

ABSTRAK

Andre Abdillah, Model Integratif *Trust Management* dan Kearifan Budaya dalam Memitigasi Risiko pada Pembiayaan *Mudharabah*. Dibawah bimbingan Atik Emilia Sula, S.E., M.Ak. dan Achdiar Redy Setiawan, S.E., MSA., Ak., CA., PhD.

Tujuan penelitian ini adalah untuk menganalisis dan mendeskripsikan mekanisme *trust management* serta strategi mitigasi *moral hazard* pada pembiayaan *mudharabah* di BMT Makin Amin melalui perspektif kearifan lokal. Penelitian ini dilatarbelakangi oleh tingginya risiko asimetri informasi pada akad bagi hasil yang sering memicu perilaku menyimpang (*moral hazard*) anggota, sehingga banyak lembaga keuangan syariah menghindari produk ini. BMT Makin Amin dipilih sebagai objek studi karena konsistensinya mempertahankan pembiayaan *mudharabah* dengan pendekatan yang unik.

Penelitian ini dilakukan secara kualitatif dengan desain studi kasus tunggal. Teknik pengumpulan data dilakukan melalui wawancara mendalam dengan manajer, staf penagihan, dan anggota, serta observasi partisipan dan dokumentasi. Data dianalisis menggunakan integrasi proposisi teoretis dimensi *trust* (*ability*, *benevolence*, dan *integrity*) dan nilai sosiokultural masyarakat Madura.

Kesimpulan penelitian ini adalah (1) BMT Makin Amin melakukan dekonstruksi terhadap dimensi *ability* dengan memvalidasi kemampuan bayar melalui rekam jejak sosial dan instrumen *personal guaranty* daripada dokumen formal; (2) Dimensi *benevolence* diwujudkan melalui kebijakan tanpa denda dan dukungan moral yang memicu empati timbal balik dari nasabah sehingga mereka rela menanggung risiko usaha secara sukarela demi menjaga hubungan baik; (3) Dimensi *integrity* ditegakkan melalui kewajiban transparansi rumah tangga (melibatkan pasangan) dan kebijakan tanpa toleransi bagi staf internal; serta (4) Integrasi budaya *Malo* (harga diri) bertindak sebagai sanksi sosial dan kontrol organik yang sangat efektif mengunci kepatuhan anggota karena ketakutan kehilangan martabat di mata masyarakat jauh lebih besar dibandingkan ketakutan terhadap sanksi materiil.

Kata Kunci: Akuntansi Keperilakuan, *Trust Management*, *Moral Hazard*, *Mudharabah*, *Malo*.

ABSTRACT

Andre Abdillah, *Integrative Model of Trust Management and Cultural Wisdom in Mitigating Risk in Mudharabah Financing*. Supervised by Atik Emilia Sula, S.E., M.Ak. and Achdiar Redy Setiawan, S.E., MSA., Ak., CA., PhD.

This study aims to analyze and describe the mechanism of trust management and moral hazard mitigation strategies in mudharabah financing at BMT Makin Amin through the perspective of local wisdom. The study is motivated by the high risk of information asymmetry in profit-sharing contracts, which often triggers deviant behavior (moral hazard) among members, causing many Islamic financial institutions to avoid this product. BMT Makin Amin was selected as the object of study due to its consistency in maintaining mudharabah financing through a unique approach.

This research was conducted using a qualitative method with a single case study design. Data collection techniques included in-depth interviews with the manager, collection staff, and members, as well as participant observation and documentation. The data were analyzed by integrating the theoretical propositions of trust dimensions (ability, benevolence, and integrity) with the sociocultural values of the Madurese community.

The findings of this study conclude that: (1) BMT Makin Amin deconstructs the ability dimension by validating repayment capacity through social track records and personal guaranty instruments rather than formal documentation; (2) the benevolence dimension is manifested through a no-penalty policy and moral support, which trigger reciprocal empathy from members, leading them to voluntarily bear business risks in order to preserve good relationships; (3) the integrity dimension is upheld through mandatory household transparency (involving spouses) and a zero-tolerance policy for internal staff; and (4) the integration of Malo culture (self-esteem/dignity) functions as a highly effective form of social sanction and organic control that locks in member compliance, as the fear of losing dignity in the eyes of the community far outweighs the fear of material sanctions.

Keywords: *Behavioral Accounting, Trust Management, Moral Hazard, Mudharabah, Malo.*