

PRIORITY PRINCIPLES OF ONLINE BUYING AND SELLING IN AN ISLAMIC PERSPECTIVE

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How to cite: Risni, Titin Widya., Hendy, Hendy., Syahidah, Nila Lukmatus., Santoso, Kukuh. (2025). Priority Principles Of Online Buying And Selling In An Islamic Perspective. *Jurnal Akuntansi, Manajemen Dan Ekonomi Islam (JAM-EKIS)*, 8(2), 914-925. <u>https://doi.org/10.36085/jamekis.v8i2.7990</u>

ARTICLE INFORMATION	ABSTRACT
Article History:	The research was carried out by carrying out weighted
Accepted : 18 March 2025	pairwise comparisons on 4 criteria, namely that there
Revised : 13 April 2025	were no causes for delays in the transaction assembly,
Approved : 21 May 2025	Ittihad al-majlis, the Sayyid Sabiq model, and did not contain elements of gharar majorin. The results of the
Approved : 21 May 2023 Keywords: Hierarchical Process Analysis; Online Buying And Selling Principles; Transaction Clarity; Transaction Openness; Time Compliance; Integration Of Interests; Transaction Strategy. Pages: 914-925 This is an open access article under the <u>CC-BY-SA</u> license	contain elements of gharar-maisyir. The results of the AHP analysis can ensure that online buying and selling transactions carried out via online platforms are in accordance with Islamic principles and provide good benefits for all parties involved, thus increasing the economic of the community and strengthening the economy of the Muslim community. In the context of Islamic business, the importance of maintaining clarity and openness in transactions and maintaining time compliance is crucial. This can be the key to success in transactions and also as a form of social responsibility for Islamic business actors. Not only that, integration and balancing the interests of the parties involved in the transaction, as well as avoiding elements of uncertainty and gambling must also be considered so that transactions can run in accordance with Islamic sharia principles. Therefore, appropriate strategic steps need to be taken so that Islamic buying and selling transactions can be carried out well, in accordance with Islamic sharia principles, and provide maximum benefits for all
	parties involved.

INTRODUCTION

Buying and selling transactions in Islam must be carried out with honesty and



based on sharia principles, which emphasize aspects of justice, transparency, and the welfare of all parties involved.(Alfarizi & Sari, 2023). This principle not only ensures blessings in transactions, but also provides extensive benefits to both parties and society as a whole.(Poon et al., 2020). In addition, transactions carried out in accordance with Islamic law are expected to strengthen the economy of Muslims and improve social welfare.(Idrees & Ullah, 2024). Therefore(Ribadu & Wan, 2019), Islamic principles in buying and selling must be a priority in every transaction, both in conventional contexts and in digital-based trade.

Along with the development of technology, online trading or e-commerce is increasingly dominating the global market.(Johan & Putit, 2016). This brings convenience in transactions(Tabash et al., 2024), but also poses various challenges, especially in ensuring compliance with sharia principles.(Wijaya & Moro, 2022). In online transactions, it is important to ensure that buying and selling is carried out transparently, fairly, and avoids elements of gharar (uncertainty) and riba (interest) which are prohibited in Islam.(Kalimullina & Orlov, 2020). Therefore, it is important to determine the priority of the principles of buying and selling in online trading from an Islamic perspective so that transactions remain in accordance with sharia values and provide optimal benefits for all parties involved.

One of the important concepts in Islamic transactions is ittihad al-majlis, which ensures that all parties have a clear agreement and avoids misunderstandings in transactions.(Alkhowaiter, 2022). In addition, the Sayyid Sabiq model which emphasizes the principles of justice and policy in transactions also serves as a guideline in ensuring that buying and selling is carried out correctly and in accordance with Islamic law.(Riaz et al., 2023&Al-aaidroos et al., 2019). The application of these principles in online trading is crucial to prevent injustice or exploitation of the weaker party in the transaction.(Zamaluddin et al., 2023).

In this context, the Analytical Hierarchy Process (AHP) approach can be used to determine the priority of online buying and selling principles from an Islamic perspective.(Alfarizi & Sari, 2023). AHP is a systematic decision-making method that takes into account various factors and gives weight to each aspect that is considered important in sharia transactions.(Poon et al., 2020). By using AHP, it can be determined which principles have the highest level of importance in Islamic online transactions, so that it can be a guide for business actors and consumers in carrying out trade in accordance with Islamic law.(Idrees & Ullah, 2024).

