

Empowerment of Coastal Communities in Improving Welfare

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Abstract

The habits of the people of Bone Regency regarding local culture are still preserved now; the fishery sector is the traditional livelihood of the Bone people, so they follow their daily habits both in social relations and in trade. As is known, the job of fishing in the sea is a place of life for fishers to finance their household needs. Coastal community groups need business capital so that in pursuing work as fishermen, the existence of these limitations is used by large traders or called Ponggawa. The method used in this study is qualitative-descriptive, focusing on informants' statements that have quality—the method used in the analysis of the para fishers' group in Bajoe, Bone Regency. The life of the mustard (labor fisherman) depends on work which makes his position vulnerable and delusional to the treatment of Ponggawa. The work agreement perspective has not been used too much to see and respond to the symptoms of mustard and Ponggawa. Therefore, the writing in this study is here to provide a clear description of the problems presented. Specifically, this study will unravel the inequality of economic structure, social vulnerability, and the future of mustard greens/fishers in the coastal area of Bajoe, Bone Regency.

Keywords : fisherman, economics, empowerment, livelihood, Indonesia.

INTRODUCTION

Modernization is more often interpreted as a process of renewal, efficiency, and quality improvement. However, modernization is not always in tune with people's readiness to change; in some cases, modernization causes cultural lag, a condition of society experiencing cultural gaps resulting from cultural elements moving in an unbalanced rhythm. Inequality afflicts people who still have low accessibility. Small anglers who do not have sufficient capital, inadequate access, and do not have production facilities become a vulnerable group and do not have many choices and opportunities.

Small fishers in the coastal area of Bajoe are in a vulnerable situation, both in terms of production and the cycle of market flow. Most of the coastal residents of Bajoe live their lives with the choice of joining the FAD fishing boss (pongawa) or choosing to become manual laborers at the Bajoe port. The choice to become a manual laborer in terms of income is relatively no better than fishers. Therefore, the first option

(to join the Ponggawa boat) is still dominantly chosen by small anglers to make a living. FADs are the modernization of fishing systems and equipment that have brought significant changes, especially in terms of increasing fisherman yields. However, because of the high cost, making FADs can only be developed by the ponggawa.

FADs don't always work. In some cases, ropes whose ends are tied with stones as ballast are stretched into the depths of the sea (Ahdan et al., 2019), but because the seawater is deeper than the length of the ropes, the marine FADs will be swept away by the ocean currents. A FAD owner can get a door prize with a turnover of tens to hundreds of millions of rupiah at any time when the FAD is filled with imported quality fish. The multiple benefits obtained by the FAD owners are possible because each shipowner has at least dozens of FADs at other points. They collaborated with other investors to install FADs at different points. Meanwhile, the mustards, and small fishers, are not even

allowed to know the price of each fish they catch (Dharma et al., 2021).

Ponggawa controls the coastal economic system. This is another reason why fish should not be sold at an auction. So, the fish sold to pagandeng (fish sellers) that reach the markets is the portion of the crew members (ABK) they must deal with to bring home some money for their daily needs at home. Residents in the eastern coastal area of Bone use the term "Tikkeng Tolo" to refer to the monopoly carried out by the Ponggawa. The salary system for fishing workers is known as 'leppe' turo' (after the fishing season, usually calculated every 14 days, during the full moon).

Moving on from the explanation above, this research wants to see how fishers with minor status can be empowered by not depending on the ponggawa, even though it is known that a ponggawa can employ five to seven fishers to run their business. As a result, some small fishermen can break down themselves, including the economy and income. Their vulnerability in accessing several things is disproportionate to their work following the ponggawa. Research on the analysis of labor relations has not been seen and included in scientific texts; therefore, this paper wants to see and understand how the pattern of the relationship between mustard and ponggawa produces a good mapping and provides solutions to the problems studied.

LITERATURE REVIEW

Fisherman

According to (Ahdan et al., 2019), fishermen are a group of people whose lives depend directly on marine products, either by catching or cultivating. They generally live on the beach, a residential area close to the location of their activities. Law No. 45 of 2009 concerning Revision of Law No. 31 of 2004 concerning Fisheries Article 1 number 10 defines fishers as people whose livelihood is fishing. Meanwhile, small fishermen (Article 1 number 11 of Law No. 45 of 2009, state that small fishers are people whose livelihoods are fishing to meet the needs of daily life using the most significant fishing boats measuring 5GT (gross tons).

