

Application of Islamic Economic Concepts as a Role Model in Increasing the Wooden Furniture Business in Bengkalis

Andrian Saputra¹, Alma'arif²

^{1,2}Faculty of Sharia and Islamic Economics, STAIN Bengkalis, Indonesia

*Corresponding author e-mail: andriancahhh@gmailcom

Article Info	Abstract
<p>Keywords: Concepts Islamic Economic, Wooden Furniture, Business Bengkalis</p>	<p>This article discusses the role of fiqh knowledge in managing the muamalah process, including in the context of buying and selling. The business in the field of wooden furniture is really hot because this business is very promising and produces large profits. Especially in Bengkalis Regency, an area that is an island in Riau Province. Even though this area is small, it has a lot of natural wealth. For example, mining for oil, palm oil, and furniture materials, namely quality trees and wood to be used in making houses and other furniture materials. The method used in this research is descriptive qualitative using library research. In practice, not many furniture business processes apply Islamic principles in running the business. For example, illegal logging of forests is carried out, the impact of which is detrimental to residents. In fact, in Islam itself, all businesses carried out are prohibited from destroying the environment and harming other people for the sake of personal interests and some groups. For this reason, this research was carried out to analyze and review the extent of the wooden furniture business practices in Bengkalis based on Islamic fiqh, both the implementation and transactions of the furniture business carried out.</p>
<p>DOI: 10.33830/elqishv1i1628.2024</p>	

1. Introduction

Indonesia is one of the nations that have a considerable amount of timberland region has a manipulative level that keeps on expanding, particularly for the handling business wood. One industry that can be created in Indonesia is industry furniture. The furniture business is one of the enterprises in Indonesia that is equipped for expanding unfamiliar trade with adequate wellsprings of natural substances. In the current era of globalization, humans as creatures have been given various abilities by God to innovate and express their potential to be able to carry out activities easily, especially in the industrial sector (Sawitri, 2012). One example is the furniture business or business which is now running very rapidly because the output is very profitable. Especially for those who are always interested in beautifying their residence with various interior and exterior designs to create a sense of security and comfort in their residence. To bring a sense of comfort in running a household, people always procure the desired furniture and household equipment according to each person's tastes (Suhanda, 2020). Crafts are related to making, making, and circulation of items created by energy experts who start from the underlying plan with the item finishing process, in addition to other things incorporating things produced using: stone assets, normal and counterfeit filaments, calfskin, rattan,

metal gold, silver, copper, bronze, bamboo, and wood iron) wood, glass, porcelain, material, marble, mud, and chalk. One industry Indonesian artworks that can contend with Countries' craft industries are industries. furniture. Indonesian furniture industry items Quality can stand up to the furniture industry. different nations (Supriyadi, 2024).

The globalization of business and marketing has increased with development, and this trend continues. the development of new items from a few business contenders, subsequently expanding the degree of business rivalry seriously expanding. This powers finance managers to request and make new developments innovativeness decides new business thoughts. Business is an imaginative and inventive capacity that is made essentials, tips, and assets for making open doors for progress. The pith of business is the capacity to make something new and different through imaginative reasoning and advancement in doing activities and amplifying opportunities. Development isn't simply connected with innovativeness to produce items and administrations, but additionally, those that can make new mechanical cycles. Given the depiction Accordingly, development isn't just about making items or administrations. Be that as it may, inventiveness can likewise make innovation or inventive strategies in making new administration controls, which can make organizations make due and contend with existing rivalry. Also, creativity can figure out and explain the job of fruitful advancement in undertakings which accentuates parts of the board, assets, and existing innovative abilities. The development of industry unquestionably affects the social environment as well as the living environment. A portion of these effects incorporate diminishing the joblessness rate, expanding government assistance networks around modern regions, etc. Business exercises happening in the furniture business in Bengkalis are assembling and offering wooden furnishings and family materials which are as yet running expectedly. Business exercises just done traditionally and no business framework runs in a planned way so that sales of conventional furniture for decorating walls (Muftih, 2024).

The modern area can be said to play a part as a main area driving area. The driving area is a potential area that can assume a part main thrust for different areas, with advancement in the modern area This will prod and foster different areas. The modern area could support the economy of the nation and has tremendous potential to do so further by exploiting current innovative advances. The processing sector is an area that makes a huge commitment to the economy public since giving business opens doors to the local area, reducing capability, lowering the poverty rate, reducing unemployment, capturing enthusiasm for business, and the development of Total national output. The time of globalization and world advancement has caused to an ever-increasing extent tight rivalry for the business world with an end goal to enter the market progressively far and wide. To accomplish a superior position, each organization must Focus on customer patterns. Organizations that can figure out market conduct and can address shopper issues and wants will give long-haul advantages to the organization by creating a favorable image in the minds of customers so that they can compete successfully with their rivals. Buyers will be faithful to the items presented by the organization, meaning they will repeat purchases or pass on candidates' information to other customers to boost sales figures. With clear promoting methodology courses and goals, you can change the interaction Innovation results in competitive and superior products and services on the market. Beginning from arranging, arrangements until the execution of advertising systems to draw in expected clients customers should be brought out through the right procedure as per business open doors on the lookout (Lestari, 2024).

The term furniture is a form of craft furniture made from wood that is needed by humans for all aesthetic purposes, both useful and beneficial. However, as time goes by, all furniture whose basic material is made of wood, many other materials can also be used as a substitute for wood to produce furniture that is in demand, such as rattan wood, bamboo, and so on. Human life cannot be separated from trade. Trade or business itself is a movement of mutual assistance between individuals for the reason of meeting basic needs and supporting needs. Conversely, buying and selling is a property transaction process based on mutual love and support. In Islam, there are several agreements through contracts that are permitted in completing trade or business (Setiyani, 2022). For organizations that are

market and customer-arranged, showcasing assumes a vital part, since showcasing is a course of distinguishing, making, imparting, offering some incentive, and keeping up with fulfilling client connections to expand organization benefits. Showcasing looks to recognize the requirements and wants of purchasers in the objective market and how to fulfill them they go through the trade interaction while keeping up with the objectives and interests of the company. Most businesses are founded with a focus on making a profit. Specifically getting however much benefit as could reasonably be expected, then the buying choice is vital to keep up with the presence and endurance company. Buying choices are things that customers will do when consumers are aware of a product and decide to purchase it (Sari, 2024).

