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## Exploratory study of income accessories traders in Tana Toraja Indonesia

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### Abstract

Income is the main goal in trading or transacting. Assigning income at other times in the production or service cycle may reflect a better recognition of activities in a period. While specifically the merchant's income is the income received on the number of goods sold multiplied by the price. This study aims to determine the income of accessories traders in Tana Toraja. The data used in this research is primary data using observation data collection techniques, interviews and documentation. The data analysis technique used is discourse analysis to obtain the income dimensions of accessory traders. The results of this study indicate that the income earned by accessories traders in Tana Toraja is based on the level of conditions that can change the people's standard of living. There are various responses and expectations expressed by accessories traders or the public who have different meanings so that conclusions are drawn using the Creswell setting, and the meaning process picks a premise that becomes a hypothesis and arrives at a conclusion. It was concluded that income is a source that is uncertain or not based on the level of conditions that can change the standard of living of the community. And income is an uncertain source and a definite source of consequence continuous activity.

**Keywords:** Accessories; Income; Traders; Tana Toraja Regency

### 1. Introduction

Income is a measure of the level of social welfare, the various strata that exist in society can be seen from the income side but interpreting the meaning of income itself, there are still many differences of opinion and different interpretations. Income is an additional asset and a decrease arising from a business providing services or selling goods [1]. Assigning income at other times in the production or service cycle may reflect a better recognition of activities in a period [1]. According to [2] states that income is an increase in assets and a decrease or decrease in company liabilities which is a result of operating activities or procurement of goods and services to the public or consumers in particular. Furthermore, according to [3] that income is an inflow of assets arising from the delivery of goods/services carried out by a business unit during a certain period. While specifically the merchant's income is the income received on the number of goods sold multiplied by the price.

Various phenomena visible in society measure income level, which is generally dichotomized by nominal numbers. Even though income is not only seen from the amount of money owed, it can be studied based on the meaning in society itself. Accordint to [4] that income can be calculated in three ways, namely; 1) How to spend, in this way, income is calculated by adding up the value of spending/spending on goods and services, 2) Method of production, in this way, income is

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calculated by adding up the value of the goods and services produced, and 3) Method of income, in this calculation, the income is obtained by adding up all the income received. The method of spending can be interpreted that everything that is given value, whether personal or not, even for the goods or services owned. However, suppose you are in a position where the production method does not show personal, generally based on production aimed at entities or companies. In that case, the income, meaning the difference, is, of course, enormous. Important to study further. The definition of response is meant after observing something, and there is an impression from that observation in our consciousness. This is called a response. According to the meaning in the Big Indonesian Dictionary, a response is a response to speech (criticism, comments and so on). According to [5], the response is a description of the observation that remains in our consciousness after we have observed.

Furthermore, according to [6], response, as one of the main functions of the soul, can be interpreted as a picture of memories from observations when the object that has been observed is no longer in the space and time of observation. So if the process of observing has stopped, and only impressions remain, such an event is called a response. The response is called "latent" (hidden, not yet revealed) if the response is subconscious or we are not aware of it, while the response is called "actual" (actual = really) if we are aware of the response [7].

Hope is a defining element of effort, social change, awareness, and reason. The object of hope is a life that more complete, a life that greater, deliverance from eternal boredom, or for salvation or for revolution. Hope is paradoxical. Hope is a form of feeling associated with the time dimension. Everyone has different hope in life. However, sometimes we may find people with no hope. Humans who have no hope known as passive-apatetic people, while people who have hope as people who will always make themselves optimistic-active [8].

Hope, according to [9, 10] is a decisive element in every effort to bring social change toward greater life, awareness, and reason. The object of hope is a more complete life, a more excellent life, a release from eternal boredom, or for salvation, or revolution. According to [11, 12], in building hope, there will be some obstacles, stagnation in the process of construction of human life. At this moment, not only requires faith but also requires an attitude of courage. Courage to try, take risks, and courage to fight for ideals. According to [13] that hope is a term that many experts have described in the field of psychology. Each describe hope as a determination to reach a goal, describes the positive energy that encourages individuals to work in difficult situations. [14] views hope as an expectation that interacts with expectations to realize possibilities and influences the goals achieved. Hope is the ability to plan a way out to achieve goals despite obstacles and make encouragement as a way to achieve goals. Every human being always wants good results in everything he does. This desire is one factor that encourages the formation of expectations in each individual [15]. [16] put forward a theory of hope called the Expectancy theory. (Hope is a working drive that focuses on how employees make choices between the behaviour indicated and the level of effort that will be carried out later). It can be accepted. The definition of income is often associated with the concept of income, but they are very different. Therefore, income is significant to study based on differences of opinion from various concepts today.

