

Building an Entrepreneurial Spirit

M Sholeh Awaludin, Akbar Maulana

Sekolah Tinggi Ekonomi Dan Bisnis Syariah (STEBIS) Indo Global Mandiri
Email : soleh3513@gmail.com , rascalakbar007@gmail.com

Received: 01-04-2024, Revised: 24-04-2024, Accepted: 25-04-2024

Abstrak

Membangun jiwa entrepreneurship Islam merupakan sebuah konsep yang menggabungkan prinsip-prinsip kewirausahaan dengan nilai-nilai Islam. Konsep ini menekankan pentingnya integritas, keadilan, dan keberkahan dalam menjalankan bisnis. Salah satu pilar utamanya adalah akhlak yang mulia dalam berbisnis, termasuk kejujuran, tanggung jawab, dan kasih sayang kepada sesama. Jiwa entrepreneurship Islam juga mempromosikan konsep risiko yang seimbang, dengan menghindari praktik riba dan mengedepankan keadilan dalam transaksi. Selain itu, kesadaran akan tanggung jawab sosial juga ditanamkan, dengan memberikan kontribusi positif bagi masyarakat dan lingkungan. Tujuan dari penelitian ini adalah untuk mengetahui bagaimana cara Menumbuhkan jiwa entrepreneurship dalam kepemimpinan, Langkah-Langkah Yang Harus Di Lakukan Seorang Enterpreneur, Resiko Menjadi Seorang Enterpreneur dan mengupas hal lainnya. Dengan memahami prinsip-prinsip ini, para enterpreneur Muslim diharapkan dapat menciptakan bisnis yang berkelanjutan, memberikan manfaat tidak hanya bagi diri mereka sendiri, tetapi juga bagi masyarakat secara luas, sesuai dengan ajaran Islam yang mengutamakan kesejahteraan bersama.

Kata Kunci: *Membangun , Jiwa, Enterprenurship*

Abstract

Building an Islamic entrepreneurial spirit is a concept that combines entrepreneurial principles with Islamic values. This concept emphasizes the importance of integrity, justice and blessings in running a business. One of the main pillars is noble morals in business, including honesty, responsibility and compassion for others. The spirit of Islamic entrepreneurship also promotes the concept of balanced risk, by avoiding the practice of usury and prioritizing fairness in transactions. Apart from that, awareness of social responsibility is also instilled, by making a positive contribution to society and the environment. The purpose of this research is to find out how to develop an entrepreneurial spirit

in leadership, the steps that an entrepreneur must take, the risks of becoming an entrepreneur and discuss other things. By understanding these principles, Muslim entrepreneurs are expected to be able to create sustainable businesses, providing benefits not only for themselves, but also for society at large, in accordance with Islamic teachings which prioritize collective prosperity.

Keywords: *Building, Spirit, Entrepreneurship*

Introduction

In the era of globalization and increasingly fierce economic competition, entrepreneurial skills have become one of the most important assets that every individual must have, not limited to those who want to set up their own company. The spirit of entrepreneurship is not only about the ability to start a new business, but also about a way of thinking and acting that prioritizes innovation, creativity and productivity in facing various challenges and opportunities.

Building an entrepreneurial spirit is not an instant process, but a journey that requires continuous learning and development. This is important for every individual, educational institution, and even company to realize that wants to remain relevant and competitive in a dynamic market. Work is used as a position of worship, so human life cannot be separated from work, Islam provides that work placement is an obligation. His obligation is to fulfill life's needs, improve his life's quality, and also choose the meaning of submissiveness and obedience as a servant's position to his Lord (Utomo, et.al, 2022).

There are two ways for people to work, namely opening their own business (entrepreneurship) or working with other people. Opening your own business or working in someone else's place is the same as providing space for people to develop the knowledge or skills they have to respond to change. someone who has ideas is able to provide and create change or is often called an entrepreneur (Aravik, et.al, 2021).

Entrepreneurship is an integrated unity of spirit, values and principles as well as strong attitudes, art and real actions that are very necessary, appropriate and superior in handling and developing companies or other activities that lead to the best service to customers and other interested parties. interests including society, nation and state. It can also be interpreted as the process of creating something new at the cost of using the necessary time and effort, bearing the accompanying financial, physical and social risks,

receiving the resulting monetary rewards, as well as personal satisfaction and freedom (Aravik, et.al, 2021).