Making purchases is a process. where customers perceive the issue, search for data about the item or specific brand, and evaluate the quality of each alternative. tackle the issue, which then prompts a buying choice. So, A person's decision to purchase one of the following: A few elective choices exist with a joining reconciliation process information demeanor to assess at least two elective ways of behaving and pick one of them. Item greatness is likewise one of the perspectives that is considered to assume a part impact on buying choices. Item prevalence is seen according to a utilitarian point of view what's more, as far as cost in its endeavors to satisfy client assumptions is upheld by the product's physical characteristics. Regarding item quality, Quality mirrors the item's capacity to do its obligations including durability, dependability, advancement, strength, ease in bundling, and item fix and different attributes. If it's not too much trouble, focus on the item is that purchasers don't simply purchase the actual item, but purchase the advantages also, the worth of the item. The more business potential open doors open up, the more contest will be there ASAP within it. Subsequently, a fitting business technique is required being develop efforts to achieve success and achieve superiority contrasted with different contenders. The phenomenon of industrial development in Bengkalis Regency is increasingly showing positive developments, one of which is the wood processing industry. Wood is a forest product that, if managed through a good process, will have value value-high economy. Wood that has been produced has a use or benefit. There are many of them, among other things, they are useful as building materials for manufacturing houses, furniture, paper materials, and other (Doha, 2024).

To constantly increment buys made by customers, The organization should know the requirements and needs as well as the variables in question that impact shopper interest. The organization should have a specific procedure to distinguish it from other businesses to pique the interest of customers. to acquire the items advertised. Fascinating and helpful Regardless of whether an item is accessible can impact customer buying choices. The more alluring and more advantages the item offers, the more it will be the higher the customer's craving to purchase. There are numerous things you can do to impact buying choices made by shoppers. The furniture business is one of the miniature, little and medium ventures (MSMEs) that has for some time been created by the local area for further developing local area government assistance. The point of this movement is to give many advantages to many gatherings, specifically the proprietor, the local area to the public authority because the proprietors of this movement can procure huge pay from this business can be a chance for the local area to work for the people who don't have occupations and can help the public authority to lessen the joblessness rate in Indonesia.

A business overall is to create a gain as a proportion of progress To accomplish huge benefits, great arranging should be finished. Great preparation will cause the organization to lessen creation costs and working expenses as low as conceivable and also increment deal volume however much as could reasonably be expected. The contract itself has an important role in the trading process, considering that when the contract occurs, the integrity of the transaction will be understood deeply and clearly in connection with the freedoms and commitments of the parties concerned and the matters that connect them. With the transaction completed, there will be no misunderstandings in understanding the purchase agreement (Riva'i & Erhandy, 2018). Several contracts are permitted in Islam, namely, a *murabahah* contract, a sale, and a purchase whose costs and benefits are decided optionally by both parties. (Damayanti, 2018). *Istishna's* contract is a type of offer and purchase

contract with certain conditions and emphasis agreed upon by both (Luthfi, 2023). *Salam* contracts, especially contracts that use a request framework with future installments, and so on. Distribution, production, and utilization of wood furniture is a series of monetary activities that cannot be separated (Saprida, 2018).

The three certainly influence each other, but it must be acknowledged that the production process is in the initial stage. From this, there will be no distribution process without production. The production process in financial matters is characterized by producing benefits (usefulness) both now and in the future. Meanwhile, the production also in the field of Sharia finance in general, namely Islamic economics, has meaning as a form of hard effort in creating permitted source factors and generating profits to create prosperity. Some say that production is a job to develop natural resources to make them more valuable for human needs (Bodie, 2023). Nowadays, furniture is not just used as family furniture or something similar. Many home decorators are now starting to make the idea of coordinated furniture an option. Nowadays, many people are starting to understand that furniture is a sustainable investment. So, many people are starting to be selective in buying and choosing furniture and household products so that they can get quality furniture products that have a high selling value. Starting from these several explanations, why Bengkalis is very promising in carrying out the wooden furniture business. However, the implementation practices that will be reviewed in the dimension of Islamic fiqh, will be examined what is the general picture of Bengkalis as a place for the furniture business and are the wooden furniture business practices in Bengkalis following the laws of buying and selling and business in Islam? This is the author's focus in describing the research that will be discussed in this article (Rizkia & Rahmawati, 2021).

2. Research Method

This exploration was led in April at the Furniture Business Industry in the Bengkalis Area, Bengkalis Regime. The examination area picked was Jl. Ocean Coconut. This examination utilizes interview methods and direct perception. The devices utilized in this examination were cell phones and PCs. In the meantime, the material utilized is a rundown of inquiries. This research uses a descriptive analysis writing method. The descriptive method is qualitative descriptive. It is called a qualitative research method, namely a research method that does not use statistical models. However, it uses a form of collecting various data and interpreting analysis. The qualitative method is a research method that focuses on understanding the problems that exist in people's lives or the realities that occur in social life in a clear and detailed manner. Then, the information obtained by the author came from scientific journals, the web, and other supporting articles related to the furniture business and muamalah fiqh whose context is buying and selling related to the furniture business continuity process that occurs in Bengkalis. While the materials utilized are a rundown of inquiries.

