

# THE EFFECT OF CASH WAQF LITERACY ON CASH WAQF DECISION WITH INTEREST IN WAQF AS A MEDIATING VARIABLE



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*Penelitian ini bertujuan untuk mengetahui pengaruh literasi wakaf tunai terhadap keputusan berwakaf tunai pegawai Kementerian Agama Provinsi Sumatera Barat dengan minat wakaf sebagai variabel mediasi. Sumber data dalam penelitian adalah pegawai Kantor Kementerian Agama Wilayah Provinsi Sumatera Barat. Data dikumpulkan dengan menyebarkan kuesioner. Analisis data dilakukan dengan analisis regresi linear sederhana dan uji analisis jalur. Hasil penelitian menunjukkan bahwa literasi wakaf tunai berpengaruh secara signifikan terhadap minat berwakaf. Artinya semakin tinggi tingkat literasi wakaf tunai secara tidak langsung berpengaruh terhadap keputusan berwakaf tunai. Kemudian hasil penelitian ini juga membuktikan minat berwakaf berpengaruh secara signifikan terhadap keputusan berwakaf tunai pegawai Kementerian Agama Provinsi Sumatera Barat. Selanjutnya berdasarkan uji analisis jalur membuktikan bahwa terdapat pengaruh mediasi dari minat berwakaf antara literasi wakaf tunai terhadap keputusan berwakaf tunai.*

This study aims to determine the effect of cash waqf literacy on cash waqf decision with interest in waqf as a mediating variable of employees of the Ministry of Religion of West Sumatra Province. The data source in this research is employees of the Ministry of Religion of West Sumatra Province. Data was collected by distributing questionnaires. Data analysis was performed by simple linear regression analysis and path analysis test. The results of the study show that cash waqf literacy has a significant effect on interest in waqf. This means that the higher the literacy level of cash waqf the higher the interest in cash waqf employees of the Ministry of Religion of West Sumatra Province, and cash waqf literacy indirectly affects the cash waqf decision. The results of this study also prove that interest in waqf has a significant effect on cash waqf decision for employees of the Ministry of Religion of West Sumatra Province. Furthermore, based on the path analysis test, it proves that there is a mediating effect of waqf interest between cash waqf literacy and cash waqf decision.

## INTRODUCTION

The level of waqf literacy in Indonesian society is still low. The results of a survey by the Indonesian Waqf Agency (BWI, 2020) prove that literacy in Indonesian society is at 50.4%, which indicates the low level of literacy in Indonesian society (Muthiah & Saptono, 2021). The same thing was found by Ghani and Fatwa, who found that the millennial generation's level of understanding of cash waqf was 36.71, which is in the low category (Ghanny & Fatwa, 2021). Likewise, the amount of cash waqf receipts is still far from its existing potential. Indonesia has the potential for cash waqf per year to reach IDR 2,000 trillion if 20 million Muslim residents donate 1 million per year (Hiyanti, Afiyana, et al., 2020). The Indonesian Waqf Agency (BWI) released a cash waqf potential of IDR 180 trillion, but the actual collection of cash waqf was only IDR 185 billion, or 0.24% of its potential (BWI, 2019). The huge potential of cash waqf is very unfortunate if it is not optimally realized, considering that several studies have found that cash waqf has proven to make a positive contribution to the development of waqf, especially for rebuilding mosques in Singapore, creating jobs in Sudan, helping orphans in Sri Lanka, and developing the Waqf Property Investment Fund by the Islamic Development Bank (Azrai Azaimi Ambrose & Abdullah Asuhaimi, 2021).