The focus of research is essential for determining the object of the research appointed. Another benefit is that researchers are not involved in excess data found in the field. Determining research focus is more faced with the level of information innovation that will be found from economic and social conditions. This is intended to limit qualitative studies while limiting research to choose meaningful data and which data are not meaningful. Thus, this research is focused on the meaning of what the income of accessory traders in Tana Toraja means. Based on the research focus and theory above, the authors compiled a line of thought to clarify the linkages between the research concepts used in this study. to see the relationship between the concept of traders with income based on the use and management of income generated from trading.

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## 2. Methods

### 2.1. Research design

Research design is a logical sequence that combines empirical data with research questions to obtain a conclusion that is proportional to the facts [17]. This type of research uses qualitative research, and the design of this research is to reveal the income of accessory traders in Tana Toraja based on the situation. [18] Concept research or literature carried out by conducting a careful study of the literature relating to the subject matter discussed The subject of the study regarding the expectations of a Western perspective, presented by Fromm and Snyder and Eastern perspectives, which sourced from Islamic teachings. Following its meaning, this study seeks to present the social world and its perspectives in terms of concepts, behaviour and perception [19].

**2.2. Research Instrument**

The research instrument is a tool to determine research data findings. Research instruments are used to collect research data so that the data becomes organized and further analysis is carried out. Research instruments used when collecting data include: 1. Notebook; another research instrument is a notebook. The benefit of using this book is to get unexpected research results. 2. Recorder, The research tool or instrument is a recording device. This tool is usually used to complement existing research forms in the field. Recording devices or documents can be audio or video, such as using cellphones, cameras, tape recorders, etc.

**2.3. The object of the research**

This research is located in the Tana Toraja district, South Sulawesi, and the research object is the income dimension of accessories traders in Tana Toraja. The determination of this object is based on activities considered to be income from creative business activities, commonly known by various names, namely the sale of goods and services in Tana Toraja Regency.

**2.4. Analysis Techniques**

This research is located in the Tana Toraja district, South Sulawesi, and the research object is the income dimension of accessories traders in Tana Toraja. The determination of this object is based on activities considered to be income from creative business activities, commonly known by various names, namely the sale of goods and services in Tana Toraja Regency. Known and also helpful in getting a solution to a question, especially a research problem. The qualitative data stages proposed by [20] are data reduction, data presentation, and conclusion/verification. Data reduction is the process of selecting, focusing, simplifying, abstracting, and transforming raw data that emerges from field notes. Rare data reduction can be categorized as processing. The data technology used is discourse analysis to obtain the income dimensions of accessory traders.

**3. Results and discussion**

To obtain valid data and interviews were conducted with several traders, in this case, as a research sample. The interview data obtained consisted of the village head and 4 of the traders. The interview then a critical discussion in this study is the data reduction process to draw conclusions. Therefore data reduction is first carried out through tables of responses and expectations as well as the similarities and differences in these responses and expectations. The similarities and differences can be seen in the table below by using (Creswel, 2018) setting:

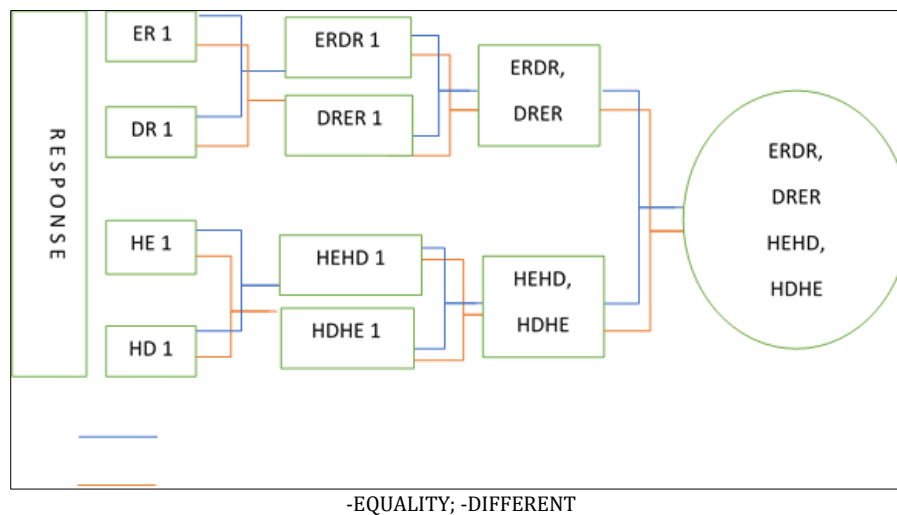
**Table 1** Similarity and Differences In Responses Between Village Heads And Traders

