

# The Framing Of Decision And The Psychology Of Choice To Women Who Involvement Into Prostitution In Karawang, Indonesia

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**Abstract.** The commercial sex worker, is a profession aimed at earning money or goods by self-employed in sexual activity. Women who choose to be a commercial sex worker usually have problems that are considered difficult to handle and they have their own reason to underlie its decision. Researchers are trying to see what factors behind the women choose to work as a commercial sex worker and how the underlying decision form, so as to describe the profile of a woman who decides to work as a commercial sex worker. The method used in this study is qualitative phenomenology. Data collection techniques are conducted through interviews and observations. The data obtained is then analyzed through the reduced verbatim transcript, found the meaning unit, then brings up the essential themes in the participant experience, then the data is verified and drawn conclusions. The results showed that in the process both subjects had quite different reasons in which he chose the work, where for the subject of one more decision based on rational thought. As for the subject, two more decisions are based on intuition.

**Keywords:** decision, women in prostitution, rational, intuition, Karawang.

## INTRODUCTION

Karawang is one of an industrial city in Indonesia with the total number of 2.2 millions of population is less than people with the number of job seekers as many as 17.739 people (Annazri, 2015). Many companies established based on data from BKPM (Badan Koordinasi Penanaman Modal) West Java for Karawang District were 9.963 units and capable of absorbing jobs for 158.472 people (Annazri, 2015). Number of units the company and the amount of work force absorption in the end has an effect on the need for the rapid urbanization rate in Karawang. The rapid urbanization will create the problem in the, karawang one of them is to those who have less education and skills. In the long run, if current urbanization not handled properly we can bring negative effects. Herlianto (Haris, 2015) stated that the negative impacts of urbanization to social

pathology in community which this has included a problem prostitution or prostitution.

Prostitution is an activity trading of sex in return for form of matter or goods. This fits in with the explanations given by Dewi (Irwansyah, 2016) stating that prostitution is the act of having sexual intercourse with a partner who is not a wife or husband by it in a particular place, and in general after having sexual intercourse they get rewarded pecuniary. Prostitutes is a profession which someone sold in sexual activity with the intention of getting paid by those who have borne her services. This is in line with statement Stojanovic (Tiosavljevic, et al, 2016 ) said that commercial sex workers is someone who involved in prostitution using sexual intercourse or other action to a lot of people to get the pecuniary or something else.

Kartono ( 2011 ) stated that one of the commercial sex workers is individual 75 % were

young and old 17-25, year average where vulnerable age showed that the development in the early adulthood. This is the transition from adolescence to adulthood, at this stage duty or criteria early adulthood characterized by explore themselves to try new stuff, financially independent, accept responsibility, will self destruct and makes decisions independently (Papalia, 2014). Being a prostitute is not an easy decision and simple, which constitute a lot of women to work as prostitutes. Kartono ( 2011 ) said there are several factors for someone to become prostitutes as it is an obstacle in looking for jobs, lack of skill owned, economic hardship, free sex and also a lifestyle as well as her social environment. Halawa (Destrianti & Harnani, 2016 ) in this research results with 124 respondents said that there are factors of 57,3 %, economic needs a release disappointment as much as 76,6 %, fraud amounting to 54,8 %, social status by 63,7 %, and the media as much as 52,4 % given for this woman decided to become commercial sex workers.

In the decision-making process is a woman in the world prostitution can be divided into two categories woman who is voluntary and involuntary. Nag results in their inventions (Qayyum 2013) said that the woman of voluntary work as a prostitute because poverty, hunger, the economic crisis, family pressure, disease, etc. And for women who do work as a prostitute involuntary, decisions started because of violence, imposition kidnapping and deceived. In relation choose to be a sex workers, pass through a process whose name individual decision-making where Solso (2007) stated that in the decision-making process there are inductive reasoning in which are carried up obstacles suffered by individuals in the life of then take into account and made a choice based upon the factors which is in this where are the best choice in reducing the faced by. Nkala (2014 in his research found that high unemployment rate has forced many young woman do the work as a prostitute,

the lack of the work of making woman decide to become prostitutes to earn a living. In addition the findings also disclosed that in zimbabwe the best education almost difficult to find, the collapse of economic and the size of the poverty level also triggered prostitution among the majority of women young.