The extent of exploration We will not engage in digressory discussion. limit unseemly themes. Information Types and Sources Based on how it can be obtained, the author uses two types of data: essential and auxiliary information. There is a clarification of the sorts of information given and how to get them these, specifically, essential information Essential information is an information source that straightforwardly gives information to information authorities. In this exploration essential information acquired from interviews and direct perception Auxiliary Information Optional information is a wellspring of information that does not provide data directly to data collectors. In this examination information auxiliary is gotten from documentation exercises and writing study. The method used by the author in collecting this data is as follows:

1. Library Research (*Library Research*). Data collection techniques are carried out by reading, studying, and quoting sentences and opinions of experts from literature books, journals, and articles considered important to the author. Apart from that, it can also be used as a theoretical basis as a guide and evaluation in this research.
2. Field Research (*Field Research*). Conduct field research to obtain data or information directly namely in the following way.

3. Interview (*Interview*). The interview was conducted by the author by asking questions answered directly by the owner of the wooden furniture business. The information that the writer got from the interview was about the condition of the production site in general and also regarding the production process carried out, especially regarding production costs incurred, equipment used in manufacture, and number of sales in the business of wooden furniture materials used

3. Results and Discussions

General Description of Bengkalis as a Furniture Business Place

Bengkalis Regency covers the eastern edge of Sumatra Island between 2°30' North Sphere (North), - 0°17' North Sphere or 100°52' East Longitude (E), - 102°52' East Longitude (E), - 102° East Longitude. The area of the Bengkalis Regime is 30,646.83 km², including islands (land) and sea. The Bengkalis government whose center of government and capital is Bengkalis City is located on Bengkalis Island. Some regulatory areas take into account areas on the island of Sumatra such as Duri, and Dumai. The distance between Duri - Bengkalis is 106 kilometers, and Dumai - Bengkalis is 78 kilometers, both areas are on the island of Sumatra which is isolated by the ocean. (Saputra & Aji Purwanto, 2023). The means of transportation from Sumatra Island to this area can be by water vehicle (ship), namely from Dumai, Pakning, and Pekanbaru. Apart from that, there are still Roro ships, which are special ships that can transport goods and four-wheeled vehicles. This means that there is no difficulty in getting to Bengkalis as the regulatory center of the Bengkalis Regency government. It's just that the schedule is still limited because there are only a few people and goods transported in a day. Therefore, passengers should wait for the ship according to a predetermined schedule.

The Bengkalis Regency region to the north borders the Malacca Strait, to the south it borders the Kampar Regency, to the west it borders the North Sumatra Region, and to the east, it borders the Riau Islands Regency. The Bengkalis region has hot temperatures and humidity with rainfall between 773-1734 mm/year and air temperatures ranging between 26°-32°C. The dry season in this area generally occurs from February to August, while the rainy season occurs from September to January, with the highest rainfall throughout the year of around 1734 mm/year and the lowest amount of rain at 773 mm. /year. (Syamsudhuha et al., 2020). Bengkalis area is an area on the island of Sumatra. However, the capital is on Bengkalis Island. Therefore, Bengkalis City is always visited by the people of Sumatra Island for government affairs (permits, etc.). Bengkalis Regency itself is known as Terubuk City. Terubuk is a type of fish that was very famous, especially during the time of Datuk Laksamana, while currently this fish continues to be much sought after and liked by the people of Bengkalis. The exorbitant price makes fish seekers compete to find it, thus greatly hindering the progress of this fish. However, it can continue to grow as long as there are limits to taking this fish (Saputra, 2023).

The distance between the city of Bengkalis and the capital city of Riau (Pekanbaru) is 173 km. To get to the capital, two transportation routes are usually used, namely sea and land, with a distance of around 4 hours. The sea route is taken via Bengkalis Waters and continues via the Siak River. Meanwhile, the land route is via the Bengkalis Water Route to Dumai or you can also go via Buton or Pakning and still use land transportation to Pekanbaru. The geography of this region is extraordinary, in particular, the seaside is generally higher than the center. The land on the edge of the sea is uneven, while the middle part is very low and in the form of swamps. During the strong wind season, the Bengkalis area overflows because the water flows into the center. Bengkalis Island is often contrasted with a plate. On the sides, it is higher while the middle part is lower (the condition of Bengkalis Island is curved). The center of the island is covered with peat with a depth of up to 2 meters (Saputra & Aji, 2023) With a general overview of the Bengkalis area. So, it can be seen that Bengkalis' wealth is very abundant, including natural wealth in the field of quality wood and trees. The production equipment used by furniture manufacturers consists of basic equipment but some are modern. The furniture equipment includes a saw, Bramble, Machine, Sekel, Sharpener, and Bengso (wood splitting tool). The main buyers are residents, but the reach of the wooden furniture business

in Bengkalis extends outside the city. The efforts made by these furniture business people are to further improve product quality by providing more unique and different furniture designs. Apart from further improving the quality of goods, financial managers who own wooden furniture also further develop administration to clients by making client orders on time (Tomisa & Syafitri, 2020).

The Role of Islamic Fiqh in Regulating the Wooden Furniture Business

Business ventures in Bengkalis are a trading business framework with a framework for demand for merchandise. This trade uses a merchandise request system, a business that has been around for a long time in the eyes of the public. Provide clear circumstances and clarifications to buyers when requesting merchandise. Businesses using a goods request system have experienced development from conventional examples to current examples, where previously buyers who wanted to order products had to go directly to the shop to confirm the requested goods. Meanwhile, currently, many people are asking for products either by telephone, or WA (Whats Application) by simply sending a picture of what they want to make or being approached to make it. The furniture business in Islam can use *istishna'* as an answer to help people's desires in making merchandise according to taste. The fact that humans cannot be imagined makes it conceivable to live in nature alone, without contact with different people in any structure, collaboration, or shared participation. Being present as social creatures has now become the nature ordained by Allah for them to interact with one human being and another human being. Islam is present as the right foundation and standard to direct the *muamalah* problems that the people will go through. conditions in *Ramallah* trading with an *istishna* agreement or product demand framework. In Islam there is such a thing as a contract which must clearly state the details of the product or resource requested, for example, if the item requested is a cupboard, then the model of the pantry that will be requested must be explained in detail with the size, height and width. and what materials will be used or what brand, the nature of the product to be used must be understood in detail so that incidents or problems that arise later can hopefully be avoided (Bahri & Mulyana, 2021).

