



## Application of *Istishna* to buying and selling furniture (case study of Sambi Tereng gallery shop)

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### ABSTRACT

This study aimed to determine the application of *istishna*' in buying and selling furniture at the Sambi Tereng Gallery Shop. The approach used in this research is a qualitative approach which produces descriptive data. Data collection techniques in this research used observation, interviews and documentation. The informants in this research consisted of 1 key informant, 3 main informants, and 3 additional informants. The technique for checking the validity of the data used by the author in this research was the triangulation technique. The results of this research show that the application of *istishna*' in buying and selling furniture at the Sambi Tereng Gallery Shop has been applicated in accordance with the pillars and requirements of *istishna*'.

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Penelitian ini bertujuan untuk mengetahui penerapan *istishna*' dalam jual beli furniture di Toko Sambi Tereng Gallery. Pendekatan yang digunakan dalam penelitian ini adalah pendekatan kualitatif yang menghasilkan data deskriptif. Teknik pengumpulan data dalam penelitian ini menggunakan observasi, wawancara dan dokumentasi. Informan dalam penelitian ini terdiri dari 1 informan kunci, 3 informan utama, dan 3 informan tambahan. Teknik pemeriksaan keabsahan data yang digunakan penulis dalam penelitian ini adalah teknik triangulasi. Hasil penelitian menunjukkan bahwa penerapan *istishna*' dalam jual beli furniture di Toko Sambi Tereng Gallery telah diterapkan sesuai dengan rukun dan syarat *istishna*'.

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## 1. Introduction

Islam as a religion that is considered perfect and blessed by Allah SWT, provides life guidelines for its people through the Qur'an and As-Sunnah. In Islamic teachings, muamalah activities, including buying and selling, are strictly regulated. Buying and selling, as a form of exchange transaction using a medium of exchange, is the main mechanism by which humans meet each other's needs for life. In the realm of buying and selling, there are a variety of methods, including buying and selling directly in stores, buying and selling online, buying and selling by order, and various other forms, all of which are governed by the Islamic principles contained in the Qur'an and As-Sunnah.

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In Islam, as a religion that is considered perfect and blessed by Allah SWT, the guidelines for life for its people are conveyed through the Qur'an and As-Sunnah. Islamic teachings strictly regulate muamalah activities, including buying and selling, as the main mechanism for exchanging goods to meet the needs of human life.

Muamalah, which is the relationship between human beings in the pursuit of physical necessities, is regulated in accordance with Islamic norms and ethics. In the realm of buying and selling, be it in physical stores, online, by order, or other forms, the Islamic principles contained in the Qur'an and As-Sunnah are the foundation (Syaiqhu et al., 2020).

Islam emphasizes that muamalah must be carried out in the best possible way, in accordance with religious teachings and demands. Islamic norms and ethics provide guidance so that the quest for wealth does not result in narrowness for one party and does not give undue freedom to the other. Thus, Islam provides a reasonable foundation for the development of human life in the field of muamalah, by paying attention to justice and balance in every transaction (Habibullah, n.d.).

One of the forms of contracts in buying and selling discussed is buying and selling by means of *Istishna'*, *Istishna'* is a form of muamalah that is often applied by the general public, "namely a sale and purchase contract between the seller and the buyer where the buyer orders goods with clear criteria and the price can be delivered gradually or can also be paid off. As for matters related to matters related to the issue of worship, the Qur'an regulates and provides in detail. Meanwhile, in the problems of muamalah, the Qur'an provides a global (general) picture (Hamid, 2015).

In the book *Fiqh Muamalah* it is stated that the buying and selling of *istishna'* is the buying and selling of an item with certain specifications (*mashnu'*) between the orderer (*mustashni'*) and the recipient of the order (*shani'*), such as industrial goods or property. The specifications and prices of the goods must be agreed upon at the beginning of the contract, and payment must be made as agreed. The payment method is an advance payment, installment payment, or deferred payment. Meanwhile, according to the compilation of sharia economic law, what is meant by "*Istishna'*" is the buying and selling of goods or services in the form of an order, with certain standards and requirements agreed between the orderer and the seller. (Awaliyah et al., 2020)

In the book *Fiqh Muamalah* explains about the Fatwa of DSN MUI. In the term of jurisprudence, *Istishna'* is interpreted as a contract that requires a person to make something in a certain form. It can be interpreted as a contract with someone to take over a certain item. That is, an agreement is an agreement to buy something that will be made by someone. In other words, when someone wants to get something, often he needs the other party to make it happen. The same thing can be done through the sale and purchase of *Istishna'*, which is a sale and purchase contract in the form of an order to make a certain item with certain conditions. Standards and conditions agreed between the orderer (buyer) and the seller (producer). (DSN MUI)

One of the buying and selling transactions that must be ordered first is in the manufacturing sector. Buying and selling in the manufacturing sector that uses *istishna'* is in the sale of furniture at the Sambi Tereng Gallery Shop. The business founded by Mrs. Dwi Ariani has a large number of consumers from the community around Gunungsari or from outside Gunungsari. Sambi Tereng Gallery uses sharia principles in its furniture sales, such as open offers and initial agreements/contracts between the seller and the buyer. The agreement is in accordance with the production results and the ordering process runs as applied to sharia principles. In this place provides an opportunity to examine more deeply about the sales process of the *istishna'* contract, from the negotiation after the agreement to the delivery of goods. Sambi Tereng Gallery Shop uses the *istishna'* contract in its furniture transactions, according to the concept and desire of the goods that have been

ordered in advance, also at the Sambu Tereng Gallery shop is managed directly by Mrs. Dwi Ariani who is directly involved in the production and sales process.

