



FACTORS THAT INFLUENCE THE INTEREST OF STUDENTS IN SAVING AT SMK NURUL FINANCIAL INSTITUTIONS OF NURUL ABROR AL-ROBBANIYIN ISLAMIC BOARDING SCHOOL

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ABSTRACT

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Both conventional and sharia financial institutions provide saving services for customers. Various products and service systems are designed and structured by the institution in such a way as to generate public interest in saving and generate customer satisfaction. That's because saving is an important need for many people who need an agency to manage it properly. This study aims to find out what motives encourage customers to put their trust in saving a certain amount of money at the SMK NAA Financial Institution. The research methodology used in this paper is a qualitative case study approach with descriptive data. Existing data obtained from informants with sampling techniques. The results of this study indicate several factors that motivate customers to save, including: having remaining pocket money, awareness of future needs and the influence of the surrounding environment. And also shows the factors that become obstacles to saving, including: lack of promotion, poor service and economic limitations.

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A. INTRODUCTION

Financial Institutions are basically institutions that connect parties who need funds with those who experience a surplus of funds. The importance of the existence of financial institutions arose after the use of money as a medium of exchange in the economy. Over time, the role of financial institutions is increasingly important, both collecting funds from surplus units and channeling funds to deposit units effectively and efficiently (Asnaini, 2017). With this role, the existence of financial institutions is expected to provide more benefits for



customers, and customers are given the freedom to choose between Islamic financial institutions and non-sharia financial institutions. Public views on Islamic financial institutions can represent the views of the general public towards Islamic financial institutions, namely (1) The absence of interest (2) Islamic financial institutions are identical to the profit sharing system (Abdul Haris, 2018).

One form of service in financial institutions is savings. Saving money is one of the good habits that is cultivated from an early age at home, Islamic boarding school, or school. Saving in the proper sense is setting aside a portion of today's income to adequately anticipate future needs by taking into account the long-term rate of inflation. Therefore, Nurul Abror Al-Robbaniyin Islamic Boarding School, East Java, uses LK SMK NAA (Nurul Abror Al-Robbaniyin Vocational High School Financial Institution) as a means of storing money for students and female students a total of 1,617, with details of 889 are students and 728 are female students from various provinces in Indonesia and several countries in Southeast Asia (ASEAN) living in cottages this boarding school.

Many tests have examined the saving habits of young people, especially savings for PP students. This NAA is because it can motivate students to save when they are still young besides that saving habits can be beneficial for students, parents/guardians, and families. However, from the results of the study, the author found that the interest of students in saving at LK SMK NAA is still relatively low. Therefore, it is important to know about the factors that affect the interest of students to save at LK SMK NAA because it is very important to maintain economic stability so that it will have an impact on benefits for students, parents/guardians, families, financial institutions, and other relevant stakeholders.



B. THEORITICAL FRAMEWORK

1. Financial Institution

Financial Institution is a company whose business is engaged in financial services. That is, the activities carried out by this institution will always be related to the financial sector, whether raising public funds and other financial services. Based on Law No. 14 of 1967 concerning the principles of Banking, article 1.b states that financial institutions are all entities that through their activities in the financial sector attract money from the public and channel it into the community (Mardani, 2017).

In practice, financial institutions are divided into two variants, namely Islamic and non-sharia financial institutions. Islamic banks are Islamic-based financial institutions that apply the values and laws of jurisprudence in their implementation.

According to type, Islamic banks are divided into Sharia Commercial Banks (BUS), Sharia Business Units (UUS), and Sharia People's Financing Banks (BPRS). Currently, the existence of Sharia Banks is regulated in Law. No. 21 of 2008 concerning Sharia Banks.

2. Interest

Interest is a tendency to give attention and act to carry out an activity or situation that is the object of interest accompanied by feelings of pleasure (Shaleh, 2008). Basically, if someone has an interest in something, then he will be able to accept well and be positive with an object or environment that is the object of his interest. The public considers that a financial institution is not only fixated on the issue of bank interest, but has experienced a development in quality issues, both regarding the quality of the products offered and the quality of services provided by the financial institution. So here the role of an Islamic financial institution is to continue to improve in quality, both the quality of services provided and the quality and variety of



products offered and of course these products are in accordance with the principles of shari'ah (Abdul Haris, 2018).

There are several factors that can affect interest, including:

a. From yourself

A person's interest will arise along with the needs that must be met in human beings. For example, the urge to be curious, then, will arouse interest in reading, studying, studying, doing research and others.

b. From others

Interest can arise because of the support that can be from around. Thus, it can arouse interest in doing certain activities. As do friends, family, and others.

c. Emotional

Ambitious humans want to get what they want, therefore humans try how these ambitions can be fulfilled. If the ambition is fulfilled then, it will cause feelings of pleasure in him and it will strengthen interest, but on the contrary if the ambition is not fulfilled it will eliminate interest in it.

3. A wide range of interests

According to Abdul Rahman Shaleh and Muhib Abdul Wahab, interest can be divided into three types (based on its arise, based on its direction, and how to express it) which are as follows:

Based on their arise, interests can be divided into primitive interests and cultural interests. Primitive interest is interest that arises because of biological needs or body tissues. While cultural interests or social interests are interests that arise because of the learning process.