In the long term, the application of Islamic principles in online trading will strengthen the economy of Muslims and increase the economic independence of the community.(Rabbani et al., 2021). With clear guidelines based on the AHP method, business actors and consumers can carry out transactions more responsibly and in accordance with sharia, so that they can increase public trust in the Islamic-based trading system.(Zamaluddin et al., 2023). Therefore, research on the priority of online buying and selling principles from an Islamic perspective using AHP is very important in supporting the development of а more sustainable Islamic economic ecosystem.(Khotima, 2023).

The AHP approach also provides a significant contribution to understanding the main factors that influence sharia-based online buying and selling decisions.(Wati,



2024). By considering various criteria in the decision-making process, this method can provide objective and systematic results.(Cinantya Sriyono Putri et al., 2022). In addition, the use of AHP in the context of Islamic trading can help identify areas that require improvement in order to achieve fairer and more sharia-compliant transactions.(Shifa, 2021). This can also support the development of more effective sharia business strategies that are oriented towards compliance with Islamic principles.(Abdurrahman, 2024).

Furthermore, this research can provide valuable insights for regulators, academics, and business actors in developing more ethical and sharia-based online buying and selling policies and practices.(Hermawan & Aerin, 2023). By understanding the priority of Islamic principles in digital transactions, more targeted efforts can be made in creating a more integrated and trustworthy trading environment.(Wahyuni & Sutrismi, 2022). In addition, the use of AHP in the analysis of online buying and selling principles also allows for continuous evaluation to ensure that transactions carried out remain in accordance with technological developments and market needs.(Zamaluddin et al., 2023).

In conclusion, the AHP approach in determining the priority of online buying and selling principles from an Islamic perspective is a strategic step in strengthening the sharia trading ecosystem in the digital era.(Dedi, 2022). By considering various relevant factors, this method can provide more accurate results and can be widely applied in sharia business practices.(Chakrabortty et al., 2023). Therefore, further research on the application of AHP in the context of Islamic online trading will further enrich the understanding and implementation of Islamic economics globally.(Kaganski et al., 2018).

LITERATURE REVIEW

The benefits of determining the priority of online buying and selling principles based on an Islamic perspective using AHP are very significant.(Ribadu & Wan, 2019). First, it ensures that transactions conducted through digital platforms remain in accordance with Islamic principles and avoid prohibited elements.(Johan & Putit, 2016). Second, this approach provides a stronger basis for sharia-based business decisionmaking, thereby increasing efficiency, fairness, and transparency in online transactions.(Tabash et al., 2024). Third, by paying attention to religious, social and economic aspects in Islamic buying and selling, the community can better understand the importance of transacting in accordance with Islamic law.(Wijaya & Moro, 2022). This not only increases Islamic financial literacy but also contributes to the growth of the Islamic economy globally.(Kalimullina & Orlov, 2020)

RESEARCH METHOD Design

The design in this analysis uses quantitative analysis with analytical hierarchy process (AHP) analysis.(Chakrabortty et al., 2023; Riahi & Moharrampour, 2016). AHP is modeled to contribute to the main priorities in online buying and selling principles.(Hashim & Hamzah, 2014; Riahi & Moharrampour, 2016). Instruments

The study involved interview instruments with 5 respondents who were online



store owners. All three had more than 5 years of experience in product buying and selling transactions using an Islamic perspective.(Amran et al., 2014; Shafii et al., 2014; Traore et al., 2023).

The research involved the activity of filling out a questionnaire with items related to online buying and selling transactions using an Islamic perspective with 4 criteria including: (1) there was no cause for delaying the transaction assembly.(Saprida et al., 2022), (2) Ittihad al-majlis(Afifah, 2019), (3) Sayyid Sabiq model(Belabes et al., 2015; Wicaksana & Rachman, 2022), and (4) does not contain gharar-maisyir elements(Poon et al., 2020;Idrees & Ullah, 2024;Ribadu & Wan, 2019).

The analysis tool uses Microsoft Excel 2016 which is specially designed with detailed formula modeling according to the stages of AHP.(Chakrabortty et al., 2023; Gupta et al., 2023).

Procedures

The AHP method begins by designing 4 criteria on the instrument into a hierarchy. (Chakrabortty et al., 2023). A weighted pairwise comparison was conducted using the AHP assessment scale to determine the level of importance of each element with a value of 9 stated as Absolutely more influential, a value of 7 stated as Very more influential, a value of 5 stated as More influential, a value of 3 stated as Slightly more influential, a value of 1 stated as Equally influential and 2, 4, 6, 8 stated as Values in between calculating geometric values by determining the level of importance of 5 selected respondents (0.30; 0.25; 0.20; 0.15; and 0.10) by designing a geometric matrix of these criteria. (Bali et al., 2023; Chakrabortty et al., 2023). Determine the priority of the hierarchical factors to obtain the largest eigenvector. (Kaganski et al., 2018). Calculating the consistency ratio value with a decision < 0.1. Designing different global weights.