This kind of business must be able to be done in more than one way, one of which is trading on demand. This means that the goods to be purchased must first be requested according to the rules and wishes of the buyer. After completion of work. Actually, at that time buyers could get it by us delivering it to their house. When making an exchange via order. Buyers leave with an understanding of installments in different ways. The clarification was a result of meetings led by stock exchange analysts held in the furniture business between buyers and makers with a merchandise request system, by seeking to agree on costs with various installment systems for each buyer. In an *istishna* contract, installments can be made first, in the middle, and towards the end, or at the time of delivery of the results, some are even coordinated to provide funds (Risma., 2023). The goods demand system does not require probabilities, it is a gamble that will be faced and acknowledged. Meanwhile, asking for merchandise is different from buying directly. Regarding when the agreement was agreed. However, it turns out that there is a delay in product finishing or the goods have not been delivered to the house, so we always have to stop for a moment. Temporarily, when the requested product does not match demand. Then, just need to suggest to them to repair or renovate it.

The agreement so far is an *istishna* agreement or a framework for requesting merchandise. Take a chance on a viable business. Where when buyers need to determine the season for transporting merchandise, we have to decide long before the estimated time when the goods will be finished. For example, buyers ask for cabinets in 6 days or less. Members who are assisted by 1 to 7 workers do not ask, there is no possibility that one of them will experience problems, therefore we guarantee 10 days (Werthi, 2021). Regarding *Istishna's* conditions regarding the transportation time of the requested goods (Prasetya 2022). If it is not stipulated, according to Imam Abu Hanifah it will become a contract, there is good news and the conditions apply (Shodikin & Abdul Aziz, 2017) For example, installments must be made well in advance, the product has not yet arrived. Meanwhile, according to Imam Abu Yusuf and Muhammad, this requirement is not necessary (Bagus & Ayu, 2022). Therefore, according to them, *istishna'* is an essential law, whether it is still in the air or not because according

to customs and customs, not everything is regulated in the *istishna'* arrangement and its meaning. from the regulations of the Sharia Supervisory Board, the Indonesian Ulema Council in its fatwa provides several regulations, including that the overall arrangement of merchandise must be completed based on an agreement.

Role Model of Islamic Business Ethics and Management of Wooden Furniture

As a general rule, Islamic promotion is a business system, which should cover all kinds of movements within an organization, including all cycles, creation, supply, buying and selling value, from makers, or organizations, or people, that are in accordance with Islam. lesson. Basically, every business selling its products is seen as a material business medium to achieve its goals, namely by increasing business income. One of the efforts that an organization should make to increase its income is to carry out promotional techniques. The advertising mix is a suitable promotional tool and is widely used by every organization to showcase its products. Therefore, wooden furniture in Bengkalis as a testing site must be able to achieve its main objective, so it must involve several techniques in promoting its products so that it can compete, be creative and run its business (Arabi et al., 2023). Islamic business is a development of business practices in a different way. The structure is not limited to the amount of responsibility for (product/administration) including its benefits, but is limited to how to obtain it and use of resources because they are halal. and haram rules. In the end, business implementation must comply with the provisions of sharia (rules in the Koran and al-Hadith). Overall, sharia is the main value which is an important and strategic umbrella for those involved in financial (business) activities. Ethics can also be interpreted as a collection of values about good, bad, right and wrong in the business world that depend on deep quality standards. In another sense, business morals imply a set of standards and standards that financial experts should focus on in buying and selling, behavior, and connections to safely achieve their business goals or objectives.

Business morals are an inseparable part of the form of business carried out by business people. Moral issues and consistency with related regulations are a strong foundation that financial managers must have and will have in determining what activities and behavior to carry out in their business. This is also our collective responsibility, in addition to the obligations of business actors, so that it is believed that the current situation will occur as expected, healthy and respectable business conditions that can ultimately be achieved will be beneficial for society, the country and the country. Meanwhile, business ethics in the business world consists of moral standards based on the Koran and Hadith which must be used as guidelines by anyone in running a business. Thus, ethics in business according to the Al-Qur'an and Sunnah during the time of the Prophet Muhammad SAW is the same as business ethics today, it is not enough to look at it only to a certain extent. However, it must also be seen as a whole (including) its capabilities. As in Islamic business, ethics should be placed as a scholastic product that can give birth to logical branches, as well as the interest of financial experts in completing daily activities (Shahzad et al., 2020). Business morals is a method for doing business exercises, which covers all viewpoints connected with people, organizations and society. Business morals in an organization can shape the qualities, standards and conduct of representatives and pioneers in building fair and sound associations with clients/work accomplices, investors and the local area. The organization accepts that great business standards are moral business, specifically business with unrivaled and manageable execution that is controlled by complying with moral principles in accordance with material regulations and guidelines. Business morals can become norms and rules for all representatives, including the executives, and use them as rules for completing everyday work in light of high ethics, trustworthiness, straightforwardness and an expert disposition. Like the exchange Bengkalis. This furniture business is participated in selling a wide range of furniture. The products sold are of good quality so this business is alluring for improvement and buyer request is expanding. Obviously, the furniture organization is extremely content with the business it is associated with and it is difficult for the furniture organization to have the option to fulfill shopper need (Hassan et al., 2014). As the furniture business in Bengkalis creates, it turns out to be more engaged and teams up better with every one of the representatives who work in it. By applying the

attributes of trustworthiness, decency, obligation, and having the option to offer great assistance to buyers, customers generally return and share their acquisition of items with the furnishings. This fair nature can cultivate friendship for individual people, as the individual loves himself. This is as per what the Prophet Muhammad showed about the flawlessness of a Muslim, the fair nature in dealing with a business can prompt trustworthiness in day to day existence, particularly in completing deals exchanges. purchase and cooperate with individual people. "In the furniture business in Bengkalis, there is more accentuation on trustworthiness, coming clean, not having the option to defame individual representatives and furniture proprietors and having the option to coordinate well." Besides, in regards to the comprehension of equity did by furniture proprietors. Especially in relation to the principle of unity, specifically in Bengkalis as the research location. The furniture owner does not separate status, religious differences, cultural issues and race. Even so, here the family nature is open to each other, helping each other, respecting each other even though they have different backgrounds (Alserhan et al., 2018).