Based on the direction, interests can be divided into intrinsic and extrinsic interests. Intrinsic interest is interest that is directly related to the activity itself. Extrinsic interest is interest related to the ultimate goal of the activity.



- a. Based on the way of expression, interest can be divided into four, namely:
- 1) Exspressed interest, is an interest expressed by asking the subject to state or write down 17 activities both in the form of tasks and non-tasks that are liked. From the answer can be known his interest.
 - 2) Manifest interest, is an interest expressed by observing or observing directly the activities carried out by the subject or by knowing his hobbies.
 - 3) Tested interest, is an interest expressed how to infer from the results of the answers to objective tests given, high values in an object or problem usually indicate high interest in it.
 - 4) Inventoried interest, is an interest expressed using standardized tools, which usually contains questions addressed to the subject whether he is happy or unhappy with some activity or an object asked (Arif, 2017).

4. Santri

Santri in general is a term for someone who follows Islamic religious education in pesantren. Santri usually stays in that place until their education is complete. After completing their studies at the pesantren usually, they will serve the pesantren by becoming administrators. According to Gus Achmad Dhofir Zuhry, santri comes from the word Shastri (Sanskrit) meaning people who study scriptures in per-Shastrian or commonly known as pesantren. So, santri can be interpreted as someone who studies religious knowledge in pesantren. Some argue that Santri acronym in Arabic: س ن ت ر ي each letter has a meaning (Arif, 2017).

5. Saving

Saving is an effective learning in frugality, planning and at the same time Saving means setting aside some of the money you have to save for a certain period of time. Saving is an activity that we should not forget, this



activity is very important. Saving money must be familiarized from an early age. Saving money is a very positive activity. By saving we can become a more frugal person and of course we can also learn to manage finances (Syatriadi, 2013).

Purpose of Saving Get used to living frugally. Frugal living means not being extravagant. Expenses are adjusted to the needs and meet large amounts of needs in the future (Maulana, 2015). In addition, teaching saving from an early age has benefits, namely children are accustomed to learning to manage personal money, have financial planning, respect money, learn discipline, and make pride (Olvista, 2013).

C. METHOD

Based on the problems and reviews of researchers, this type of research uses qualitative research case study approach with descriptive data. who explains that descriptive data as, "Data collected in the form of words, images, and not numbers" (Moleong, 2016). Thus the data in this study mostly came from interview manuscripts, field notes, photos, and other official documents related to the form of promotion of LK SMK NAA.

According to in qualitative research, the sampling technique that can be used is purposive sampling. This method is a sampling technique of data sources with certain considerations. This particular consideration, for example, is the person who is considered to know best about what we expect, or perhaps he as a ruler so that it will make it easier for researchers to explore the object or social situation under study (Sugiyono, 2015).

Sugiyono said that without knowing data collection techniques, researchers will not get data that meets the data standards set. Data collection can be done in a variety of settings, multiple sources, and in a variety of ways. In this stage the steps taken by the author are as follows:

1. Observation
2. Interview



3. Documentation
4. Triangulation (Sugiyono, 2015)

This study uses a qualitative approach with a descriptive method of analysis which refers to an explanation of the management of existing sources of funds in Pondok Pesantren through data collection by means of interviews, observations and documentation studies. Data analysis steps by 1) reducing data on important things according to research objectives, 2) presenting data into narrative texts or sentences, so that they can be understood by the reader; 3) making conclusions on the objectives contained in this research.

D. FINDINGS AND DISCUSSION

1. Findings

- a. History of the Establishment of SMK NAA Financial Institution

The institution of SMK NAA was declared on March 4, 2015 by the caretaker of Nurul Abror Al-Robbaniyin Islamic Boarding School, KHR. Fadlurrahman Zaini BA. along with the vice chairman of the PP foundation. NAA and commissioner of LK SMK NAA, Kyai Muhammad Shiddiq Amin S.pd. began its effective work since March 22, 2015.

The establishment of LK SMK NAA was motivated by the ideals of the PP big family. NAA, more so than PP caregivers. NAA. His main goal is the financial system of the PP foundation. NAA, institutions, and business units under the auspices of PP. NAA can be centralized into a special institution that is concerned and competent in the field of finance. Through the existence of LK SMK NAA, the financial system can be managed properly, transparently, safely, and easily controlled as well as students in PP. NAA can save at LK SMK NAA in the hope that it will make it easier for students to use the services of financial institutions that are in accordance with sharia principles.