Furniture is one of the wood products that people need to meet various needs of life. Currently, furniture that is generally used by people in daily life is household furniture. But increasingly with the development of the times, the furniture that is developed is not only made of wood, but also many other materials that replace wood and are used to produce various furniture, such as rattan, bamboo, and others (Muslimin et al., 2021).

In sales at the Sambu Tereng Gallery Shop, there is active involvement between sellers and buyers in determining various aspects of the transaction. The seller sells his goods with quality materials. The buyer will negotiate the type of material, engraving shape, order price, payment method and payment term. After reaching an agreement, the seller will make the product according to the buyer's wishes, and usually the buyer will pay a down payment or deposit.

However, the application of istishna contract in furniture trading, such as in the Sambu Tereng Gallery store, is still less researched compared to other fields such as architecture and fashion. Existing research focuses more on the large industrial sector, while its application to local businesses such as furniture stores provides a good opportunity to understand how this contract can be applied on a smaller scale. This study will deepen the understanding of the flexibility of the istishna' contract and its contribution to the sharia economy in the creative industry sector.

Existing research on istishna contracts generally focuses on large industries such as manufacturing or construction, while studies on their application in the furniture industry, especially in Sambu Tereng Gallery, are still minimal. This creates a research gap, where the application of istishna contracts in the custom furniture business has not been widely explored, especially from the practical aspects and challenges faced in carrying out the contract.

Based on the results of the pre-survey conducted by the researcher at the Sambu Tereng Gallery business place, the researcher focused on what business owners do when managing their business. In the production process, the researcher saw that the raw materials were not produced directly at the business location, but ordered from other places, while the assembly and finishing process was only carried out at the business location. The manufacturing and printing process is not carried out at the place of business but is carried out outdoors. When a customer orders an item, they go directly to the store to determine the form of order they want to order and pay according to the agreement, they can pay at the beginning of the contract, at the time of the contract, or after the goods arrive. Complete. Based on this, the researcher found that the process carried out between the owner and the customer uses the Istishna system, where the customer explains in detail the product he wants and makes a payment contract. Istishna is an order-based financing system that is suitable for situations where the object of the transaction or commodity does not yet exist.

## 2. Research Method

### Research Approach and Type

The approach that the author will use in this study is a qualitative approach with a descriptive method. The qualitative approach is a research procedure that produces *descriptive* data in the form of written words, thus, the descriptive research report will contain data citations to give an overview of the presentation of the report. The qualitative research approach was chosen to reveal the meaning behind the problem more comprehensively to be able to describe the events being studied more completely, complexly, and comprehensively. The data comes from interview scripts, photos, field notes and others. This field research is to reveal, describe and elaborate a problem. So, in this study, a qualitative approach with a descriptive method is in accordance with the research because the author

wants to know naturally or as it is about how to apply *istishna'* and on buying and selling furniture at Toko Sambi Tereng Gallery? (Moleong, 2002) (Junaedi et al., 2023)

### **Presence of Researcher**

To obtain as much data as possible and original, during research in the field. In this study, the presence of the researcher plays a role as a data collector, data interpreter, reporter of research results, and as a determining instrument or overall key in the field to produce the data needed.

To support data collection from sources in the field, researchers also use *mobile phones, paper,* and stationery such as ballpoint pens as a data recording tool. The presence of researchers at the research location can support the validity of the data, so that it meets the requirements that the data obtained is original. Thus, researchers can find out the actual information and events and obtain data that is valid and relevant by observing the actual situation or reality so that it does not deviate from the situation and can be explained logically and scientifically (Sugiyono, 2017).

Before conducting research, researchers should conduct preliminary or pre-research research to explore various matters related to their research, including whether the institution being researched is willing to be researched, what further research is needed, and anticipation of obstacles that may be faced. Face and prepare the solution. The researchers concluded that the study could continue.