Actors/ Respondents (A)	Response (R)	Equality Response (ER1)	Differences Response (DR1)
Village Head	It has been the main income of the people in Tana Toraja which has been going on for a long time depending on visitors. The source of income depends on visitors and the main job	Certain and uncertain income sources remain an excellent prospect even though they are not the primary job	The source of income, namely uncertain income, remains a good prospect even though it is not the main source of income
Trader 1	Sometimes there is a lot of income, sometimes there is none, depending on the visitors who come. Income is uncertain		
Trader 2	The prospects are pretty good. Because engaged in this field that sells souvenirs related to Toraja trinkets then, visitors who come from abroad can also have good prospects. Prospects are good from various origins of visitors		
Trader 3	Trading in Tana Toraja is a job, and the people's main income is quite good. However, the community hopes that their income will increase from a large number of visitors. Number of visits becomes the main job trigger		
Trader 4	Trading in Tana Toraja is the work of some Toraja people who get income and income that depends from tourists. Tourists dominate the main income		

From the various responses and expectations the author interviewed, a data reduction process was carried out between the existing responses and the respondents' expectations, which had been reduced to look for similarities and differences. Similar and differences in responses and expectations were drawn from the results of the similarities and differences in responses and expectations. So that the depth of the interview process is obtained.

**Table 2** Equal Expectations of Village Heads and Traders

Actors/ Respondents (A)	Response (R)	Hope Equality (HE1)	Hope Differences (HD1)
Village Head	Hopefully. The climate for tourism is good; locally and nationally, tourist visits specifically for foreign tourists are back as before, so they can improve the economic level of the people of Tana Toraja	Standard prices can be normal. An improved condition or condition will lead to an improved economic level	Climate and visiting cycles as well as facilities and financial assistance, as well as the prices of goods and services can be normal
Trader 1	Good economic level. During the previous pandemic, visitors, especially tourists, became normal so they could introduce Toraja culture. The next hope is that the government will provide facilities or assistance during the pandemic. During the pandemic		
Trader 2	Facilities and assistance from the government are highly expected. The pandemic will pass quickly so that traders' income will improve and return to normal as before		
Trader 3	Hoping the pandemic period will pass. Normal income. The pandemic period can disappear so that it is not tricky for visits or people to enter Toraja because traders expect visitors		
Trader 4	Hope Visits are regular, and the arrival of tourist guests is easy. The visit was smooth and returned to normal because, with the pandemic, visitors reduced income automatically reduced. Moreover, the hope is for the government to be active and help micro enterprises because there are no grants, and I hope the government creates associations, so that price standards affect shops and other shops. So hopefully, there is an association that overshadows it. It is hoped that during the pandemic, grants will be provided.		



**Figure 1** Similarities and Differences Reduction Process between Responses and Expectations of Accessories Traders in Tana Toraja

After obtaining the depth of the data reduction results from the various similarities and differences between responses and expectations, the process towards the conclusion is drawn from a combination of responses and expectations as well as similarities and differences, which become an initial hypothesis and are used as a premise so that the conclusions are relevant and meaningful.

**Table 3** Similarity from Equal Responses and Expectations and Differences in Response And Expectations

Equal Of Equal Responses And Expectations	Similarity Of Different Responses And Expectations
The primary source of income and work for the community is obtained or obtained from visitors or tourists during the pandemic until it passes so that income returns to normal.	Erratic income and good prospects where traders are both dependent on visitors, both domestic and foreign The pandemic has passed, so visitors who come are average, and their income is regular.
RESULTS OF SIMILARITIES AND DIFFERENCES the source of people's income at any time depends on the level of circumstances that are difficult to predict, but the income continues	
HYPOTHESIS Certain and uncertain things become prospects or opportunities for changes in income.	

#### 4. Conclusion

What forms the basis of the conclusions from the interview results to the data reduction process carried out? There are various responses and expectations expressed by accessories traders or the public who have different meanings so that conclusions are drawn using the Creswell setting, and the meaning process picks a premise that becomes a hypothesis and arrives at a conclusion. It was concluded that income is a source that is uncertain or not based on the level of conditions that can change the standard of living of the community. And income is an uncertain source and a definite source of consequence continuous activity.

#### Compliance with ethical standards

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##### *Disclosure of conflict of interest*

No Conflict of Interest by Authors.

##### *Statement of informed consent*

All information obtained from informants in this study has received approval from the informant and is an important part of this research.

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