**Decision-Making.** Suherman (Isnaini, 2013) defines decision-making as the process of picking out or determine a great variety of chances of the situation that they are not sure. Further Tyversky (Solso, 2007) stated that in take individual decisions choose an alternative to eliminate the way a choice that is less attractive gradually or commonly called with elimination of by aspects. Engel, Blackwell, and Miniard (Isnaini, 2013) stated that there are psychological factors that can affect an individual in decision-making, among others cognition, a motive, and attitude.

a. Cognition

Schaplin (Tuapattinaya & Hartati, 2014) defines cognition as a general concept which includes the understanding of knowledge or capability to acquire knowledge.

b. Motive

Chaplin (2015) stated that motive is one state of tension within themselves individual that arouses, maintain and directing individual behavior toward a purpose or target

c. Attitude

Chaplin (2015) defines attitude as the relatively stable and ongoing to be acting and behaving or reacting with one a certain way towards other personal, objects or certain problems.

Svenson (Tyburski, 2017) stated that in psychological approach, decision-making divided into three phase:

1. Pre Decision Phase

Svenson (Tyburski, 2017) stated that the activity in the primary pra-keputusan is the

identification of a problem. Further Morris and Ward (Tyburski, 2017) said that the settlement of the situation dilemma between the shrouds of a current and a desirable state could be achieved by reducing the gap between the starting point nearly unsatisfactory and point a designated target, an important element of the resolution of problems is planning, which is examining the matter in a systematic and determine the direction desired solution.

## 2. Decision Phase

Svenson (Tyburski, 2017) stated in phase of these processes step by step done individuals to choose one option considered preferred compared with other options, in other words more justified logically and options subjective chosen then option is considered reliable. Wood, Bandura and Jourden (Tyburski, 2017) said that the cognitive process can help individual in anticipating and imagine a consequence of a choice that is made, through the ability to benefit feedback from the decisions made. Another thing that relevant also expressed by falkowski, et al. (Tyburski, 2017) where individual must be considered risks and imagine the alternative after decisions are made.

## 3. After Decision Phase

According to Liang (Tyburski, 2017) at this phase individual can reduce the form of doubt in the choices made by certain that a decision that the best selected an option. Individuals can be trying to convince themselves that they have chosen well and increase the attraction of the selected option as well as reduce the value of an alternative that left. This mechanism referred to as the reduction of dissonance after decision or as the difference between the options and the purpose of which they have after.

**Decision-making model rational.** Goodwin, et al (Oliveira, 2007) stated that term in the model

over the withdrawal of funds rational decisions, before choosing one option individual so they can be first before repair it which is done based on a number of alternatives of various screenwriter who was available, also individuals can be lots of standing around deciding about the scenario who is expected to of each alternative. The decision making process in an irrational manner that could explain how individuals using a series of come up with an alternative certain to put the finishing touches to the problems faced by.

Next Rubinstein (Oliveira, 2007) stated that in economic theory, the decision making rational also could lead individuals where alternative choices for three steps after completing a simple: (a) consider alternative feasibility, then (b) consider desirable alternative, and finally (c) chose the best alternative by combining desire and feasibility. But this rational decision making model have weaknesses because they do not have analytical elements. Further, if individuals make rank an alternative over another they tend to rank the identical in another chance. Rationality is already defined by Oliveira (2007) as conformity of a choice and the value of. Rational behavior preaches reconciliation and has ditched in order to optimize the the value of that focuses on the process of picking out than emphasized the study of t come up with an alternative that had been selected based.

**Decision-making model intuitive.** Klein (Syagga, 2012) defining theory intuitive as feeling to recognize something with no explanation and remove the optimize selections as facts and data also considers that policy makers use far less formal process, but knowledge is acquired from a learning process that has long been (experience) that has been accumulated in memory. Robbins (Syagga, 2012) said that decision making by intuition can be done for (1) the high uncertainty, (2) the limited evidence, (3) cannot rational scientific variable, (4) the limited facts, (5) not fully facts related to the problems,

(6) limited data for analysis, (7) there are alternative solutions and argumentative, and (8) the limited time.

