

## INTERNSHIP AT A YOUNG AGE IN PROPHET MUHAMMAD'S BUSINESS MANAGEMENT PRACTICES

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**Abstract:** *Islam always teaches how to practice appropriate business in Islamic business ethics, the behavior and character of the prophet who is always exemplified in business practice has always been the main basis for how to become a successful businessman, tough, responsible and willing to face various risks. This research is a descriptive qualitative research by revealing the nature, strategies and practices of the prophet's apprenticeship at a young age by identifying books and journals published on Google Scholar. The results of this study reveal that the Prophet Muhammad was a successful businessman who could not be separated from his apprenticeship practice since he was 12 years old. His character and attitude have always been a role model for Muslims, especially in trading. If the business strategy carried out by the prophet and the characteristics inherent in the prophet become the basis for entrepreneurship, then there is no entrepreneur who acts unjustly towards his customers and there is great hope that all Muslim entrepreneurs will be successful in this world and the hereafter.*

**Keywords:** *Internship, Business Management, Prophet Muhammad*

### 1. Introduction

In Islam we are encouraged to develop a business or business pattern. Al-Quran has stated many commands of Allah related to seeking various business activities that are blessing and lawful. The rules regarding business have been explained in the Koran explicitly and the Koran's view of business is one of the profitable and enjoyable activities. And the Qur'an is very motivating and encouraging for Muslims who carry out business transactions in their lives (Rahmawati, 2014) .

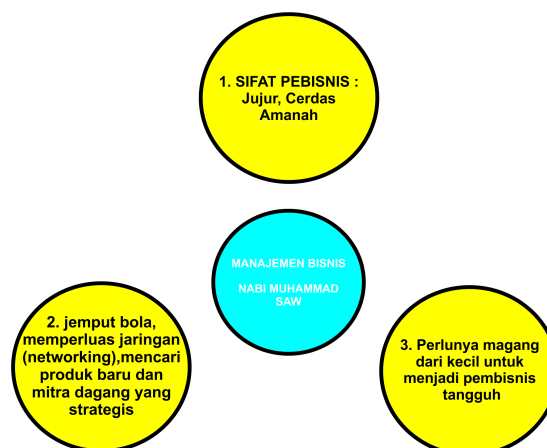
The complexity of the prophet Muhammad SAW as a prophet and apostle deserves to be used as a role model for the nature and behavior he does. Starting from the age of 17 years to 37 years, the life of the prophet Muhammad SAW is not much discussed in Islamic studies. Interestingly, in several studies, the story that is rarely told is that before he became Allah's Apostle he was a successful businessman, namely a formidable trader (Musthofa, 2013) .

Referring to Gusriani's research (Gusriani, 2012) also identifies that one aspect of the life of the prophet Muhammad as a leader in the field of business and entrepreneurship has received less serious attention. Gusriani also explained in his research that the prophet Muhammad before becoming a messenger of Allah he was a businessman. Honesty is one of the characteristics that is different from the business activities carried out by other entrepreneurs, besides that he can also be trusted and really keeps his promises. Nobility, honor and dignity are aspects where proper business should be exemplified in business interactions. Trade is not only doing the circulation of money and goods according to the prophet , but we must be more inclined to self-esteem that must be maintained.

The nabawiyah sirah inscribed by the prophet Muhammad cannot be separated from his business trip which is very worthy to be written using silver ink, namely a journey of a very noble human being that does not fade from time to time. He became an example for his people and his ummah, his friends and not only his followers but even the ummah of the entire universe. There is a discussion of science in the life of the prophet, namely the journey in business. As is the custom of the Quraysh tribe, namely the Arabs, to become traders, where the prophet was raised and born and before becoming a great leader he was recruited from childhood as a trader who followed his uncle's business trip. And it became his choice until he was an adult, still trading as his profession. And among his people he always applied the principles of trustworthy and honest trade and kept his promise in every transaction until the prophet Muhammad was called al-amin among his people. (Heriyansyah, 2018).

The activity of managing various businesses to get maximum results whose main goal is to seek *falah*, namely the blessing of Allah SWT, is a sharia management concept. Therefore, whatever is done in business or trade must be based on the guidelines of the Qur'an and Sunnah (Wijayanti, 2020). Below is an overview of the Management Aspects of the Story of the Prophet Muhammad SAW which is summarized in the Sharia Management book from the Story of 25 Prophets and Apostles (Hendri Tanjung, 2021).