According to Fatkhan, the lack of optimal collection of cash waqf is due to the low level of public cash waqf literacy. Many Indonesian people think that waqf is only done



using immovable objects such as land and buildings (Fatkhan & Anwar, 2022). From these data, it appears that the literacy of the community's cash waqf is still low. Nurjannah believed that the lack of optimal collection of waqf was due to the lack of public literacy towards waqf (Nurjanah & Hasanah, 2021). Ulfah also highlighted that the low realisation of cash waqf collection reflects the low public interest in cash waqf (Adistii et al., 2021). This was also confirmed by Amirul Faiz Osman (Oyegoke & Aras, 2021) and Nurul Iman (Iman et al., 2021) who found that the public's lack of understanding of waqf, especially cash waqf, resulted in a lack of community participation in cash waqf. Rohman highlighted this in terms of the lack of socialisation of waqf in the form of money (Rohman, 2021). In addition, people are more familiar with zakat, infaq, and alms compared to waqf (Wulandari et al., 2019). Based on this literature, it appears that the lack of optimal collection of cash waqf is due to the low literacy of community waqf.

On December 28, 2020, Indonesia's Minister of Religion, Yaqut Cholil Qoumas, launched the Cash Waqf Movement for State Civil Apparatus, a national program encouraging religious ministry employees to donate Rp. 10,000 per month. The initiative began in April 2021 at the Regional Office of the Ministry of Religion in West Sumatra Province. However, according to a 2021 interview with Black Muslimah, Head of the Waqf Section, the program is voluntary to avoid controversy among employees. Despite this, only 89 of the 240 Muslim employees (both civil servants and honorary staff) participate, indicating low interest in waqf donations within the regional office.

Several previous studies found that literacy and religiosity each had a significant influence on the interest in cash waqf among the people of Bima Regency (Hidayah et al., 2023; Hidayatullah, 2022). The effect of literacy and religiosity level on interest in cash waqf is no different from Rohman's research finding that people in the city of Bandung have a high interest in cash waqf. The interest in cash waqf in the city of Bandung is influenced by the variables of religiosity, income, and perceptions, while the variables of knowledge and information media do not affect the interest in cash waqf in the city of Bandung (Rohman, 2021). Mahda Yusra, in his research, shows that religiosity has a positive and significant effect on the interest in cash waqf among the people of Sleman Regency. The income level variable has a positive and significant effect on the interest in cash waqf of the people of Sleman Regency. The altruistic behavior variable also has a positive and significant effect on the interest in cash waqf among the people of Sleman Regency (Putri & Yusrani, 2022). Meanwhile, Yulianti's research found that knowledge had a positive and significant effect on people's interest in cash waqf. However, the level of education has a negative and insignificant effect on people's interest in cash waqf (Yulianti, 2020). Based on the literature above, it appears that the tendency of previous research to highlight the effect of literacy, religiosity, and level of education on interest in waqf has not yet led to a decision to waqf. In addition, the previous research variables have not made the variable interest in waqf mediating the cash waqf literacy variable on waqf decisions.

In contrast to previous research, this study aims to analyse the effect of cash waqf literacy on cash waqf decisions for employees of the Ministry of Religion of West Sumatra Province with an interest in waqf as a mediating variable, with details 1) How does cash waqf literacy affect the interest of waqf employees of the Ministry of Religion of West Sumatra Province? 2) What is the influence of cash waqf literacy on the cash waqf decisions of employees of the Ministry of Religion of West Sumatra Province? 3) How does the interest in waqf affect the decision to make cash waqf employees of the Ministry of Religion of West Sumatra Province? 4) What is the mediating effect of waqf interest in cash waqf literacy on the cash waqf decisions of employees of the Ministry of Religion of West Sumatra Province?

The low realisation of the potential of cash waqf reflects the low interest of the public in cash waqf. The low public interest in cash waqf is indicated by a comparison of the realizations. The low realisation of the potential of cash waqf reflects the low interest of the public in cash waqf. The low public interest in cash waqf is indicated by a comparison of the realization and potential of cash waqf. The realisation of the low collection of cash waqf is very sad considering the large potential of cash waqf that exists because 87% of Indonesian people are Muslims. Therefore, research on cash waqf literacy, interest in waqf,

and waqf decision is seen as important to do to further analyze the effect of cash waqf literacy on waqf decision with interest in cash waqf as a mediating variable.

