution tends to be consumptive and therefore unable to encourage the independence of beneficiaries. Therefore, productive zakat has been developed as a form of economic empowerment, one of which is through the goat farming program at the National Azan Agency (BAZNAS) in Gresik Regency. This program is oriented not only towards increasing income but also towards changing the entrepreneurial mindset of beneficiaries. This study aims to analyze the implementation mechanism of the productive zakat program in the goat farming sector and its impact on changing the entrepreneurial mindset of beneficiaries.

This research is a qualitative study with a descriptive approach. Data collection techniques were conducted through interviews, observation, and documentation. Primary data sources were obtained from the BAZNAS in Gresik Regency and beneficiaries of the program in Kebomas District, while secondary data were obtained from relevant literature. Data analysis was carried out through the stages of data reduction, data presentation, and conclusion drawing.

The research results show that: 1) The productive zakat program for the goat livestock sector at the National Zakat Agency (BAZNAS) in Gresik Regency is implemented through a structured mechanism, from submission to reporting, and utilizes a grant system that provides recipients with flexibility in managing their businesses. 2) The productive zakat program has had a significant impact on changing the entrepreneurial mindset of recipients, characterized by increased self-confidence, the ability to recognize business opportunities, the courage to face risks, an orientation toward action, and a willingness to continue learning. Furthermore, this program also has an economic impact in the form of increased income and a social impact in the form of increased interaction and cooperation among recipients.

Keywords: Entrepreneurial Mindset, Mustahik, Productive Zakat