As a livelihood, the Directorate General of Fisheries (2000) defines fishers as actively engaged in fishing operations (other aquatic animals, aquatic plants). The Indonesian Encyclopedia defines fishers as people who actively engage in fishing activities, either directly (spreaders and net users) or indirectly (sailboat pilots, motorized fishing boat captains, ship mechanics, and fishing boat cooks). People who only do work such as making nets and attaching equipment to boats/ships are not categorized as fishermen, even though they do not directly make arrests.

Fishers are not a single entity; they consist of several groups. Referring to this definition, households whose main activity is not fishing but using fish as a material for the production process are not categorized as fishing households. Likewise, even fish traders living on the beach are also not included in the category of anglers. Fishers are different from pond farmers. The primary difference is that fishers use coastal areas to work, while pond farmers manage swamps, rivers, rice fields, and the like to manage fish and other fishery products (Sukimi et al., 2019).

Mustard

Mustard risked everything while at sea, including life. However, there is no discussion with Ponggawa if they have an accident at work. The risk is never really released before the ship docked at the dock. Not all FADs can be harvested immediately. Some FADs, due to effectiveness considerations, must ensure the capacity of the fish to be caught. And for that reason, a member of the mustard must dive a few meters under the sea to determine whether the ropes are tightly tied; also, the most important is the school of fish to be harvested (Rahawarin et al., 2020; Tamsah et al., 2021; Zacharias et al., 2021).

A sad fact is mustard diving without equipment. They dive because it's part of the job. The risk of diving is hazardous. Several members of the mustard said that many of their friends had their hearing-impaired due to frequent diving. Some of their unlucky friends, while diving, we're unable to fight the strong currents that suddenly hit the body below the sea's surface. To maintain the good name of Ponggawa, victims who died because they were carried away by the current were often not talked about. Even their funerals are usually carried out

at night to avoid the attention of the people and the government.

The sad story of the diver is also part of the imbalance in the economic system of the Bajoe coastal community. The divers are residents, who do not have the resources of fishing equipment (ships), so they only rely on reckless actions, diving without adequate safety equipment. Many of them died in vain, buried at night to avoid people's attention.

The issue of salary, without guarantee of work safety, and *tikkeng tolo*, occurs because the working mechanism and the pattern of relations between *pongawa* and *mustard* are not regulated in the writing of the work contract. So, victims who drown due to diving are more often heard of just disappearing. On land, their families still receive compensation from *Ponggawa*, even though it is impossible to erase the grief of losing a family breadwinner immediately.

There is no written work contract between *pongawa* and *mustard*, so the position of *mustard* is very vulnerable to exploitation and is often in a disadvantaged position, both in terms of time and salary (Tamsah & Yusriadi, 2022). Presenting a work contract needs to be approached from various perspectives, considering that the *tikkeng tolo* tradition has been a way of life for decades. The research formulation is designed to find the symptoms and variables that strengthen the *tikkeng tolo* tradition and the imbalance in the economic structure of the Bajoe coastal community.

METHOD

This study uses a qualitative descriptive approach. This approach wants to understand the symptoms of the exchange between fishers and collector's groups (*pongawa*). Generally, this exchange looks at the relationship between the patron-client, in which there is a mutually beneficial exchange. At the same time, the qualitative method works to collect informants' statements following the behavior and existing material conditions.

This research was conducted in Bajoe, Bone Regency, South Sulawesi. The reason for choosing this location is because, in this place, there are still problems that occur between *mustard* and *pongawa*, the existence of other

access to the two adds to the need for this location for research on the analysis of the working relationship of collector traders (*pongawa*) and fishers' groups. This research was conducted from July 2020 to March 2021.

Informants in this study are fishermen who are members of fishing groups in Bajoe; this fishing group is also a key informant in this study; then, there are wholesaler traders. Collector traders who act as informants because of the access they have and several government officials in Bajoe became the last informant element in this research.