### **Management Aspect of the Story of Prophet Muhammad SAW**



Source: Hendri Tanjung (Sharia Management of the Acts of 25 Prophets and Apostles)

A true trader has been carved into the business journey of the Prophet Muhammad SAW, the guidance given by him is how one can do business in a professional and correct way. The first time the prophet Muhammad had a special adventure when he was twelve years old. Well, since then and at that age he has run an internship that will be useful later when he manages his business as an adult. At that time the prophet Muhammad accompanied his uncle to trade in Syria. At that time the prophet was very diligent. Not only in the city but his uncle also took him outside the area. Prophet Muhammad became a role model for us and it is very interesting that his business behavior should be imitated not only in trading but in everything we can emulate.

From the explanation above, the author will describe and analyze how the nature and business behavior of the Prophet Muhammad SAW then identify how the business strategy was

carried out by the Prophet Muhammad SAW and finally how the practice of apprenticeship at a young age in the practice of business management of the Prophet Muhammad SAW.

## **2. Research Method**

Research data in the form of scientific journals, books related to the theme of this research. The data is observed, processed, summarized properly and regularly, in accordance with the rules of scientific writing. Collecting data using the observation method as an initial stage to browse, view, select and obtain data as needed. The next stage, the data was analyzed by means of inductive thinking with content analysis techniques to find a clear concept of the nature, strategy and concept of the Prophet's apprenticeship. Furthermore, deductive thinking is used to draw research conclusions. This type of research is qualitative with a descriptive method approach. The results of the analysis are in the form of a description of the observed symptoms and do not have to be in the form of numbers or coefficients between variables.

## **3. Results and Discussion**

### **3.1. The nature of the businessman of the Prophet Muhammad SAW**

Working in the teachings of Islam is considered as a glory and even further, Islam gives a very high award as part of one's servitude (worship) to Allah for anyone who uses the existing potential to get closer to Allah. In addition to obtaining the blessings and pleasures of the world, there is also something more important, which is the road or ticket in determining the stage of one's life in the hereafter (Gusriani, 2012).

Referring to the research conducted by Misbahul Khair (2019) An intelligent Muslim businessman must have high integrity and a strong commitment to implementing noble character or norms. Such as the attitude of fearing God, being open, honest, trustworthy, helping each other, living a simple life, prioritizing the interests of others above personal interests. It is the noble character that will bring the perpetrator to two advantages; worldly benefits as well as hereafter benefits. Worldly gains are obtained with wealth and effort, while the hereafter gains are obtained with noble character. As described in (Irwan Misbach, 2017) The forms of sharia business behavior that must be carried out by Muslims in order to always be successful in business are: Siddiq, Amanah, Fathonah, Tabligh and Istiqomah.

Still referring to Misbahul Khair (2019) The Messenger of Allah, Muhammad SAW is a tough, reliable, and professional businessman who is exemplary. He was the first person to lay the ethical foundations in doing business according to sharia. Honest, trustworthy, fair are his non-negotiable attitudes and behavior and it turns out that that is what becomes a magnet for colleagues, business partners, customers, and even competitors to work with him. Therefore, he was entrusted with the responsibility of herding goats, carry other people's merchandise, to lead the people.

The success of the Prophet Muhammad SAW as a businessman is a complete unit of independence and the spirit of entrepreneurship. Honesty, trustworthiness, intelligence and skills, good communication and service, building networks and partnerships as well as harmony in work and worship, are important factors in achieving success as a trader. In the business context, these traits form the basis of his every business activity which then becomes the basic human attitude (fundamental human ethics) that supports success (Aqil Barqi Yahya, 2020).

In line with research conducted (Ach. Mus'if, 2015) at the Salafi Islamic Boarding School, it is stated that the students in their education have the power of the system within themselves by applying sincerity, having good prejudice and all seeking the pleasure of Allah. The professional approach used in business management refers to the attributes of the prophet

Muhammad SAW, namely Siddik, amanah, Fathanah and Tabligh, these four characteristics are the basis for students in carrying out Islamic business practices in the style of the Prophet.