The purpose of this research is to find out how to cultivate an entrepreneurial spirit in leadership, the steps that an entrepreneur must take, the risks of becoming an entrepreneur, the goals and benefits of becoming an entrepreneur, entrepreneurship from an Islamic perspective, and cultivating an entrepreneurial spirit in educational leadership. So, it can be hoped that readers and writers will be able to implement this article in their entrepreneurial life.

Research Methods

The research used is the library research method, which involves reading, analyzing and recording various literary works or reading materials that are relevant to the topic before being filtered and applied within a theoretical framework. By using library research methods to find out and compare the differences and similarities between theory and practice in problems. The library research method is based on using critical descriptiveness with more emphasis on the strength of analysis of existing sources and data by relying on existing theories and concepts to be interpreted based on writings that lead to concepts and functions. education Management

The steps of the library research method consist of 4 steps;

1. Descriptive analysis method, namely an effort to collect and organize data, then analyze the data.
2. Analyzing content, namely a methodology that utilizes a set of procedures to draw valid conclusions from a document. As a condition for presenting presentation, content analysis has the requirements, namely objective, systematic and general.

3. Critical analysis, namely a view that states that the author is not a value-free subject when looking at a source or information.
4. The focus of the discussion topic consists of a literature review regarding the concept of educational management from various aspects.

DISCUSSION

1. Developing An Entrepreneurial Spirit In Leadership

1) Developing an Entrepreneurial Spirit

Becoming an entrepreneur is of course the human right of all of us. Don't just because we don't have any descendants of entrepreneurs, we close down the opportunity to become entrepreneurs. The first step we take if we are interested in entering the world of entrepreneurship is to cultivate an entrepreneurial spirit within ourselves. There are many ways that can be done, for example:

Superior human resources (HR) which are characterized by HR that is not only of quality in the cognitive aspect, but also in the affective and psychomotor aspects, while the spirit of Entrepreneurship is as follows:

- a) Through formal education. Now various educational institutions, both secondary and higher, offer various programs or at least entrepreneurship courses
- b) Through entrepreneurship seminars. Various entrepreneurship seminars are often held by inviting entrepreneurship experts and practitioners so that through this media we will develop an entrepreneurial spirit within ourselves
- c) Through training. Various business simulations are usually provided through training
- d) Through training. Various business simulations are usually provided through training both indoors and outdoors. Through this training, our courage and responsiveness to the dynamics of environmental change will be tested and always improved and developed.
- e) Autodidactic. Through various media we can foster an entrepreneurial spirit. For example, through biographies of successful entrepreneurs (success stories), television media, radio, magazines, newspapers and various media that we can

access to develop the entrepreneurial spirit within us. Through these various media, it turns out that everyone can learn and develop an entrepreneurial spirit.

Entrepreneurship can be understood as someone who has individual potential in the form of work enthusiasm, courage, and the ability to innovate when carrying out business activities. The aim of this activity is to obtain new ideas, create something from these ideas, and implement these ideas in work, while making improvements in providing the best product services (Zamzam & Aravik, 2020).

2) Forming an Entrepreneurial Character

a. Taqwa

Taqwa is a form of obedience of a Muslim to his God. Taqwa is the main form of behavior or characteristic that an entrepreneur must have in carrying out his entrepreneurial actions (Aravik & Zamzam, 2020). One of the things that can be the key to success in this world and the hereafter for Muslim entrepreneurs is devotion. As Allah says: "O you who believe, would you like me to show you a business that can save you from a painful punishment?" (Q.S. Ash-Shaff: 10). "(Namely) you believe in Allah and His Messenger and strive in the way of Allah with your wealth and your soul. That is what is better for you, if you only knew." (Q.S. Ash-Shaff: 11).

The two as-saff letters above contain content regarding the form of a person's faith in Allah and the Messenger of Allah in every activity, including doing business and fighting in the way of Allah. There is a need for a foundation of devotion in all aspects of entrepreneurship, so that these activities achieve success both in this world and in the hereafter.

b. Honest and trustworthy

In Islam, an entrepreneur must prioritize the value of honesty in stimulating his business, because honesty is a characteristic that every Muslim must have in order to do anything, including entrepreneurship (Aravik, et.al, 2023).