The data collection technique chosen covers several things; firstly, conducting a literature review, a literature review is carried out to provide an overview or general description of the context of fishers and *mustard* greens in Bone Regency. The second is observation or observation; comments are made to determine the relationships and access that a particular person or actor has in this research. Third, in-depth interviews were conducted for informants who were considered critical informants of the three elements that were the subject of this research, namely fishermen, *mustard* greens, and Bajoe village officials or government elements in Bajoe.

The data analysis technique used in this study is not far from Miles (1979); this technique is carried out gradually, first using domain analysis to see and explore the picture of the social situation in general. The second is the taxonomic analysis of the research to use domains that are deepened from the general data obtained earlier. The three componential analyzes found the similarity of certain traits, patterns, and behaviors. Furthermore, the fourth analysis is to find cultural themes to find common threads and integrate the existing domains in this study.

RESULT AND DISCUSSION

Consistency

Consistent is an attitude that is steadfast in one's stance and is unshakable in the face of various obstacles to achieving something that is a goal. Giving birth to a consistent attitude in carrying out professional activities is not easy; at least positive supportive traits are needed; in the working relationship between traders and

fishers, consistency is required in attitude making, punctuality, and price determination (Bindu, 2011).

Maintaining consistency requires a firm, definite, and firm stance. A consistent and not easily swayed attitude is needed in a cooperative relationship between fishers and collectors (Cahaya et al., 2022; Ilyas et al., 2022; Kulikowski et al., 2022; Ritonga et al., 2022; Sutarto et al., 2022). Regarding the consistency of attitude, the results of an interview with AM collector at TPI Bajoe (15 July 2020) stated that: "I personally as a collector have always been consistent; I know that fishermen sometimes find it difficult to find traders who want to sell their fishing rods, because Personally, if I already have one fisherman who is my subscriber, I will not switch to another fisherman even if the price is lower, except for the fisherman himself who doesn't want to sell his fishing products to me."

Furthermore, the results of the interview with AH collectors at TPI Lanroe (July 27, 2020) explained that: "The collector traders here have a consistent attitude because we only give fish from waiters who are already customers and every collecting trader here has a customer, each of us too. Never cut off the cooperative relationship unilaterally, and vice versa, fishermen, are also like that they do not decide to cooperate unilaterally even though some bid for higher fish prices".

From the two statements above, the collecting traders in both Bajoe and Lanroe TPIs are very consistent. Where traders only buy fish from fishers who are already customers. And they don't easily switch customers even if they are given a lower offer.

To examine this more deeply, the researcher has conducted interviews with several fishermen in Walayah Bone, one of which was an interview with EB's brother, a fisherman in Lanroe Village (July 27, 2020), who stated: "The collectors here do have many fishermen who are customers, not just one. If they have new customers, Fishermen will not immediately decide to cooperate with the old customers. We will certainly be notified first, or usually, the number of fish purchased will be adjusted if the number of fishermen who become customers increases".

Furthermore, it was added by brother IR, a fisherman from Bajoe Village (July 15, 2020), that "as long as I have been a servant here, there has never been a unilateral termination of cooperation between collectors and fishermen. find other fishermen before they stop working together". A GB fisherman gave another statement from Bajoe Village (July 15, 2020) "I have never heard of a unilateral termination of cooperation between fishermen and traders; everything must go through a discussion process because both fishermen and collectors have mutual respect and consistency."

Based on all the statements above, it can be concluded that both traders and collectors have been consistent. If there has been cooperation between the two parties, they will be loyal and carry out discussions if there are changes and decide on cooperation.

Another aspect of consistency that is a concern in the working relationship between traders and fishing groups is time consistency. it interviewed with brother IR, a fisherman from Bajoe Village (July 15, 2020). "When it comes to timing, we are consistent because auctions are not held every day, and before the auction day, we must have returned from the sea and brought the bait for fishing. For sale".

Furthermore, it conducted an interview with a GB fisherman from Bajoe Village (July 15, 2020). "We already know when the auction will be held, so before the schedule arrives, we have returned from the sea with the fishing rods so that collectors can quickly pick them up and take them to the place where they are going. auction so that the quality is still good."

The same thing was also expressed by MI fishermen from Bajoe Village (July 15, 2020) that "we here on average have been fishermen for a long time, so we must have calculated how long it will take to go to sea so that we can return on time before sunset. The auction starts even if there is a delay, usually due to weather or wave conditions; collectors are also rarely late to pick up fish from us because if it is too late, the conditions may not be good and may not sell."