Islamic business ethics must be possessed by all new business visionaries and business visionaries who have been involved in the business world for a long time. The essence of ethics in Islamic business for business visionaries is to empower moral awareness and provide boundaries for business people or money managers to complete great business and not do wrong or deviant business. Where, it tends to be troublesome because of the many related associations. With Islamic business ethics, financial experts have decisions that can guide them in creating a good business and management picture, so that it can be followed by every individual who accepts that the business has good ethics. Having Islamic business ethics can also distance oneself from bad images such as extortion, as well as dirty and cunning methods. A form of management that has good morals will usually never harm other organizations, does not ignore relevant legal guidelines, does not create an unfavorable impression for business equality, and has relevant valid business permits. The goods sold are of good quality and the quality is guaranteed because these products are made from natural and quality wood on the island of Bengkalis. The prices given are neither too expensive nor too cheap, varying according to the type of product and nature of the goods being sold. This furniture in Bengkalis continues to exist and follows the development of its business. Furniture companies are very careful in maintaining their business, establishing good collaboration between representatives, buyers and traders is very important to help the business run as expected. In sales and promotions carried out when buyers come directly to the location or via the WA and FB social media applications, the furniture company really focuses on the morals and standards concerned, with good assistance, a pleasant way of behaving, a friendly smile, clothing perfect, buyers feel happy with the assistance provided. given by a furniture trader in Bengkalis. As with any assistance provided, be friendly, greet, have a friendly grin, and be reliable. The customer is given the opportunity to look around for what he needs and get a definition.

Apart from that, the understanding of justice in this business venture can be seen from the implementation carried out. For example, buyers who come for the first time are given priority to be served by the staff of this wooden furniture business. By treating buyers fairly, they will feel satisfaction because they don't separate one buyer from another, everyone will get quality service. Not only that, furniture companies are also responsible for complaints or returns of goods from buyers because when the product arrives at home it does not match the size and area of the room in the house. Ethics in business is very important to maintain a viable business by carrying out Islamic business morals according to existing guidelines. By implementing Islamic business moral standards and avoiding denial in Islamic business, the business you run will be healthy and destined to gain honor. Establishing good relationships with representatives, buyers and wholesalers is very important because all of this can help the business run smoothly (Anggadwita et al., 2015).

Sharia Principles That Must Be Applied To Furniture Businesses In Bengkalis

Running a furniture business in Bengkalis or anywhere according to sharia principles requires attention to several important aspects. These principles aim to ensure that all business activities are

carried out in accordance with Islamic values, which emphasize justice, honesty and balance. There are several important points that need to be underlined in increasing the furniture business in Bengkalis, honesty and transparency in business. Honesty is a pillar in people's lives civilized. Every person should be able to be honest because honesty can bring peace of mind, eliminate fear, and bring justice. Islam states that believers are commanded to uphold justice, be fair witnesses, and must not subvert hatred so that it becomes discriminatory. This shows that people who can speak honestly and act in accordance with reality can act fairly and correctly. Meanwhile, people who cannot be trusted with their words and do not keep their promises can be categorized as liars. Thus, honesty must be based on high moral awareness, recognition of equal rights and obligations, and a feeling of fear of making mistakes and sins. Each citizen generally yearns for harmony and equilibrium in his life. One of the instruments that supposedly is ready to achieve that harmony is exchange exchanges did based on trustworthiness and staying away from extortion and cheating like allowances. measures, measures and scales (Fernando et al., 2016).

Harmony in the public arena can't be understood assuming the climate, in which the general public lives and does its exercises, has numerous infringement of the law, both strict regulation and positive regulation and regulation in force. Types of regulation infringement that happen amidst - among society, this remembers misrepresentation for exchange exchanges, for instance in organizations like furnishings. For this situation, most of individuals in this space are Muslim. Furniture business visionaries in Bengkalis ought to maintain their business in view of the upsides of trustworthiness and equity. With their business exercises, business people can get suitable and not exorbitant benefits. Since in Islam carrying on with work isn't just about looking for benefit, however favors in carrying on with work should likewise be acquired. So, the outcomes acquired can be valuable for yourself, your family and your business. Aside from applying the upsides of genuineness and equity, business visionaries ought to likewise apply the upsides of trust and exhortation in their business. This is carried out by furniture business visionaries in Bengkalis so they keep on giving great quality merchandise, so that trust (trust) from buyers emerges naturally. So business visionaries keep on keeping up with the nature of merchandise offered to customers, so purchasers will stay faithful to purchasing furniture. Aside from that, business visionaries likewise apply the worth of guidance in their business.