Linguistically, the word waqf (al – waqf) means al – habs, which means holding back (Nour Aldeen et al., 2022). It means to hold property that can be utilised with the object being fixed for good and to draw closer to Allah Ta'ala (Rozalinda, 2019). Cash waqf is waqf made by a person or a group of people in the form of money (Hiyanti, Fitrijanti, et al., 2020). Waqf is one of the Islamic philanthropic funds that has great potential for the welfare of the people (Lamido & Haneef, 2021). Cash waqf can be managed and invested in various halal and productive business sectors as well as the financial sector. The profits can be utilised for the economic development of the people (Yuliana & Hadi, 2019). Cash waqf is managed by nazhir productively, and the proceeds are used for *mauquf alaih* (Falahuddin et al., 2019). Cash waqf has considerable potential to be developed. Its reach and use are much easier and more equitable in society ((Anwar, 2019; Ismawati & Anwar, 2019). Cash waqf is felt to be very friendly for some people, especially for those who do not own land or buildings (Saiti et al., 2019).

Literacy is a person's ability to process and understand information when carrying out reading and writing activities (Ghanny & Fatwa, 2021). According to Pulungan, literacy is a person's ability to understand, analyse, and evaluate information (Pulungan, 2017). In other words, literacy is a set of skills and abilities a person has in reading, writing, arithmetic, and solving problems in everyday life. When associated with waqf, waqf literacy means a person's abilities and skills in reading, writing, speaking, arithmetic, and solving problems related to waqf (Rasela, 2022). Waqf literacy, according to Ghany, is the ability to understand waqf (Ghanny & Fatwa, 2021). Meanwhile, Baskoroputra (Baskoroputra, 2019) described waqf literacy as an individual's ability to receive, process, and understand information about waqf. Meanwhile, according to Tamiang, cash waqf literacy means understanding, analysing, and transforming texts. All of these refer to a person's competence or ability to understand cash waqf, which is more than just the ability to read or write (Santika, 2021). Therefore, cash waqf literacy is a person's ability to process and understand information about cash waqf.

The theory of interest is known as the Theory of Planned Behaviour (TPB), which is an extension of the Theory of Reasoned Action (TRA) formulated by Fishbein and Azjen. In the Theory of Reasoned Action (TRA), it is explained that interest is the basic theory for predicting human behavior. Fishbein and Azjen also explained that each individual or person considers the consequences of each of their actions before they commit certain behaviours (Yzer, 2013). In this theory, it is explained that a person's intention towards behaviour is formed by two main factors. They are attitudes towards behaviour and subjective norms. In TPB, one more factor is added, namely perceived behavioural control (Clark, 1996). According to Hairunnisa, interest is an attitude of enjoyment, liking, and pleasure in certain things, objects, or activities without any coercion from other parties (Hairunnisa et al., 2020). Hayati explained that interest is a tendency in a person to behave, motivation, and encouragement in humans to do what is desired by the object of interest (Hayati et al., 2020). If it is associated with cash waqf, interest means an encouragement for a person to do cash waqf.

According to interest theory, a strong personal interest drives passionate behavior towards that area of interest (Adistii et al., 2021). This applies to cash waqf as well, where strong interest can lead individuals to consistently participate in cash waqf, not just as a one – time act (Amalia & Puspita, 2018). Prior to action, interest serves as a key consideration affecting one's behavior (Kotler & Keller, 2009). However, while both literacy and interest play a role in waqf decisions, having both factors doesn't guarantee a decision to participate in cash waqf.

According to Hansson, normative decision theory is a theory of how decisions should be made (Hansson, 2005). Decision – making is the process of determining and choosing from various possibilities for overcoming or solving a problem in a particular situation (Maarif, 2017). According to Fatmawati, decision – making is a process of evaluating and selecting from various alternatives by certain interests by establishing an option that is considered the most profitable. The assessment process usually begins with identifying the main problems that affect objectives, compiling, analysing, and selecting various

alternatives, and making decisions that are considered the best. The last step of the process is an evaluation system to determine the effectiveness of the decisions that have been taken. The decision – making process consists of five stages. They are need recognition, information search, evaluation alternative, purchase decision, and post – purchase behaviour (Basyirah et al., 2023).

