

ABSTRACT

Muhajarotul Kusnia, Institutional Study of the Economy of Salt Farmers in Sampang Regency.

The purpose of this study is to analyze the institutional role of salt farmers in Sampang Regency. This study uses a descriptive qualitative method with a phenomenological approach and domain analysis. The data collection technique used was through interviews and looking at field conditions. The validity of the data was checked using triangulation of sources and theories, and then conclusions were drawn. The focus of this research is 4 units of analysis, namely trust, norms, social networks, and reciprocal as mentioned in the institutional theory of social capital.

The results of this study show that the trust established is helped by the honest and responsible attitude of salt farmers in the institution. Norms are formed based on agreement and are in the form of written and unwritten/oral rules. The social network that is established is with PT Garam and other institutions to large companies so that the salt sales chain is very wide. The reciprocal that arises is between salt farmers with institutions and institutions with social networks in the form of profits. Therefore, the role of institutions in Sampang Regency, especially in Sampang Regency, has a very crucial role, but the reality is that the existing institutions had been active and passive. However, it is undeniable that the existence of an institution has an impact on convenience and profits for farmers in the salt business. This is proven by the activities and social networks that are established.

Keywords: *Economic Institutions, salt farmers*

ABSTRAK

Muhajarotul Kusnia, Studi Kelembagaan Ekonomi Petani Garam di Kabupaten Sampang.

Tujuan penelitian ini adalah untuk menganalisis terkait peranan kelembagaan ekonomi petani garam di Kabupaten Sampang. Penelitian ini menggunakan metode kualitatif deskriptif dengan pendekatan fenomenologi dan analisis domain. Teknik pengumpulan data yang digunakan melalui wawancara dan melihat kondisi lapangan. Pemeriksaan keabsahan data menggunakan triangulasi sumber dan teori kemudian ditarik kesimpulan. Fokus penelitian ini terdapat 4 unit analisis yaitu kepercayaan, Norma, Jaringan sosial, dan Resiprokal sebagaimana yang disebutkan dalam teori kelembagaan modal sosial.

Hasil penelitian ini menunjukkan bahwa Kepercayaan yang terjalin terbantu karena sikap saling jujur dan bertanggung jawab para petani garam dalam kelembagaan. Norma terbentuk berdasarkan kesepakatan dan berupa aturan tertulis maupun tidak tertulis/lisan. Adapun jaringan sosial yang terjalin adalah dengan PT Garam dan kelembagaan lainnya hingga perusahaan besar sehingga rantai penjualan garam sangat luas. Resiprokal yang timbul adalah antara petani garam dengan kelembagaan dan kelembagaan dengan jaringan sosial berupa keuntungan. Oleh karena itu, peran kelembagaan di Kabupaten Sampang, terutama di Kabupaten Sampang memiliki peran yang sangat krusial akan tetapi realitanya kelembagaan yang ada sempat mengalami aktif, pasif. Namun, tidak dapat dipungkiri jika dengan adanya kelembagaan memberikan dampak kemudahan dan keuntungan bagi petani di usaha garam. Hal tersebut terbukti dengan kegiatan dan jaringan sosial yang terjalin.

Kata Kunci : Kelembagaan ekonomi , petani garam