Laila Nur (2019) explained that the Prophet Muhammad also adhered to Islamic principles in modern business principles, such as customer goals and customer satisfaction, superior service, competence, efficiency, transparency, fair and competitive competition, all of which have become personal images, and Muhammad's business ethics when he was young. There are several things that stand out in Muhammad Saw's business that should be used as role models for humans who want to be successful in business, namely : Honesty (Honest), Customer Oriented (Customer Oriented), Competence (Competence), Balance and justice. Messenger of Allah, and did not leave the divine principles (divinity).

The author identifies from the discussion and research results that success can be obtained with two events, namely the world and the hereafter. To get both, you must follow the principles of business ethics in Islam and follow in the footsteps of the prophet Muhammad SAW. Worldly profits can be obtained by buying and selling and several other transactions that are in accordance with Islamic teachings and for the success of the hereafter, one must do good by applying the good deeds that have been taught and sunnah by the prophet Muhammad SAW. In one narration it is narrated that honest and trustworthy traders will be with the prophets, shiddiqin and martyrs and pious people in heaven (HR. Imam Tarmidhi). Therefore, let us evaluate ourselves by imitating how the business practices that have been applied by the Prophet Muhammad SAW, the characteristics attached to him are very worthy of emulation so that we can get success in this world and the Hereafter.

### **3.2. Prophet Muhammad SAW Business Strategy**

Islam places business as the best way to get wealth. Therefore, all business activities must be carried out in the best ways by not committing fraud, usury, fraud, and other acts of injustice. Awareness of the importance of ethics in business is awareness of oneself in seeing oneself when dealing with good and bad, lawful and unlawful things. Islamic business ethics are also applied to traders so that what is sold is not solely for profit (profit) as a worldly goal, but also to get blessings and pleasure from Allah swt for what is being worked on (Amalia, 2012) .

According to Syafii Antonio in Norvadewi (2014) The business practice carried out by Rasulullah SAW is one of the mandates as caliphs on earth and we are ordered to be able to carry out this task with the best quality so that human goals are achieved as "human beings." We must do this best quality in all aspects of life, including in business. Rasulullah SAW has declared the importance of quality in working and serving. Business is the process of selling works, products and services. The quality of our work will greatly determine the progress of our business.

Muhammad's success is based on the character he has and gives an example that should be followed. He has delivered a straight message of Islam. Minutes supporting the accumulation of wealth carried out in accordance with sharia provisions. When carrying out his business activities, Muhammad Saw had a business strategy, which is what the Prophet wanted to convey and teach his people when doing business. In this business strategy, he actually preached in the form of da'wah bil hal, namely da'wah which emphasized more on examples of real actions. The strategies in question are: honest, customer oriented (*customer oriented*), competence (*competence*), balance and justice, and based on divine values. In addition to the strategies described, there are many other teachings that serve as a framework for doing business that need to be studied further from the Prophet's business because in fact every activity of the Prophet is da'wah.

Research (Sri Nawatmi, 2010) also explains the fact that the Messenger of Allah with his commendable qualities and with Islamic business ethics that is promoted such as carrying out Islamic values contained in the Qur'an made him a very successful businessman.

In addition to the nature of a businessman who is honest, intelligent and true and trustworthy. The Prophet was a well-known merchant as far as Syria, Yemen, Iraq, Bushra, Bahrain and Jordan. During the 20 years he has been a businessman, he has never lied once in conducting business transactions.

Referring to (Hendri Tanjung, 2021) The success tips of the prophet Muhammad SAW were narrated by Khadijah the Prophet's wife who said that "By Allah, Allah will never degrade your dignity, because you always connect the ropes of friendship (Family). You are used to the burden of heavy problems you always help, respect guests, side with those who strive for truth, justice and honesty." From this we can see that the prophet is a person who likes to communicate in quotes that the prophet is a reliable businessman in building (*networking*), looking for trading partners and looking for new products. This can be seen in his courage and confidence in taking various risks. The combination of fathanah and amanah characterizes his character and describes a visionary leader and manager who is intelligent and masters products and services.

### **3.3. Internship at a Young Age in Prophet Muhammad's Business Management Practices**

Competition or competition is a word that will never be lost in the notebooks of the business world. Business is defined as an effort to gain profits according to goals and targets in various fields, both in terms of quantity, quality and time (Ismail, Azhari Akmal Trg, 2019) .

