

## INTISARI

Keterlambatan pembayaran dalam proyek konstruksi merupakan masalah serius karena mengganggu arus kas, menunda pelaksanaan pekerjaan, dan menimbulkan kerugian finansial bagi penyedia maupun pengguna jasa. Penelitian ini bertujuan mengevaluasi faktor-faktor penyebab keterlambatan pembayaran agar stakeholder dapat berperan dalam pencegahannya, sekaligus mengidentifikasi strategi mitigasi yang relevan.

Penelitian menggunakan pendekatan kuantitatif melalui survei deskriptif kepada 68 responden yang terdiri atas 23 kontraktor, 21 konsultan, dan 24 owner. Instrumen penelitian disusun berdasarkan studi literatur dan diskusi awal dengan stakeholder. Uji validitas dilakukan dengan Pearson Product Moment, reliabilitas dengan Cronbach's Alpha, sedangkan perbedaan persepsi dianalisis menggunakan uji Kruskal-Wallis. Selain itu, Focus Group Discussion (FGD) dilaksanakan untuk memperkuat temuan penelitian.

Hasil penelitian menunjukkan bahwa penyebab utama keterlambatan pembayaran adalah lemahnya implementasi administrasi, ketidaklengkapan dokumen penagihan, serta ketidakpuasan terhadap kualitas pekerjaan. Uji Kruskal-Wallis mengonfirmasi adanya perbedaan persepsi signifikan antar stakeholder pada faktor administratif dan teknis. Sementara itu, FGD menghasilkan konsensus bahwa mitigasi yang efektif mencakup penyusunan dokumen pembayaran yang lengkap, penguasaan kontrak secara komprehensif, serta peningkatan kualitas perencanaan dan studi kelayakan proyek. Temuan ini diharapkan dapat menjadi acuan praktis dalam upaya meminimalkan risiko keterlambatan pembayaran dan meningkatkan efektivitas manajemen proyek konstruksi.

**Kata kunci:** keterlambatan pembayaran, konstruksi, *Pearson Product Moment*, *Cronbach Alpha*, *Kruskal-Wallis*.

## ***ABSTRACT***

*Payment delays in construction projects are a serious issue because they disrupt cash flow, postpone project execution, and cause financial losses for both service providers and project owners. This study aims to evaluate the factors that contribute to payment delays so that stakeholders can play a more active role in preventing them, while also identifying relevant mitigation strategies.*

*The research employed a quantitative approach using a descriptive survey method. Data were collected from 68 respondents, consisting of 23 contractors, 21 consultants, and 24 owners. The research instrument was developed based on literature review and preliminary discussions with stakeholders. Instrument validity was tested using the Pearson Product Moment, reliability with Cronbach's Alpha, and differences in perceptions were analyzed using the Kruskal–Wallis test. In addition, a Focus Group Discussion (FGD) was conducted to strengthen the findings.*

*The results show that the dominant causes of payment delays are poor administrative implementation, incomplete billing documents, and dissatisfaction with work quality. The Kruskal–Wallis test confirmed significant perception differences among stakeholders regarding several administrative and technical factors. Meanwhile, the FGD highlighted consensus on effective mitigation strategies, which include preparing complete billing documents, ensuring comprehensive contract understanding, and improving project planning and feasibility studies. These findings are expected to serve as practical guidelines to minimize the risk of payment delays and to enhance the effectiveness of construction project management.*

**Keywords:** *Payment Delay, Construction, Pearson Product Moment, Cronbach Alpha, Kruskal-Wallis.*