The worth of this guidance is applied as exhortation to customers in regards to the lacks or overabundances of the products to be requested. So the most common way of making furniture additionally includes ideas from purchasers to business visionaries, with the goal that more furniture is created differed and in accordance with customer assumptions (Nascimento et al., 2019). Business efforts must be carried out honestly and not commit fraud in buying and selling transactions. In the furniture business, this means that craftsmen must provide clear and accurate information about the products being sold, as well as meeting consumer needs well. So, in practice the furniture business can be said to be in accordance with sharia principles and rules in conducting a business. Businesses that uphold honesty are businesses that guarantee quality and future prospects. If the business carried out really upholds this, then the furniture business will no longer be doubted by those who want to buy quality goods or consumers to enjoy the products they want to use as daily necessities and to complement their home decoration (Alkouatli et al., 2023)

A business person must be able to act honestly, both towards himself and towards others. Honesty must be realized, among other things, in the use of scales that do not differentiate between the interests of the seller and the buyer. With this honest attitude, the buyer's trust in the seller will be created automatically. This has been implemented by furniture entrepreneurs in Bengkalis. Honesty for the furniture product business as an entrepreneur is very careful in terms of honesty that by telling us the desired goods are of high quality then the goods ordered. According to consumers, the processing time is longer. To get good goods, consumers order for a longer time, the better the quality of the furniture product and conversely, the sooner the time given means the quality of the furniture product is less good. Business activities are not only carried out between humans, but are carried out between humans and Allah SWT. Doing business starts with honesty, courage furniture provides

good fortune for the family, in this world and in the afterlife (Irawan et al., 2021). There are several important points in running a furniture business in Islamic applications.

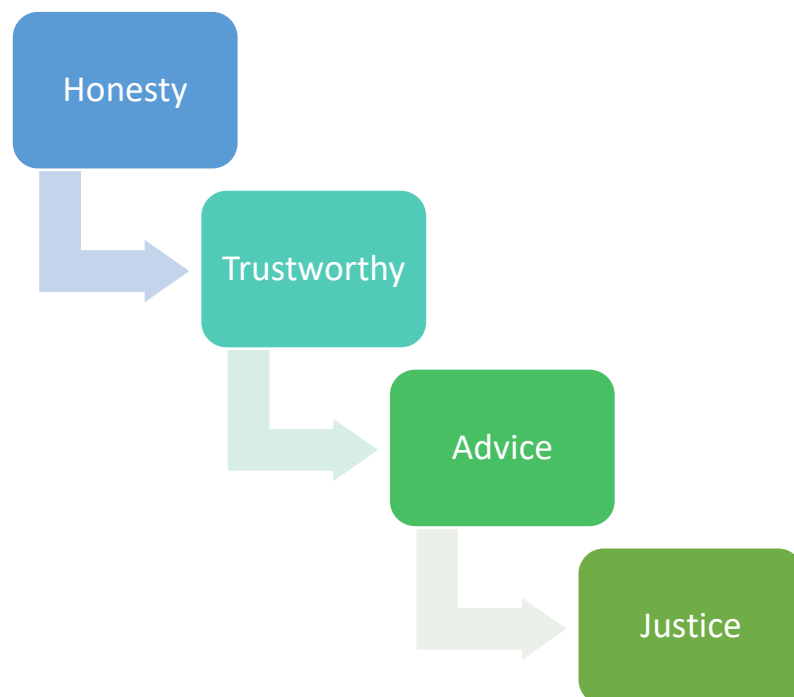


Figure 1. Role Model in Increasing the Wooden Furniture Business

The consequence of the mandate is to convey every right to the owner, whether a little or a lot, not to take more than what he has, and not to reduce other people's parties, whether in the form of sales, services or wages. This is implemented by furniture entrepreneurs in Bengkalis by applying the value of trust or trust to their consumers by maintaining the quality of furniture products, not reducing the quality of the materials at all, not disappointing them consumer orders and as expected, consumers do not feel disadvantaged and remain loyal to buying furniture products in Bengkalis. Among those who perfect and strengthen the values of honesty and trust is Advice. He means liking goodness and benefits for others as much as he likes it for himself and explaining to them hidden defects in merchandise that he knows about, but which the buyer cannot keep because they are not visible except after a while. Such as defects in building foundations, specifications of preserved items, the contents of something produced, or how it was produced, and others (Mohammed et al., 2015). Furniture entrepreneurs in Bengkalis apply the advice by apply suggestions and criticism from consumers regarding furniture products regarding their shortcomings and advantages, in order to maintain the quality of the furniture products that will be sold. Hearing input or suggestions from consumers can find out what consumers need to feel satisfied with the results of their work and customer satisfaction is very important in running a furniture business.

Islam also strongly recommends doing justice in business, and prohibits cheating or acting tyrannically. Rasulullah SAW was sent by Allah SWT to establish justice. A big accident for people who cheat, namely people who, when they receive a measure from someone else, ask for it to be fulfilled, while when measuring or weighing for someone else it is always reduced. Fraud in business, it is a sign of the business's demise, because the key to business success is trust. The Qur'an commands Muslims to weigh and measure in the correct way and not to commit fraud in the form of reducing measures and scales. Doing business in a fraudulent manner shows a dishonorable act, and this eliminates the noble and noble value of human dignity. In reality, people who were initially respected and considered successful in trading, then decline in their lives, because running their business is full of cheating, injustice and tyrannizing other people. Furniture entrepreneurs apply justice (balance) in their work providing prices is very important, consumers want high quality products of course prices

are also expensive and vice versa, between entrepreneurs and consumers by balancing expenditure costs with the price that will be sold to consumers of quality materials, without covering up fraud against. This means that entrepreneurs and consumers benefit from each other (Smolo & Kabir Hassan, 2011).

4. Conclusions

The analysis of the application of Islamic fiqh in the furniture business uses a contract called *istishna'* in the furniture trade sector. In the furniture business, purchases are made by requesting products with a cost agreement between the maker and the buyer. With an incomplete installment system at the beginning as an initial installment, in the middle when the product is made, and at that time the product is 100% finished or when the product is delivered to your home. Ordering frame products made by the local Kolaka furniture business uses a purchasing strategy with an *istishna* agreement. Requests to exchange merchandise can be made in two ways. First, just go straight to the store to purchase by asking for the item. Second, requests can be made by telephone, or via WA (Whats Application) with instructions to send the desired image or explain the details of the item requested, including size, type, materials to be used, and so on. You can also make installments on the spot or exchange via account access. The limitation of this research is that there is difficulty in obtaining complete and accurate data about the furniture market in Bengkalis. The available data may not always be reliable or up-to-date. Some areas in Bengkalis may be difficult to reach, which may limit field data collection and limitations in transportation and logistics may affect data distribution and collection, as Bengkalis is an island area separated from mainland Sumatra. To access the exit, you have to use a ship which takes 30 minutes.