In business competition, there is a need for habituation in doing business in order to be able to adapt to the conditions faced by business people when there is a failure at any time. In this case, it is necessary to have a business practice starting from zero, even when the children of today's childhood are playing not so with the Prophet Muhammad SAW who spent his childhood to become a businessman. This activity is called apprenticeship practice from childhood.

The competence of the Prophet Muhammad can be seen from the story. Before he became a successful businessman, he had pioneered his skills in business since the age of 12 , at which time the Prophet learned ways to do business with his uncle Abu Talib. Even his uncle Abu Talib invited Muhammad to go to trade leaving his country city of Mecca to the land of Sham (now known as Syria) in order to trade directly. At the age of 24, Muhammad joined a rich businessman named Siti Khadijah, and he was trusted to run Khadijah's business with a partnership pattern. The Prophet began to achieve great success in his business at the age of 25 thanks to his expertise and prowess in business (Gusriani, 2012) .

In (Aqil Barqi Yahya, 2020) it is also explained that before learning to trade the Prophet Muhammad had worked as a shepherd for goats and camels belonging to the residents of Mecca. Then he joined his uncle in trading to Sham, from now on the Young Prophet Muhammad learned how to trade, he was very adept at trading, childhood experiences can influence a person's success or failure. Childhood experiences can also generate critical drive and power, willingness to try, discipline, and so on, which will help a person to develop self-confidence and a desire to achieve. On the other hand, childhood experiences can also cause a person not to do these things

This analysis is in line with the research of Taufikurrahman (2020) in his research the entrepreneurship Internship program was carried out to provide practical entrepreneurial experience to students by participating in daily work for small and medium-sized businesses



having several objectives, namely: 1) increasing the ability to apply the knowledge and skills possessed; 2) increase student entrepreneurship knowledge, both in terms of science and entrepreneurial experience; 3) improve the ability to communicate and socialize with the community in the company; 4) stimulate entrepreneurial motivation of students who are interested in becoming entrepreneurial candidates; 5) opening up opportunities to gain practical entrepreneurial experience for student supervisors; and 6) creating linkages and equivalence between universities and small and medium enterprises.

Prophet Muhammad SAW in changing the civilization of the cities of Mecca and Medina and making this area an international trade route took several years, not instantly becoming an entrepreneur. It takes a long time or even an internship is needed since childhood. Not only that, the prophet also always practices teachings that are in accordance with the values of business ethics that are in accordance with the teachings of the Koran and Sunnah so that customers always believe in the actions of the prophet.

From the explanation above we can see that the struggle of the Prophet Muhammad to become a trader and entrepreneur was not easy, he stomped his feet in the business world starting at the age of 12 years old who practiced business with his uncle Abu Talib. And at the age of 24 he became a trade manager of a business run by a major investor from Makkah, namely Khadijah. Thanks to the honesty and sincerity as well as the tenacity of the prophet Muhammad in doing business, he reaped the rewards of becoming an entrepreneur at a young age .

Strong business education since childhood should have been started, this has also been crowned by the Prophet Muhammad SAW in the research of American economists and historians Colin, Moores and Zalezniks on a number of successful businessmen in the United States. So to become a tough and successful businessman like the Prophet Muhammad, it is necessary to have an apprenticeship from a young age to get used to facing various threats and risks that exist.

#### **4. Conclusion**

The experience of the prophet Muhammad in the business world is recounted by the ahlul hadith when he reached adulthood he preferred to become a trader. At that time the prophet did not have capital, he became a trade and business manager which was carried out by means of profit sharing. One of the big investors is a wealthy investor from Mecca, namely Khadijah. In some literature the prophet is also mentioned as al-amin and as-shiddiq because of his honesty and some trust from the investors who trusted him. The apprenticeship practice that the prophet has carried out since the age of 12 has made him a strong person in business and a super entrepreneur. Some of the keys to the success of the Prophet Muhammad in running a business are also related to the nature of Siddik, Tabligh, Amanah, Fathanah owned by the prophet.

Prophet Muhammad was a strong businessman, been a businessman for 20 years and never lied even in his business journey. His career started at a young age , in this case the prophet is used to facing various tough problems, likes to rely on people who do justice and truth and most importantly is a strong businessman who is someone who starts his business at a young age.

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