It can conclude from the three statements above that the fishers have calculated the time from fishing to return to land. So, there is no delay in the process of selling fish at auction. Next, we will examine how the timing of the collector. For this reason, an interview with AR

collectors at TPI Lanroe (July 27, 2020) explained that “the fishermen here are already experts, so as long as there are no problems in nature, they will come back quickly from the sea, that’s good so that the fish stock we bring to the ride is enough”

Further added by MH collector at TPI Lanroe (July 27, 2020), “the fishermen who have worked with me so far have never experienced delays because most of them are smart in calculating the time to return from the sea so that the fish caught are not too long in the sea. the ship, so when we sold it at the auction, the fish was still in good condition.”

A slightly different statement regarding the timing was expressed by the ST collector at TPI Bajoe (July 15, 2020) that “the problem of delays in the time of fishermen returning from the sea is more because of natural conditions, but there are also some fishermen who take a long time to go to sea because for various reasons if that’s the case, the return will take longer, even if it’s fast, there won’t be too many people brought.”

From all the explanations above, it can conclude that both fishermen and collectors are trying to maintain time consistency. Time consistency is essential because the quality of fish can decrease over time. If this is the case, it will be difficult for the collectors to colonize fish in the auction, which will be detrimental to both parties.

Supervision from the service. Apart from consistency in attitude and timing, another thing that it must consider is consistency in pricing. In the fish trade in the field, the collector usually sets the price. For this reason, in an interview with AM collector at TPI Bajoe (15 July 2020), “When selling at the auction, I adjusted the price given by the fishermen; I used that price as a benchmark in determining the price at the auction.” The following interview with ST collector at TPI Bajoe (15 July 2020) “In determining the price, we first see how much the fisherman gives us, then we increase it a little for our benefit, but the increase is not too high because the price-fixing at the auction is there.

The AH collector clarified the two statements above at TPI Lanroe (27 July 2020)

“For price determination, we also can't be arbitrary, not because the buying price from fishermen is low, we can sell it at auction,

because for price determination there is supervision from the service so we can't sell it at a price that is too low than others if it's too high. The price is also difficult for us because the fish will sell for a long time.” To clarify regarding price-fixing, an interview with MM fisherman from the Lanroe Village (27 July 2020) “so far has never raised and lowered prices suddenly, even if there is an increase in prices, the difference is not too big.”

Furthermore, an interview was conducted with GB fishermen from Bajoe Village (15 July 2020) that “I have trusted the collecting traders because they know the market price better, but I have also asked other fishermen friends. What is the price that their collectors offer, and is the price the same? Some are different, but the difference is not much “. From all the explanations above, both the collectors and the fishers are equally consistent in setting prices. They will not raise and lower prices arbitrarily. And the price that has been set follows the market price at the auction.

Partner Care and Safety

Having a good working relationship is beneficial and helps get a comfortable work environment. Having good coworkers around is a sign that we are successful enough to build a working relationship with them. Showing concern in the form of simple things can be the first step for you to achieve a better working relationship. The care shown can also help partners' safety so that the working relationship can last longer (Misnawati et al., 2021; Y Yusriadi et al., 2020; Yusriadi Yusriadi et al., 2020).

In the working relationship between collectors and fishers, it can be exchanging information and taking care of each other between collectors and fishers. For this reason, an interview with an IR fisherman from Bajoe Village (15 July 2020) has been conducted that “the collector traders I work with are quite good people before I go to the sea usually, he comes home and gives information on what kind of fish are being sought now so that I can focus more on finding the fish so that they can both get a bigger profit.”

An almost similar statement was given by MI fishermen from Bajoe Village (15 July 2020) that “the attention of collector traders to us fishermen is usually when a lot of fish that

are collectors will come home and bring us fuel for the boat, usually they also give us information about the estimated conditions at sea so that we can prepare". Furthermore, the statement given by AM collector at TPI Bajoe (15 July 2020) "We and the fishermen have worked together for a long time, of course we will take care of each other, so that we don't get a warning between us and the fishermen, especially related to price fixing, because if the price too low, we can also be reprimanded for damaging the market price." A further statement was also conveyed by HS (21 July 2020) that "the most important thing we have done so far is to protect each other from income competition, because there are many fishermen and collectors so that sometimes there are many irresponsible groups of thugs who give information or issues to one of us so that sometimes it causes conflict".