RESEARCH RESULTS AND DISCUSSION

Results

The results presented include geometric values, paired value comparisons, eigenvalues, ratio consistency and priority rankings.

	Table1. Geometrix Value							
No Criteria		Resp	onder	nts			Criteria	-Geometrix
INO	No Criteria		0.30 0.25 0.2		0.15	0.10	1,000	Geometrix
1	_there is no	9	2	2	1	6	The assembly of the assembly	3.16
2	cause for delay in the	1	2	5	1	9	Sayyid Sabiq model	2.04
3	transaction assembly	9	1	5	2	2	does not contain gharar-maisyir elements	3.17
4	The assembly of	. 1	6	1	5	2	Sayyid Sabiq model	2.14



5	the assembly	9	1	1	6	1	does not contain gharar-maisyir ^{2.53} elements
6	Sayyid Sabiq model	1	8	6	1	1	does not contain gharar-maisyir ^{2.41} elements

Ittihad al-majlis, Sayyid Sabiq model, there is no cause for delaying the transaction assembly, and does not contain elements of gharar-maisyir. Of the four criteria, Ittihad al-majlis and does not contain elements of gharar-maisyir have the highest weights, namely 0.316 and 0.317, so it can be concluded that clarity of agreement and openness in transactions and the absence of elements of doubt or uncertainty in transactions are the most important principles in Islamic buying and selling transactions. The Sayyid Sabiq model and there is no cause for delaying the transaction assembly have relatively lower weights, respectively 0.204 and 0.253, but it is still important to pay attention to in carrying out buying and selling transactions so that they are fair and do not cause controversy or disputes in the future.

Table2. Paired Comparison Values							
	there is no cause for delay in the transaction assembly	The assembly of the assembly	Sayyid Sabiq model	does not contain gharar-maisyir elements			
there is no cause for delay in the transaction assembly	1	3.16	2.04	3.17			
The assembly of the assembly	0.32	1	2.14	2.53			
Sayyid Sabiq model	0.32	0.47	1	2.41			
does not contain gharar- maisyir elements	0.32	0.47	0.42	1			
Total	1,950	5,096	5,595	9.108			

There are four criteria that are prioritized in Islamic trading transactions. From these calculations, it can be concluded that the most important criterion in Islamic trading transactions is that it does not contain elements of gharar-maisyir, with the highest weight of 0.42. The second important criterion is Ittihad al-majlis, with a weight of 0.32. While the relatively lower criteria are the Sayyid Sabiq model and there is no cause for delay in the transaction assembly, with weights of 0.47 and 0.32 respectively. This shows the importance of clarity and openness in transactions in order to avoid controversial events



and the absence of elements of doubt or uncertainty in transactions to ensure the								
sustainability of the Muslim economy.								

	2		Tab	le 3 . Con	sisten	cy Rati	0			
	there is no cause for delay in the transac tion assemb ly	The assem bly of the assem bly	Say yid Sabi q mod el	does not conta in ghara r- maisy ir eleme nts	Tot al	Own	VA	Lam bda Max	CI	CR
there is no cause for delay in the transac tion assemb ly	0.513	0.620	0.36 5	0.348	1,8 46	0.46 161	1.96 944	4.17 01	0.04 252	0.04 725
The assemb ly of the assemb ly	0.162	0.196	0.38 2	0.278	1,0 18	0.25 45	1.05 001			
Sayyid Sabiq model	0.162	0.092	0.17 9	0.264	0.6 97	0.17 431	0.70 333			
does not contain gharar- maisyi r elemen ts	0.162	0.092	0.07 4	0.110	0.4 38	0.10 958	0.44 732			
Total						1	4.17 01			
			Tab	ole4. Prio		Ranking	5			
_				,	Total		Ra	ınk		

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there is no cause for delay in the transaction assembly	1,846	1
The assembly of the assembly	1,018	2
Sayyid Sabiq model	0.697	3
does not contain gharar- maisyir elements	0.438	4

The most important criterion in Islamic buying and selling transactions is that there is no cause for delay in the transaction assembly, with the highest score of 1,846 and ranked first. The second important criterion is Ittihad al-majlis with a score of 1,018, the third criterion is the Sayyid Sabiq model with a score of 0.697, and the fourth criterion is that it does not contain elements of gharar-maisyir with a score of 0.438.