Another moral is trust, it cannot be denied that the character of trust is really needed in all parts of life, including when we run a business or business. If this mandate is applied well in carrying out business, you can be sure that all business partners can maintain their cooperation. Islam wants a Muslim businessman to have a responsive heart, to guard it by fulfilling the rights of Allah and humans, and to protect his muamalah from elements that are excessive or futile.

2. Steps that an Entrepreneur Must Take

- a. Choose a business field that you are interested in and have passion and knowledge in. If you have determined your interest, then immediately hone your knowledge and increase your reading and skills regarding the business field you want to pursue.
- b. Expand and expand your business and friendship networks. Often offers of business opportunities and business development support come from colleagues in the network.
- c. Choose uniqueness and superior value in your product/service. Most people don't realize that, when starting a business, they are trapped in the price slashing phenomenon. However, there are times when price is not everything. You must be able to look for unique market gaps and niches
- d. Maintain credibility/trust and brand image. Maintaining these two factors is very important for business beginners. An entrepreneur usually often forgets the factors of good name, credibility and people's views on products/services
- e. Save money in planned operations and set aside money for working capital and additional investment in production equipment/services

3. Risks of Becoming an Entrepreneur

- a. Self-confidence (confident, independent, individuality, optimism, leadership and dynamic)

- b. Originality (consisting of being innovative, creative, able to overcome new problems, initiative, able to do many things well and having knowledge)
- c. People-oriented consisting of the nature of liking to get along with other people, flexible, responsive to suggestions and criticism. Results-oriented (the nature of wanting to achieve, profit-oriented, firm, persistent, high determination, hard work, full of enthusiasm and energy)
- d. Future oriented (consisting of forward-looking characteristics, sharpness of perception)
- e. Dare to take risks (consisting of the nature of being able to take risks, liking challenges (Utomo, et.al, 2021).

4. **Goals and Benefits of Becoming an Entrepreneur**

- 1) Increase the number of quality entrepreneurs
 - 2) Realizing the ability of entrepreneurs to produce social welfare.
 - 3) Cultivate entrepreneurial enthusiasm, attitudes, behavior and abilities among the community.
 - 4) Develop strong entrepreneurial awareness and orientation.
- The benefits obtained from entrepreneurship
- 1) Have the freedom to actualize your potential. Entrepreneurial success often occurs because of the skills and hobbies a person has.
 - 2) Have the opportunity to play a role in the community. With entrepreneurship, someone has the opportunity to create a product that society needs.
 - 3) Can be a motivation in itself to start entrepreneurship. Motivation is the main factor in a person's success and failure in entrepreneurship

5. Entrepreneurship in an Islamic Perspective

Examining entrepreneurship from an Islamic perspective through the perspective of Islamic history requires someone to re-examine the history of the great Prophet Muhammad SAW. Even because the Prophet was the bearer of the Islamic message. However, his life history is very thick with entrepreneurial values and behavior, making it very worthy of being used as a reference. In fact, at a certain point many experts say that Islam is the religion of traders, and was spread throughout the world at least until the 13th century AD also by Muslim traders (Aravik, et.al, 2023).

In carrying out his business, the Prophet Muhammad adorned himself with discipline, teaching, steadfastness in keeping promises and other noble qualities, so that people really trusted him and gave him the title Al-Amin. Apart from that, he is very persistent, reliable and smart in business. It is not uncommon for him to earn double the profits compared to other traders. That is why Khadijah often gave him profit bonuses apart from the agreed profits. After marrying Khadijah, he continued his business, although in a different position compared to before he married. Before getting married he was a project manager for Khadijah, but after getting married he became a joint and supervisor for Khadijah's trading agents (Aravik, et.al, 2023).

As for exploring the concept of entrepreneurship from an Islamic perspective, through analyzing the relationship between Islamic teachings and entrepreneurship itself, it refers more to the words or sentences used in the Koran and Sunnah that are relevant to entrepreneurship. In this case there are several words, such as al-'amal, al-kasb, al-fi'il, as-sa'yu, an-nashru, and ash-sa'n. Even though each word has different meanings and implications, in general these words mean working, trying, seeking sustenance, and exploring (to work).

6. Fostering an Entrepreneurial Spirit in Educational Leadership

1. The development of national education is aimed at realizing the ideals of independence of the Indonesian people, especially in efforts to make the nation's life more intelligent so that it will become a civilized nation that can compete internationally. One of the efforts to realize the goals of education, especially in schools, is the need to develop, implement and implement entrepreneurial

education (entrepreneurship) to foster an independent personal attitude. The personality psychology perspective defines entrepreneurs as people who create work for other people by establishing, developing and institutionalize his own company and be willing to take personal risks in finding business opportunities and creatively use his potential to identify products, manage and determine production methods, organize operations for procuring products, market them and manage operational capital.