Sadler-smith, et al (Syagga, 2012) added that there are various sources that an intuitive leap: brought from emotion (intuition) driven by emotion, resulting from experience (intuition and produces) based on the experience of learning or skill (driven by skill) intuition. The work of Gary Klein (Syagga, 2012 ) added that the real life policy makers did not develop options and choose from a number of options there but options had arrived in characteristic manner without creating alternative.

### **Prostitution and commercial sex workers.**

Crooks & Baur (2012) said that prostitution or prostitution is exchange programs sexual services for money. Prostitution usually regarded as an initiative in it there are a woman who sells services sexual to a man, although transactions between man, and the man sells services sexual to a lady there are also, but the two do less common. Commercial sex workers is term for a person involved in prostitution and activities undertaken by relating to phone sex, a stripper, massage erotic, and acting in the film porn (Crooks & Baur, 2012).

Crooks & Baur (2012) said commercial sex workers have a difference variations between one and the others in terms of such characters as sex workers who sell themselves in general, sex workers as distinguished from a particular charge, vulnerable and sex workers who treat only on certain social class.class certain.

Lieberman (Crooks & Baur, 2012) said a the main difference between sex workers the one with others are their reasons for choosing the this job. As, some workers sex prefer this profession even though it actually they have a choice decent other for a livelihood. But, Kmpner , Shaver, et al (Crooks & Baur, 2012 ) added that the majority of individual had been forced to choose to be

commercial sex workers for her insistence economic and needs. But there were some reason discovered by Vanwesenbeeck (Lehmiller, 2014) where to some individual profession as prostitutes triggered by things like habitual use drugs, compulsion of one who has the power on him and there are also research connecting work as a prostitute because when an early age they had being a victim of violence sexual.

Some hooker has a part-time job , a number to which another is not having a job and lacking in the level of education , on the other side there is the individual who is have chosen to become a prostitute for the style of her social life .The individual who work part-time have the skills and other working can leave work as prostitutes more easily because they are not in full identified himself as sex workes “professional” but instead were prostitutes do not have a job and skills have identified himself as part of the subculture of prostitutes (Crooks & Baur, 2012).

### **METHOD**

The kind of research used the qualitative study, phenomenology where it is focused on understanding of the subject of study. The subject in this research unspecified strictly but very may change both in the number of or characteristic of the subject whereby it is adapted to the understanding that develops in conceptual (Purwandari, 2007). Researchers select the subject in accordance with the problems raised, the subject constitute an individual susceptible age between 18-25 years old. The determination of the subject and data sources in this research using the sample taking purposive who stratification. Data collection methods used in this research was observation and interview. Data obtained and analyzed by through have reduced, verbatim transcript found unit, interpretation and participants to essential issues in experience.

### **RESULT**

A subject of study it is a woman early adulthood with vulnerable children aged between 18-25 years, working as prostitutes in the karawang , a subject of study it consists of two people.

**Table 1.1 The development of the theme superordinat (subject 1)**

Decision-making factors	Decision-making stage
Cognition	Pre Decision
Motive	Decision
Attitude	After Decision

**Table 1.2 The development of the theme superordinat (subject 2)**

Decision-making factors	Decision-making stage
Cognition	Pre Decision
Motive	Decision
Attitude	After Decision

**Table 1.3 The development of the theme superordinat (subject 3)**

No		The Theme of Superordinat		Subject
1.	Pre Decision	Find alternative solutions	Rational	1
		Resolve the situation that makes dilemma	Rational	1
		Analogisasion	Rational (1) Intuition (2)	1, 2
		React in the same way on an issue	Intuition	1,2
		The state of being considered an area problem	Intuition	2
		The state of being deemed unsatisfactory	-	2
2.	Decision	Work considered reliable	-	1,2
		Do not think any risk of the chosen	-	2
		Evaluate information related to the job	-	1
		The ability to assess the risk and reflect the alternative	-	1, 2
		Anticipate a consequence of job	-	2
		Confirming options are drawn subjective	Intuition	1,2
		Remember a thing which is believed to be going to happen	Intuition (2)	1, 2
		Bias after decision-making	-	1, 2
The form of satisfaction believed to be	-	1, 2		