References

- Alkouatli, C., Abdalla, M., Faris, N., & Hidayah, S. N. (2023). Architects of change: Female Islamic school leaders in Australia & New Zealand. *International Journal of Leadership in Education*, 1–30. <https://doi.org/10.1080/13603124.2023.2264257>
- Alserhan, B. A., Wood, B. P., Rutter, R., Halkias, D., Terzi, H., & Al Serhan, O. (2018). The transparency of Islamic hotels: “Nice Islam” and the “self-orientalizing” of Muslims? *International Journal of Tourism Research*, 20(4), 475–487. <https://doi.org/10.1002/jtr.2197>
- Anggadwita, G., Mulyaningsih, H. D., Ramadani, V., & Arwiyah, M. Y. (2015). Women entrepreneurship in Islamic perspective: A driver for social change. *International Journal of Business and Globalisation*, 15(3), 389. <https://doi.org/10.1504/IJBG.2015.071914>
- Arabi, A., Tajdini, A., Pourmousa, S., Imani, M. N., & Lashgari, A. (2023). Sustainable supply chain management and performance in Iran’s wooden furniture industry. *Wood Material Science & Engineering*, 18(4), 1192–1201. <https://doi.org/10.1080/17480272.2022.2116995>
- Bagus Prasasta Sudiarmika, N., & Ayu Oka Martini, I. (2022). Faktor-Faktor Mempengaruhi Niat Pelaku Umkm Kota Denpasar Menggunakan Qris. *JMM UNRAM - Master of Management Journal*, 11(3), 239–254. <https://doi.org/10.29303/jmm.v11i3.735>
- Bahri, S., & Mulyana, A. (2021). Implementasi Akad Istishna Terhadap Jual Beli Furniture (Studi di Bantenese Furniture Kramatwatu Kab. Serang). *MUAMALATUNA*, 12(2), 99–118. <https://doi.org/10.37035/mua.v12i2.4132>
- Bodie, Z., Kane, A. Z., Alan J. M., Sasongko, C., Wijayanti, N. A., & Istinah, I. (n.d.). *Dasar-dasar investasi* (Edisi 9 Buku 2, p. 2019). Online Public Access Catalog Perpustakaan Nasional RI. <https://opac.perpusnas.go.id/DetailOpac.aspx?id=1350528>
- Damayanti, E. (2018). Aplikasi Murabahah Pada Lembaga Keuangan Syariah. *El-Jizya : Jurnal Ekonomi Islam*, 5(2), 211–240. <https://doi.org/10.24090/ej.v5i2.1880>
- Doha. (2024). An Exploration of the Potentialities of Bai—Salam as a Mode to Financing Agricultural Products in Nigeria: A Case Study of Nguru- Bade Farmers. *Journal of Islamic Economics and Business Ethic (JIESBI)*, 1(2), 43–55.