- a. The starting stage, the stage where someone who intends to start a business prepares everything necessary, starting with looking at possible new business opportunities, whether opening a new business, making an acquisition, or franchising. Also choose the type of business to be carried out, whether in the agricultural, industrial/manufacturing/production or service sector
- b. The stage of carrying out a business or summarized as the "road" stage, this stage an entrepreneur manages various aspects related to his business, including aspects: financing, human resources, ownership, organization, leadership which includes how to take risks and make decisions, marketing, and conducting evaluation.
- c. Maintaining the business, the stage where the entrepreneur, based on the results that have been achieved, analyzes the progress achieved to be followed up according to the conditions faced.
- d. Developing a business, the stage where if the results obtained are positive or experiencing development or can survive then expanding the business is one option that might be taken (Aravik, et.al, 2020).

2. Innovation and out of the box thinking is needed from a school principal to develop the school he leads so that it is different from others. The term out of the box thinking was first introduced by Henry Ernest Dudeney, a mathematician from England, through a puzzle that he created about how we think and then create ideas outside of existing habits. Why should we think out of the box?, Albert Einstein said that problems will never be solved if you use the same mindset when the problem was created. So innovate and continue to change because in fact times will continue to develop with all its problems so that it cannot be updated using the old method.

The characteristics that can be seen by someone who thinks outside the box are:

1) Full of imagination

People who can be called creative are those who have the power of imagination wherever they are. When they see something, they will see it in detail which can then give rise to imagination and new ideas.

2) High curiosity

Their high curiosity makes them look for solutions and various tips to make what they want come true. When they have a plan, they will look for as much information as possible in various ways.

3) Not easily influenced

Thinking outside means thinking differently from others. While many people think of doing method A, those who think outside the box will not be swayed. They will look for another path that they think is right and in accordance with what they think or what they want to achieve.

4) Looking for effective ways

Always try to find the most effective way with positive results. Looking for other paths that most people might not think of. An effective way that can earn more but is easy to do. Thinking of various ways and possibilities to achieve what they want.

5) Never give up

Failure is not a reason to give up. When plan A hasn't come to fruition, they still have plans B to Z ready to be realized. They will try their best to make what they want come true in many unexpected ways.

Building an Entrepreneurial Spirit
(M Sholeh Awaludin, Akbar Maulana, 2024)

International Journal of Economics, Sharia Banking And Management, Vol. 1, No. 1, April 2024, (Hal. 65-78)

6) Spontaneous and flexible

Flexible, never complicated about an idea, lots of imagination and creative ideas ready to be shared. They usually come up with ideas spontaneously.

7) Have many points of view

Have many points of view when making a choice. This ability to see from many points of view cannot be separated from the experiences and habits of those who often see things "differently". Digesting something from many sides which is then filtered into a brilliant new idea, this is the skill of those who think outside the box

Conclusion

In the era of globalization and economic growth, entrepreneurship has become an important aspect for individuals and companies. Entrepreneurship not only involves the ability to start a new business but also the ability to think and act creatively to produce innovation, creativity and productivity in various sectors and fields. Developing an entrepreneur is not a simple process but one that requires continuous learning and development. This is important for individuals, educational institutions, and companies who want to remain relevant and competitive in a dynamic marketplace.

Working as a profession is considered a sacred duty, because Islam teaches that work is a means to fulfill human needs, improve the quality of life, and maintain a strong position in one's position. This involves creating a personal business or working with others to create opportunities for personal growth and change. This process can be seen as a new way of using time and effort, reducing financial, physical, and social risks, generating wealth, encouraging personal growth, and promoting personal development.