3.	After Decision	Focused on the value of a loss than the alternative	Rational (1) Intuition (2)	1, 2
		Focused on attractiveness of an option that is selected	Rational	1, 2
		Doubt inside	-	1, 2
		Reduce dissonance in the after of the decision	-	2
		Reduce the emotional impact	-	1, 2
		After the decision made dissonance	-	1, 2
		Focused on the profit reaching achieved	-	2
		Regret after decision	-	1

Subject 1 and Subject 2 was the woman who decided to work as prostitutes, masing-masing of them have different reasons before decided to become a hooker. To subject 1, they are not satisfied with previous work because the income obtainable does not feel able for her economy condition. And to subject 2, have some reason something other than the economy, as an effort of revenge on former husband and have feelings as a burden for both her parents. According to Svenson (Tyburski, 2017) alasan-alasan who tapped by masing-masing subject is the activity of a basis in phase pra-keputusan where individuals identified a problem in her life. Then according to hinson and Zagorsky (Tyburski, 2017) the decisions they take it as a prostitute is the form of the evaluation of information related to the problems faced in their lives where the relevant data separated from the irrelevant.

Further Svenson (Tyburski, 2017) added that at this phase the individual will choose options that are considered more likeable than any other options, or in other words the more justified logically and subjective option is chosen then that option be considered reliable. In her work as prostitutes subject 1 also proposes that he was thinking to find another job, and he also had a chance to work in a shop, but to find another job her to have been difficulties concerning the initial cost must be fulfilled to get the job and to her job

as store employee felt to be the result obtained cannot fulfill their needs and the, finally Subject 1 decided to continue to work as prostitutes. Of the statement can be seen that the subject 1 quite rational in determining a decision. This is supported by a statement rubinstein (Oliveira, 2007) where rational decisions taken by individuals can be seen from, how individuals consider alternative, feasibility then reflect upon alternative you want and finally individuals choose the best alternative by combining desire as well as the alternative. feasibility for him.

Further to the subject he has another reason out with the show where these individuals make decisions based on an intuitive leap, kind described by the clients (Syagga, 2012) was based on individual choice where her to recognize something with no explanation and remove the optimize selections as facts and data. Further Robbins (Syagga, 2012) added that in the decision-making by intuition can be done in the high uncertainty not fully facts related to problem, and the limited time. Also Sadler-Smith, et al (Syagga, 2012) stated that there are various sources of an intuitive leap as one of them is brought from emotion.

For both the subject of attraction exerted by her job as a hooker namely ease in dealing with economics and happiness child. To subject m

there is one another attraction outside ones already mentioned last, namely resentments which satisfied to former husband. In addition to her decision as hooker has secured both explained that another job offers no ease and income gained no more than her job as a hooker. These terms is a form of reduced doubt for the choices made by the subject, as said by Liang (Tyburski, 2017) that individuals can be trying to convince themselves by raising the allure of the selected option as well as reduce the value of the alternative.

In evaluating the results of each subject as having the form of regret, himself to subject 1 while compare themselves with the woman she feels minder of their work because subject 1 feel work is better status. While they work as prostitutes makes her feel he had no self-respect and dishonorable like any other woman. It was possible in a woman who decided to work as prostitutes since the decision was, hard decisions kind described by Tyburski (2017) decision-making can experience the, remorse after her name it is associated with the decision where the difficult decisions, the more strong also conceal remorse that will be experienced in individual.

## CONCLUSION

In the process individual who takes a decision past three a phase that on each phase there are factors within themselves individuals that can affect in taking a decision. Also from the process can be seen what was the individual decision that provide the basis, in this case the form of the decisions referred to is a decision which are based on intuition or rational in each subject. In the process subject 1 many show decision-making which is based thought rational because in some respects she show consideration to feasibility of the alternatives and contemplating alternative desired. In the process subject 2 be greater use of decision which is based intuition in which many the fact not wholly relating to the problems faced by, also her choice many funded by emotion.

The research that has been done, advised for researchers next to the number of the subject of study plus to increase variation maximum related focus research conducted that the results of the study to be richer will representation of variations. And study more literature so research into more involving and find more variety related focus research. For individuals who is in the decision-making process, the results of research has done researchers need package able to provide information and knowledge related to things is in the decision-making process that individual a better understanding of what was the decision underlying in taking a decision in life. For related agencies, results obtained from the test which has been done is expected to inform related profile/ the idea of individuals choose to work as sex worker so development by could be more and in the future.

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