An important theory in this study is the theory of Waqf decision – making processes. In making a waqf decision, there are several steps, namely: the first step: waqf awareness; the second step: waqf information; step three: choosing nazhir waqf; step four: belief in nazhir; the fifth step: implementation of waqf; and the sixth step: experience after waqf. The waqf decision process theory breaks the buying decision process theory from Gary Armstrong and Philip Kotler, which consists of five steps: need recognition, information search, alternative evaluation, purchase decision, and post – purchase behaviour (Armstrong et al., 2014). These findings also refute the consumer decision – making theory. The consumer decision – making theory consists of five steps: need recognition, information search, alternative evaluation, purchase decision, and post – purchase behaviour (Mohamad, 2015). With regard to waqf decisions, Melinia Rostanti found that waqf decisions about cash waqf were influenced by income and knowledge about cash waqf (Rositanti & Hasanah, 2022).

Based on the theory above, the hypothesis of this study is as follows: It is suspected that cash waqf literacy has a significant effect on waqf interest. It is suspected that cash waqf literacy indirectly has a significant effect on cash waqf decisions. It is suspected that waqf interest has a significant effect on cash waqf decisions. It is suspected that there is an influence of waqf interest as a mediation effect of waqf literacy on cash waqf decisions.

## METHOD

This research employs quantitative approach in which data collection uses research instruments and quantitative or statistical data analysis whose purpose is to test the hypotheses that have been set (Sugiyono, 2018). The research was conducted in West Sumatra Province. The population in this study was employees of the Ministry of Religion of West Sumatra Province, totaling 240 people. The sampling technique used in this study was a random sampling technique. Then, the sample was calculated using the formula:

$$(Bungin, 2017) \quad n = \frac{N}{1+N(e)^2}$$

Based on this calculation, there were 100 respondents as a sample. The data collection technique in this study used a questionnaire in the form of closed questions or statements given directly to the respondents (Sugiyono, 2018). Questionnaires were given directly to employees of the Ministry of Religion in West Sumatra Province. The variables of this study consisted of 1) the independent variable (X), namely the independent variable (Hermawan & Amirullah, 2016). In this study, what acted as an independent variable was cash waqf literacy. 2) The dependent variable (Y) was the dependent variable. In this study, what acted as the dependent variable was the cash waqf decision. 3) The mediation variable (Z) as a mediating variable is a variable that theoretically can influence the relationship between the independent variable and the dependent variable to become an indirect relationship and cannot be observed or measured. In this study, what acted as a mediating variable was waqf interest.

Data analysis techniques were carried out by 1) Testing the validity of the data through a validity test was carried out to determine the extent to which the measuring instrument was carrying out its functions, and the reliability test was carried out to determine the consistency of the measuring instrument in its use (Amirullah, 2016). 2) The classic assumption test, through the normality test, was to test whether the data to be used is normally distributed or not. The multicollinearity test was to test whether the regression model found a correlation between the independent variables. The heteroscedasticity test was to test whether, in the regression model, there was an

inequality of variance from the residue of one observation to another. 3) Hypothesis testing through the Coefficient of Determination (R – Squared) was carried out to calculate the level of influence of the independent variables on the dependent variable. A partial test (T test) was conducted to see the effect of the independent variable on the dependent variable partially, and a model fit test (F test) was conducted. 4) A simple linear regression analysis test was carried out to obtain an equational relationship between the independent variable (literacy) and the dependent variable (waqf decision). 5) The path analysis was to determine the direct or indirect effect of the cash waqf literacy variable on the waqf decision variable.