- Fernando, Y., Shaharudin, M. S., & Wahid, N. A. (2016). Eco-innovation practices: A case study of green furniture manufacturers in Indonesia. *International Journal of Services and Operations Management*, 23(1), 43. <https://doi.org/10.1504/IJSOM.2016.073289>
- Hassan, T. M. R. T., Yaacob, M. R., & Abdullatiff, N. K. (2014). Sustaining SMEs Wood-based Product Manufacturing through Best Practices – The Case of Indigenous Entrepreneurs in Kelantan. *Procedia - Social and Behavioral Sciences*, 115, 221–234. <https://doi.org/10.1016/j.sbspro.2014.02.430>
- Irawan, A. W., Roni, M., & Putro, H. K. (2021). Islamic Business Ethics: How to Apply it on the Supply Chain Management? *Journal of Sharia Economics*, 3(1), 18–39. <https://doi.org/10.35896/jse.v3i1.180>
- Lestari, D. (2024). Factors that influence the Islamic Perspective Human Development Index as Evidence of the Development of the Muslim Community. *Journal of Islamic Economics and Business Ethic (JIESBI)*, 1(2), 75–93.
- Luthfi, H. A. L., Suryani, I., & Jalil, H. Abd. (n.d.). Penerapan Akad Istishna Pada Transaksi Bisnis Furniture Di Indonesia. *AL - MIZAN Jurnal Ekonomi Syariah*, 4(2), 2021.
- Mohammed, L., Ansari, M. N. M., Pua, G., Jawaid, M., & Islam, M. S. (2015). A Review on Natural Fiber Reinforced Polymer Composite and Its Applications. *International Journal of Polymer Science*, 2015, 1–15. <https://doi.org/10.1155/2015/243947>
- Muftih, A. (2024). Implementation of Accountability and Reporting Based on Islamic Sharia in Efforts to Prevent Regional Government Financial Fraud. *Journal of Islamic Economics and Business Ethic (JIESBI)*, 1(2), 94–107.
- Nascimento, D. L. M., Alencastro, V., Quelhas, O. L. G., Caiado, R. G. G., Garza-Reyes, J. A., Rocha-Lona, L., & Tortorella, G. (2019). Exploring Industry 4.0 technologies to enable circular economy practices in a manufacturing context: A business model proposal. *Journal of Manufacturing Technology Management*, 30(3), 607–627. <https://doi.org/10.1108/JMTM-03-2018-0071>
- Prasetya, D. D., Rahmi, H. M., Sugianto, R., & Sapruwan, M. (n.d.). Analisis Strategi Pemasaran Guna Meningkatkan Penjualan Furniture Pada Finture.id. *Jurnal EMAS*, 3(1), 2023.
- Risma, R., Amiruddin, A., & Sirajuddin, S. (2023). Implementasi Akad Istishna Terhadap Jual Beli Furniture (Study Di Rasyid Meubel Kabupaten Takalar). *Investama : Jurnal Ekonomi Dan Bisnis*, 9(2), 199–208. <https://doi.org/10.56997/investamajurnalekonomidanbisnis.v9i2.1060>
- Riva'i, M., & Erhandy, D. (2018). Kebijakan Dan Hukum Persaingan Usaha Yang Sehat: Sinergitas Kawasan ASEAN Di Era Globalisasi. *Liquidity*, 2(2), 195–204. <https://doi.org/10.32546/lq.v2i2.122>
- Saprida, S. (2018). Akad Salam Dalam Transaksi Jual Beli. *Mizan: Journal of Islamic Law*, 4(1). <https://doi.org/10.32507/mizan.v4i1.177>
- Saputra, A. (2023). Social Funds for Bengkalis Community Philanthropy. *Proceeding Of Annual International Conference on Islamic Economics (AICIE)*, 2(1), 2023. <https://doi.org/10.21154/aicie.v2i1.1042>
- Saputra, A., & Aji Purwanto, M. (2023). Jual Beli Dengan Non-Muslim Dalam Konteks Fikih Muamalah Dan Nilai Kemaslahatan: (Studi Kasus Kabupaten Bengkalis). *Qawānīn Journal of Economic Syaria Law*, 7(1), 68–80. <https://doi.org/10.30762/qaw.v7i1.223>
- Sari, I. R. (2024). Considerations of Religion and Situational Factors , Internal Control on the Occurrence of Fraud Trends: An Experimental Study of the Financial Services Sector in Indonesia. *Journal of Islamic Economics and Business Ethic (JIESBI)*, 1(2), 56–74.
- Sawitri, P. (2012). Interaksi Budaya Organisasi dengan Sistem Pengendalian Manajemen Terhadap Kinerja Unit Bisnis Industri Manufaktur dan Jasa. *Jurnal Manajemen Dan Kewirausahaan*, 13(2), 151–161. <https://doi.org/10.9744/jmk.13.2.151-161>
- Setiyani, L., Priatna, A., Maulana, A., & Tjandra, E. (2022). Implementasi Design Thinking dalam Inovasi Membangun Model Bisnis Usaha Furniture Hiasan Dinding. *Journal of Information System Research (JOSH)*, 4(1), 158–167. <https://doi.org/10.47065/josh.v4i1.2273>

- Shahzad, M., Qu, Y., Zafar, A. U., Rehman, S. U., & Islam, T. (2020). Exploring the influence of knowledge management process on corporate sustainable performance through green innovation. *Journal of Knowledge Management*, 24(9), 2079–2106. <https://doi.org/10.1108/JKM-11-2019-0624>
- Shodikin, A., & Abdul Aziz, A. (2017). Penarikan Kembali Harta Wakaf Oleh Pemberi Wakaf (Studi Komperatif Imam Syafi'i Dan Imam Abu Hanifah). *Mahkamah : Jurnal Kajian Hukum Islam*, 2(2). <https://doi.org/10.24235/mahkamah.v2i2.2167>
- Smolo, E., & Kabir Hassan, M. (2011). The potentials Of *Mushārahah Mutanāqisah* For Islamic Housing Finance. *International Journal of Islamic and Middle Eastern Finance and Management*, 4(3), 237–258. <https://doi.org/10.1108/17538391111166476>
- Suhanda, S., Komara, E., Kusdian, R. D., Pandjaitan, B., Djogo, O., Nugraha, A. D., Minar, D., Kadir, Y., Pitoyo, D., Mulyadi, C. D., Sugiri, T., Munastha, K. A., Wijaya, W., Rodiah, R., Syabandiyah, F., Kusmana, D., Pitara, S. W., Syarief, I., Risnanto, S., ... Hendajany, N. (2020). Pengembangan Dan Pemekaran Usaha Pertanian, Industri Kecil-Menengah, Ekonomi, Komunikasi, Serta Daya Wisata Dan Budaya Daerah Jawa Barat Di Era Globalisasi. *Jurnal Abdimas Sang Buana*, 1(1). <https://doi.org/10.32897/abdimasusb.v1i1.430>
- Supriyadi, A. (2024). Strengthening Muamalah Maliyah ' s Literacy Understanding of Online Transactions in Indonesia. *Journal of Islamic Economics and Business Ethic (JIESBI)*, 1(2), 108–124.
- Syamsudhuha, S., Adnan, A., Daud, A., Hr, I., Hardian, M., Nurhayati, N., Roza, Y., & Jamaan, A. (2020). Pengembangan kawasan pesisir melalui pembentukan Desa Wisata Sepahat Kabupaten Bengkalis. *Unri Conference Series: Community Engagement*, 2, 292–297. <https://doi.org/10.31258/unricsce.2.292-297>
- Tomisa, M. E., & Syafitri, M. (2020). Pengaruh Badan Usaha Milik Desa Terhadap Pendapatan Asli Di Desa Sukajadi Kecamatan Bukit Batu Kabupaten Bengkalis. *IQTISHADUNA: Jurnal Ilmiah Ekonomi Kita*, 9(1), 91–101. <https://doi.org/10.46367/iqtishaduna.v9i1.219>
- Werthi, K. T., Putra, P. N. A., & Astuti, K. M. (2021). Digital Ekonomi Bisnis Untuk Umkm Denpasar Pada Masa Resesi Ekonomi. *Jurnal Abdi Masyarakat Saburai (JAMS)*, 2(01), 35–41. <https://doi.org/10.24967/jams.v2i01.1241>