References

- Aravik, H., & Tohir, A. (2023). Education On The Risks of Usury, Gharar, And Maysir In E-Commerce Business. *Selaparang: Jurnal Pengabdian Masyarakat Berkemajuan*, 7(3), 2219-2225.
- Aravik, H., & Zamzam, F. (2020). Filsafat ekonomi Islam: ikhtiar memahami nilai esensial ekonomi Islam.
- Aravik, H., Gustiawati, S., & Aji, R. H. S. (2023). Pengantar Bisnis Islam: Mengenal Kajian Bisnis dalam Perspektif Islam.
- Aravik, H., Hamzani, A. I., & Khasanah, N. (2021). The Role Of The State In The Islamic Economic System: A Review Of Abbas Mirakhor's Thought. *Islamic Banking: Jurnal Pemikiran Dan Pengembangan Perbankan Syariah*, 7(1), 1-22.
- Aravik, H., Hamzani, A. I., & Khasanah, N. (2023). Basic Concepts of Sharia Finance And Practices In Sharia Banking In Indonesia. *Islamic Banking: Jurnal Pemikiran dan Pengembangan Perbankan Syariah*, 9(1), 17-34.
- Aravik, H., Marnisah, L., & Hamzani, A. I. I. (2021). Islamic Business Ethics As A Practical Solutions In The Scope Of E-Commerce Business. *Al-Masharif: Jurnal Ilmu Ekonomi dan Keislaman*, 9(1), 120-137.
- Aravik, H., Sulastyawati, D., & Yunus, N. R. (2020). Leadership concept at Sharia bank; a theoretical study. *Islamic Banking: Jurnal Pemikiran Dan Pengembangan Perbankan Syariah*, 5(2), 21-32.
- Darwis Mohammad. 2017. "Enterpreneurship Dalam Perspektif Islam; Meneguhkan Pradigma Pertautan Agama Dengan Ekonomi." *Iqtishoduna*6(1):190–221.
- Fadillah, Nur. 2015. "Menumbuhkan Jiwa Entrepreneurship Muslim Yang Sukses." *Eksis: Jurnal Riset Ekonomi dan Bisnis* 10(1). doi: 10.26533/eksis.v10i1.56.
- Fauziah, Nur. 2020. "Peran Generasi Milenial Dalam Kewirausahaan Yang Berbasis Nilai-Nilai Islam." *EKOSIANA : Jurnal Ekonomi* 7(2):93–108.
- Fidya Arie Pratama , Millah Kamillah Muslimat, R. Dewi, dan Faiz Karim Fathkullah Rahmasari, Ade Surya, Kustati, Sofyan Sauri. 2022. "Membangun Jiwa Entrepreneurship dalam Pendidikan berbasis Agama, Filsafat, Psikologi dan Sosiologi." *Eduprof* 4(1):181–94.
- Herningrum, Indah, Muhammad Alfian, dan Pristian Hadi Putra. 2022. "Karakter Entrepreneur Dalam Sudut Pandang Islam." *Darul Ilmi: Jurnal Ilmu Kependidikan dan Keislaman* 10(1):14–30. doi: 10.24952/di.v10i1.5680.
- Rosinawati, Dian, Azi Khoirurrahman, dan Sofyan Sauri. 2021. "Eduvis : Jurnal Manajemen Pendidikan Islam Kepemimpinan Kewirausahaan di Bidang Pendidikan." *Eduvis: Jurnal*
- Suryani, Andy. 2021. "Peran Pengembangan Jiwa Entrepreneurship Berbasis Etika Bisnis Islam Dalam Meningkatkan Pendapatan Dan Kesejahteraan Pelaku Bisnis Di

Building an Entrepreneurial Spirit
(M Sholeh Awaludin, Akbar Maulana, 2024)

International Journal of Economics, Sharia Banking And Management, Vol. 1, No. 1, April 2024, (Hal. 65-78)

Student Mall Universitas Muhammadiyah Makassar.” *Jurnal PENA: Penelitian dan Penalaran* 8(1):83–97.

Utomo, K. W., Aji, R. H. S., & Aravik, H. (2022). Islamic Entrepreneurship: Konsep Berwirausaha Ilahiyah. *Jakarta: Media Edu Pustaka*.

Uyuni, Badrah, dan Mohammad Adnan. 2020. “The Challenge of Islamic Education in 21st Century.” *SALAM: Jurnal Sosial dan Budaya Syar-i* 7(11):1101–20. doi: 10.15408/sjsbs.v7i12.18291.

Winarti, W., Amelia, L., & Wahyuningsih, Y. (2022). Membangun Jiwa Entrepreneurship Mahasiswa melalui Bisnis Teknologi Digital. *Journal on Education*, 5(1), 933-941.

Zamzam, H. F., & Aravik, H. (2020). *Etika Bisnis Islam Seni Berbisnis Keberkahan*. Deepublish.