Work safety is also essential for fishers and collectors, especially the threat from groups of people who do not want to see success in others or the level of sales competition. From all the statements above, there is a concern between traders and fishers. Therefore, to avoid all these things that are not desired, the fishers and the collectors should, when getting information about the badness of a fisherman or collector and or about the marketing price of the fish to be sold, it is better to crosscheck or confirms beforehand. To the person accompanied by cooperating on the information received. This is very good so that the collaboration can run smoothly and last.

Long Term Relationship

A long-term relationship can occur if, during cooperation, it always goes according to the agreement, and there is also honesty between the two parties. For this reason, an interview with EB fisherman from the Lanroe Village (July 27, 2020) explained that "so far everything is following the agreement, even the selling price on the market, we also know because previously there was an agreement that this fish will be sold at what price." The interview result by MT (July 17, 2020) explained that "so far we all have a good relationship with the fishermen because we have never badmouthed the fishermen or compared one fisher with another."

Next was an interview with a GB fisherman from Bajoe Village (July 15, 2020) "I once came to Laelang to see the sales process there, and it

was true that the price of my fish was sold according to the price that had been notified, the collectors here were on average honest." To clarify the opinion above, an interview was conducted with AM collector at TPI Bajoe (July 15, 2020) "if for the price, we are honest, everything is following the previous discussion, the fishermen here are also honest, they always tell which fish are in good condition and which are not. Good, and always catch fish on demand". To achieve the success of fishers and collectors in Bone Regency, it is essential to have a cooperative relationship that has a long term, because from any form of activity carried out by someone when the working relationship does not last long, it will not be able to provide good benefits for both parties (Awaluddin A et al., 2019; Yusriadi et al., 2020).

The results of an interview with MT (July 12, 2020) stated, "there are also collectors who are not good, and if there are such, of course, it will also not be able to last long with the fishermen here because we fishermen want to work together to sell fish without damaging the market price and destroying other people's relationships." Follow-up interview with US fish collectors (July 16, 2020) that "we fish collectors always try to maintain a working relationship with fishermen that can last a long time and there is no harm to each other, and we always remind each other with the collectors. Fish not to do things that violate or damage the fish trading system in the Bone Regency area".

From all the statements above, the fishers and traders maintain mutual trust so that the existing cooperation can last for a long time. The working relationship forged by fishers and collectors is also characterized by mutual respect and mutual support for profit.

CONCLUSION

Based on the research results related to the working relationship of fishers and collectors seen from the aspect of consistency which is going well. The consistency of the fishers indicates this in providing prices agreed by the fish collectors and the consistency to subscribe to each other. The importance of this consistency is so that it continues to increase income from fishery products and to maintain good cooperation between fishers and collectors. According to (Andri et al., 2021; Sam

et al., 2021; Sumarni et al., 2021; Usman et al., 2020), the meaning of consistency is an attitude of focusing on one field. It will not move to another area before the foundation of the first field is vital.

The study results showed that the working relationship of fishers and collectors was seen from the aspect of concern and safety of partners, which were considered to have been going well; this was indicated by the attitude of respect that was grown by each fisher and collectors. This awareness is carried out to strengthen relationships with each other. Care is also carried out to provide information about fish market prices and information on raw materials for fishermen (fishing equipment, trawlers, and so on). Each group must build this concern to foster excellent and sustainable working relationships for a long time.

A long-term relationship occurs if, in a working relationship, there is trust, comfort, and of course, it must be mutually beneficial. Therefore, in addition to the above aspects in the employment relationship, there must be honesty and carried out following the agreement. The result of consistency, caring, and mutual care between the two parties can give birth to a long-term relationship.

In the working relationship of traders, collectors, and fishers, the cooperative association has honesty. This can be seen in the collectors who sell fish according to the agreed price. In addition, fishers are always honest with the quality of the fish they catch. In addition, fishers always try to meet the number of fish demanded by collectors and fulfil what types of fish are requested.

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