

INTISARI

Usaha sektor perikanan merupakan usaha yang padat modal. Untuk itu institusi dan pola relasi yang secara fungsional berguna dalam akumulasi dan pertukaran modal menjadi sangat penting. Penelitian tentang dinamika akumulasi dan pertukaran modal ini dilakukan untuk memotret dan mendeskripsikan betapa pentingnya posisi seorang *Pa'duppa* dalam distribusi perdagangan ikan. Permasalahan utama yang dijawab dalam penelitian ini adalah peran strategis *Pa'duppa* dalam distribusi ikan, yang mencakup aktivitas perdagangan ikan, relasi dan rantai perdagangan ikan, serta strategi-strategi yang dijalankan oleh para *Pa'duppa* untuk melangsungkan bisnisnya. Penelitian ini dilakukan di Tempat Pelelangan Ikan (TPI) Desa Torobulu, Kecamatan Laeya, Kabupaten Konawe Selatan, Sulawesi Tenggara. Penelitian ini menggunakan metode penelitian observasi partisipatif, wawancara mendalam, studi literatur, serta dokumentasi (foto/video/suara) dengan beberapa narasumber di antaranya para *Pa'duppa*, nelayan, pedagang-pedagang ikan, pengelola TPI, dan beberapa warga sekitar. Hasil penelitian menunjukkan jika dalam menjalankan bisnisnya *Pa'duppa* menggunakan pertimbangan-pertimbangan moral, tetapi juga tidak meninggalkan sisi rasional dari apa yang dilakukannya. Selanjutnya, *Pa'duppa* menjadi kunci suksesnya kegiatan produksi dan distribusi ikan di TPI Torobulu karena mereka memainkan beberapa peran penting yang sangat dibutuhkan oleh masyarakat di antaranya sebagai penyedia modal, distributor, serta sosok penolong di saat mereka menghadapi kesulitan.

Kata kunci : Perdagangan Ikan, Nelayan, Pedagang Perantara, Moralitas, Rasionalitas

ABSTRACT

The fishery sector business is a capital intensive business. For this reason, institutions and relationship patterns that are functionally useful in the accumulation and exchange of capital are very important. This research on the dynamics of accumulation and exchange of capital was carried out to capture and describe the importance of a *Pa'duppa's* position in the distribution of the fish trade. The main problem that is answered in this study is the strategic role of *Pa'duppa* in fish distribution, which includes fish trading activities, fish trade relations and chains, as well as the strategies implemented by the *Pa'duppas* to carry out their business. This research was conducted at the Torobulu Fish Auction Market, Torobulu Village, Laeya District, Konawe Selatan Regency, Southeast Sulawesi. The research methods used in this research include participatory observation, in-depth interviews, literature study, and documentation (photo / video / voice) with several informants including *Pa'duppa*, fishermen, fish traders, Fish Auction Market managers, and several local residents. The results showed that in running the business, *Pa'duppa* used their moral considerations without leaving their business rational side. Furthermore, *Pa'duppa* is the key to the success of fish production and distribution activities at Torobulu Fish Auction Market because they play several important roles that are needed by the community, including as a provider of capital, a distributor, as well as a helping figure when they face difficulties.

Keywords : Fish Trade, Fisherman, Middleman, Morality, Rationality