### **Research Location**

The location of the research was carried out at Toko Sambi Tereng Gallery which is located on Raya Tanjung Street No.5, Midang, Gunungsari District, West Lombok Regency, Nusa Tenggara,  $8^{\circ}33'10.4''S$   $116^{\circ}06'37.7''$ . The reason for choosing the research location in the store is because the Sambi Tereng Gallery store has quite advanced developments in furniture sales, and to find out the sales system that exists in the store and the requirements that must be done to support the success of the research

### **Data Collection Techniques**

Data collection techniques are the most strategic step in research because the main purpose of research is to obtain data. In this study, the data used came from field data obtained through observation and interviews, and information from various sources such as books, journals, and research results were also used. In addition, this study also uses audio recording and photography techniques as data collection tools whose results can clarify the situation in the field. The data collection technique is carried out using the following methods (Sugiyono, 2018):

a. Observation

Observation is the basis of all science. This Study used structured observation, because the observation focused on the students systematically.

b. Interview

An interview is a conversation with a specific purpose. In this interview, the author makes some notes or some key questions first before going to the field to obtain the information needed.

c. Documentation

Documentation is a record of events that have passed, documents can be in the form of writings, drawings, or monumental works of a person and so on. The documentation technique that the writer will do is by taking pictures and recordings.

### **Data Analysis**

The data analysis model of this study will adopt the Miles and Huberman data analysis model which states that qualitative data analysis activities are interactive and continue until completion so that it saturates the data. Interactive model data analysis activities include: 1) data collection, 2) data reduction, 3) data display, and 4) conclusion drawing/verification.

### **Data Validity**

After the researcher analyzes the collected data, the next step is to conduct a data validity test, to ensure the accuracy of the data. Incorrect data will result in incorrect conclusions, and vice versa. Is the data presented by the researcher in this study in accordance with what happened.

### Data Analysis Techniques

After the data is collected from the data collection process, it is necessary to classify the data and then conduct a systematic analysis to draw objective conclusions from the questions studied to use the definition according to Bogdan and Biklen. According to Imam In this study, the method used is a qualitative inductive analysis technique, namely data processing starting from special questions and then drawing general conclusions.

### 3. Result and Discussion

Sambi Tereng Gallery uses an *istishna'* contract in buying and selling furniture. The *istishna'* contract is a contract in the sale and purchase in the form of an order, the manufacture of certain goods with certain conditions that have been agreed upon by both parties, namely the seller (*shani*) and the buyer (*mustashni'*). Akad or Sighat (Ijab and Qabul) namely: 1) It must be clear and specified with whom the contract is made. 2) Between Ijab and Qabul (handover) must be harmonized both in the specifics of the goods and the agreed price. 3) Do not depend on the validity of the transaction in the future. 4) No time limit, for example I sell it to you for a period of 10 months and after that it will be mine again. The application of the *istishna'* contract to the sale of furniture at the Sambi Tereng Gallery Shop has been implemented in accordance with the pillars and conditions of the *istishna'* contract, In the sale of furniture that uses the *istishna'* contract there are pillars consisting of sighat (ijab qobul) which uses the statement "*I sell and I buy*", both parties, namely sellers and buyers who meet at the Sambi Tereng Gallery Shop directly, The payment is made in advance or DP, the object of the contract is furniture goods such as tables, chairs, cabinets with various prices in accordance with the agreement of the seller (*shani'*) and the buyer (*mustashni'*). In addition to the existing harmony, there are conditions in the *istishna'* contract according to DSN MUI such as the specifications of the goods are clear, the goods can be transacted, and the determination of the period for payment and delivery.

The results of this study are driven by previous research conducted by Rismayanti et al. in the journal Akad Istishna in Furniture Buying and Selling at Rasyid Furniture. This study explains that in the process of buying and selling furniture, the practice uses the Akad Istishna. However, there was a disagreement that occurred from the buyer outside the agreement that had been determined.

Research by Supriadi Muslimin, et al. also encouraged the results of this study which showed that the CV sales system in the Bina Karya furniture industry in Makassar City implemented the Akad Istishna. The agreement that occurs between the buyer and the seller so that this buying and selling process can run according to the Akad Istishna'.

Research by Nur Intan, et al. in his journal on the Istishna Contract in Furniture Buying and Selling Transactions, explains that the application of the Istishna contract in furniture buying and selling transactions runs according to the applicable contract. There is an agreement between the seller and the buyer, through ongoing communication which can be done via online media so that buyers and sellers can make direct offers until an agreement is reached.

### 4. Conclusions

Based on the results of the research presented by the researcher, the following conclusions can be drawn:



1. In the Islamic economic perspective regarding the application of *Istishna'* to the buying and selling of furniture at the Sambi Tereng Gallery Shop, it has been applied in accordance with the principles and conditions in the buying and selling of the salam contract, namely:
2. Rukun *istishna'* uses *ijab qobul* or agreement between both parties between the seller (*shani'*) and the buyer (*mustashni'*), the existence of goods specifications such as the shape, type, and size of the goods and the existence of a price for each item.
3. The condition of *istishna'* is the clarity of the type, size, type and nature of the goods because it is the object of the transaction that must be known to its specifications. It is an item that is commonly transacted or valid in human relationships. In a sense, these items are not strange items that are unknown in human life. There should be no determination of the time, if the period of delivery of goods is set, then this contract will turn into an *as-istishna'* contract according to Abu Hanifah's view

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## 6. References

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