Discussion

In the context of Islamic trading transactions, there are several main priorities that must be considered by business actors so that the transactions carried out remain in accordance with sharia principles. The following is a sequence of priorities sorted by their level of importance along with the right strategy to implement them:

1. There is no cause for delay in the transaction assembly(Rabbani et al., 2021)One important aspect in a sale and purchase transaction is to avoid unnecessary delays in the transaction assembly. Delays can cause uncertainty and risk disrupting the smoothness of the transaction. Therefore, some strategic steps that can be taken include:

- Clarity and Transparency: Communicate clearly and openly from the start regarding the terms and conditions of the transaction to all relevant parties.(Chen et al., 2023). This includes prices, product specifications, payment methods, and the rights and obligations of each party.
- Realistic Time Setting: Ensure that there is an agreement regarding a realistic time frame for the transaction that is in accordance with market conditions and the capabilities of both parties.
- Good Documentation: Create a written agreement or contract that covers all aspects of the agreed transaction to avoid misunderstandings later on.
- Use of Technology: Utilizing technology such as e-commerce or sharia-based digital payment systems to speed up the transaction process and reduce the possibility of delays.

2. The assembly of the assembly(Adi, 2021): The concept of ittihad al-majlis in Islam refers to the importance of ensuring that transactions are carried out in a complete assembly, where all parties understand and agree to the transaction without any ambiguity. To ensure that this principle is implemented properly, the following steps can be taken:

- Early Discussion and Problem Solving: All parties involved in the transaction should be involved from an early stage to ensure understanding and avoid disputes later on.
- Good and Sustainable Relationships: Establishing good and mutually beneficial relationships with related parties, such as business partners, customers, and suppliers, to create trust in transactions.
- Balanced Contract: Drafting an agreement or contract that reflects the interests of all parties in a balanced way, so that no party feels disadvantaged.



• Implementation of Clear Contracts: Ensuring that transaction contracts, whether sales, purchases, leases, or financing, are carried out clearly and without ambiguity.

3. Sayyid Sabiq Model(Poon et al., 2020:Idrees & Ullah, 2024:Ribadu & Wan, 2019): The Sayyid Sabiq model refers to efforts to build a system or rules in buying and selling transactions that are in accordance with Islamic law. This model focuses on creating clear guidelines and implementing sharia principles in daily business practices. Some strategic steps that can be implemented include:

- Creating a Sharia Transaction Guide: Creating a transaction model or guideline that covers all Islamic sharia principles, such as the prohibition of usury, gharar, and maisyir.
- Training and Competency Development: Providing training to employees, business partners, and related parties to understand and be able to implement Islamic sharia principles in their transactions.
- Consistent Enforcement of Rules: Ensuring that sharia rules are applied consistently in every transaction, and conducting regular audits to ensure compliance.
- Collaboration with Sharia Experts: Involving scholars or sharia experts in the process of designing and evaluating transaction models to ensure they remain in accordance with Islamic principles.

4. Does not contain gharar-maisyir elements(Abdurrahman, 2024): Gharar refers to excessive uncertainty in a transaction, while maisyir relates to the element of gambling or speculation which is not permitted in Islam. To avoid these elements in a transaction, the following steps can be taken:

- Avoiding Excessive Uncertainty: Ensure that all transactions have clarity regarding price, goods or services being traded, and transaction completion time.
- Ongoing Risk Analysis: Conducting periodic risk evaluation and analysis to identify and mitigate potential gharar in transactions.
- Use of Sharia Financial Products: Utilizing sharia financial instruments such as mudharabah, murabahah, and ijarah as an alternative to transactions containing elements of gharar or maisyir.
- Improving Sharia Financial Literacy: Educating business actors and consumers about the importance of avoiding gharar and maisyir in their transactions.

In Islamic trading transactions, the four main priorities that must be considered are avoiding delays in the transaction assembly, implementing the principle of ittihad almajlis, following the Sayyid Sabiq model, and ensuring that there are no elements of gharar or maisyir. By implementing the right strategies, business actors can ensure that their transactions are not only efficient but also in accordance with Islamic sharia principles. Consistent implementation of these strategies will increase customer trust, strengthen business relationships, and support sustainable economic growth within an Islamic framework.

CONCLUSION

To optimize Islamic trading transactions, several strategic steps can be taken, such as communicating clearly and openly from the start regarding the terms and conditions of the transaction to the related parties, involving the related parties in



discussions and problem solving from the start of the transaction, developing a model or guide for transactions that contain all Islamic sharia principles, and conducting risk analysis and periodic evaluation of the transactions carried out.

It is hoped that with these strategic steps, Islamic buying and selling transactions can be carried out properly, in accordance with Islamic sharia principles, and provide maximum benefits for all parties involved.

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