Before the establishment of SMK NAA Financial Institution, the name of LK SMK NAA known as BMT (Baitul Maal wat Tamwil) is a sharia



financial institution that operates using a combination of the concepts of "Baitul Tamwil and Baitul Maal" with its operational target focusing on the Small and Medium Enterprises sector. For about two years, BMT has been stagnant and has experienced bad balances due to the large number of credit distributions to the public with various criteria and this is considered unhealthy. After some time in the second year of BMT NAA's establishment, SMK NAA received a channel of funds to build a mini bank, from here BMT was taken over and renamed LK SMK NAA by continuing and improving the system that had existed in BMT at that time, and transactions that had been running during BMT's operation such as expenses and receivables remained borne by LK SMK NAA.

b. Vision and Mission of Financial Institutions (LK) SMK NAA

Vision of Financial Institutions (LK) SMK NAA The realization of financial institutions that have integrity, capacity, competitiveness and achievement in the field of finance based on the Islamic sharia system according to the ideology of Nurul Abror Al Robbaniyin and Mision are:

- 1) Making LK SMK NAA a financial institution that is widely beneficial to the community.
- 2) Manage the finances of several institutions and business units under the auspices of the Nurul Abror Al-Robbaniyin Foundation in a transparent and accountable manner in accordance with sharia economic principles sourced from the savings of the Nurul Abror Al-Robbaniyin Foundation's extended family, payment of operational costs of Islamic boarding schools, junior high schools, vocational schools, STT, IAI Nurul Abror Al-Robbaniyin.
- 3) Manage public finances in a transparent and accountable manner in accordance with Islamic economic principles in the form of savings and loans.
- 4) Developing LK SMK NAA finances through transparent and accountable sharia investment.



c. Financial Institution Business Unit (LK) of SMK NAA

Financial Institution Services (LK) SMK NAA serves various financial services such as account creation, savings, payment transactions, transfers, credit purchases and electricity tokens.

d. Products of Financial Institutions SMK NAA

Produk in the Financial Institution SMK NAA is savings. There are two types of savings that are the leading products in the country, namely *falah* and *ziyadah*. Also included are other products, namely credit which has two contracts: *Qordul hasan* and *Murobahah*.

The similarity of the products of *falah* and *ziyadah* is that they both use the *wadi'ah* contract. While the difference is that *falah* products can be withdrawn at any time while *ziyadah* products can be withdrawn only for the operational needs of *pesantren* and schools.

2. Discussion

a. Factors That Can Influence Students' Interest In Saving

Based on observations made by researchers, several factors that can affect students' interest in saving, including:

1) Factors of oneself (intrinsic)

That is, when students still have pocket money left, it will have a big effect on students in saving. Santri will make a consideration between saving or not when their primary needs have been met. They will do opportunities to channel money to save money when material availability is available after meeting primary needs. However, this is not the main benchmark where the availability of material is an external factor. The determination is internal motivation, that is, individual consciousness. "Sometimes the remittance money I get does not remain on impromptu needs. Yes, sometimes there is also a leftover, and from that residue I set aside some to save".

2) Others Factors (Ex-trinsic)



Environmental behavior can have a major effect on the decline in interest in saving for NAA students. Especially roommates because it can persuade them to be influenced in managing needs. If their friends in the room have a habit of not saving, it will make them do it too. At least as experienced by some students who are actively saving, that the influence of friends makes the nominal savings they deposit even thinner. "Because of my habit of following friends. If they don't save up for more snacks, yes, I can go along. Or even if you save yes with a small nominal".

3) Emotional

As well as future needs, they want their vacation period to have additional pocket money, this is a motivator for students who actively channel some of their money to carry out savings programs. Departing from awareness, the students want their vacation period to be more independent and not impose a burden on parents. At least a little relief than having to make parents the object of request. They realize that in the upcoming holiday period, they will need more money to meet their needs as usual. Departing from that, making savings a solution to future needs is the right choice. *"Yes, because in the upcoming holidays my needs will be more. If without saving, then there will be no money left over that can be used later except just asking parents"*.

b. Factors That Train Students Are Saving

1) Lack of socialization/promotion

Lack of socialization or the absence of promotion is certainly a business or business will not run. The importance of promotion in running a business is absolutely legal. If you do not promote prospective buyers or clients, of course, you will not know the business or business that is being run, you will not know the products sold. This is what happened at SMK NAA financial institution. The



promotion of students from the Financial Institution so that the students do not know the advantages and savings products available at the bank. *"Yes because there is no socialization, so we are not interested in saving at LK"*.

2) Poor service

Likewise with those who actively do saving activities. That their motivation to save can decrease slowly because of poor service carried out by officers who are in charge of collecting student savings money. There are several factors that can be categorized as a form of poor service, including: The availability of officers in their offices, lack of protection, and poor administrative implementation also resulted in a decrease in interest in saving students. *"Sometimes when we want to save, the regional administrators are not necessarily there, sometimes they are waiting in line. So that makes us lazy to save"*.

3) Economic limitations

The next factor, yes, is economic limitations. This factor also has a big influence on the interest of NAA students in saving, because the average money they get from parents/guardians of students who are in the middle to lower economic level is only sufficient to meet daily needs. So that the money they get does not demand to be saved to LK SMK NAA. *"Yes, because the money we get from parents is only enough for needs"*.

E. CONCLUSION

Based on the formulation of the problem and the results of the research discussion, it can be concluded that the factors that influence students' interest in saving are factors from themselves, from others, and emotional factors. These factors include: the existence of remaining pocket money, future investment, and the surrounding environment. Second, things that can be an obstacle to interest in saving include: lack of socialization, poor service, economic limitations and



others.



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