## RESULT AND DISCUSSION

### RESULT

#### 1. Description of the Respondents

The respondents to this study were 100 employees who work at the Ministry of Religion in West Sumatra Province. The characteristics of the respondents can be seen in the table below:

**Table 1.** Characteristics of Respondents

| OCCUPATION | AGE   |     | GENDER  |    |     |        |    |     |
|------------|-------|-----|---------|----|-----|--------|----|-----|
|            | Total | %   | Total   | %  |     |        |    |     |
| ASN        | 78    | 78% | 20 – 29 | 14 | 14% | Female | 59 | 59% |
| NON ASN    | 22    | 22% | 30 – 39 | 23 | 23% | Male   | 41 | 41% |
|            |       |     | 40 – 49 | 37 | 37% |        |    |     |
|            |       |     | 50 – 59 | 26 | 26% |        |    |     |

Source: Primary Data, 2021

Based on table 1, the number of respondents who work as State Civil Apparatus (ASN) is 78, while those who are not ASN are 22. The age of the respondents is in the age range of 20 – 29 totaling 14 people, in the age range of 30 – 39 totaling 23 people, in the age range of 40 – 49 totaling 37 people and in the age range of 50 – 59 totaling 26 people. Meanwhile, the total of the male respondents is 59, and the total of the female respondents is 41.

#### 2. Descriptive Statistics.

**Table 2.** Test Results of Descriptive Statistics.

| Descriptive Statistics |     |         |         |         |                |
|------------------------|-----|---------|---------|---------|----------------|
|                        | N   | Minimum | Maximum | Mean    | Std. Deviation |
| Cash Waqf Literacy     | 100 | 20.00   | 25.00   | 22.8900 | 1.83620        |
| Cash Waqf Decision     | 100 | 18.00   | 30.00   | 26.5700 | 2.91723        |
| Waqf Interest          | 100 | 17.00   | 25.00   | 22.8500 | 2.10519        |
| Valid N (listwise)     | 100 |         |         |         |                |

Source: Primary data, (2021)

Based on table 2, it can be explained that:

- a. The average cash waqf literacy is 22,8900, with a standard deviation of 1,83620. The maximum value of cash waqf literacy is 25,00, and the minimum value is 20,00.



- b. The average cash waqf decision is 26,5700, with a standard deviation of 2,91723. The maximum value of cash waqf literacy is 30,00, and the minimum value is 18,00.
- c. The average cash waqf decision is 22.8500, with a standard deviation of 2.10519. The maximum value of cash waqf literacy is 25.00, and the minimum value is 17.00.

### 3. Validity and Reliability Test

#### a. Validity Test

The results of the validity test show that all statements in the questionnaire can be declared valid. Based on the calculation of the results in each  $r$  count  $>$   $r$  table, each instrument item in this study is declared valid.

#### b. Reliability Test

The results of the reliability test for the cash waqf literacy variable (X) show a Cronbach's alpha value of 0.774, the cash waqf decision variable (Y) shows a Cronbach's alpha value of 0.906, and the cash waqf interest variable (Z) shows a Cronbach's alpha value of 0.788. It can be stated that the research instrument is reliable because it has a Cronbach's alpha value  $>$  0.60 and is worthy of being used as a measuring tool.

#### c. Classical Assumption Test

The results of the normality test show that the significance value is 0.010, so it can be concluded that the research data is normally distributed because it is known that the significance value = 0.010  $>$  the value = 0.05.

Multicollinearity test results show a tolerance value  $>$  0.10 and a variance inflation factor (VIF) value  $<$  10, so there is a result (tolerance value) 1.000  $>$  0.10 and (VIF) 1.000  $<$  10. It can be concluded that the data does not have multicollinearity.

The results of the heteroscedasticity test show a significant value (Sig.  $>$  0.05) of cash waqf literacy of 0.838  $>$  0.05 and a significance value of waqf interest of 0.112  $>$  0.05. It can be concluded that in equation 1, there are no symptoms of heteroscedasticity.

### 4. Hypothesis Test

#### a. Coefficient of Determination (R Squared)

The results of the Coefficient of Determination Test (R Squared) show:

1. The coefficient value (R) is 0.637, so it can be concluded that there is a strong relationship between the independent variables (cash waqf literacy) and the dependent variable (waqf decision).
2. The coefficient of determination (R<sup>2</sup>) is 0.405, so it can be concluded that the ability of the independent variables to influence the dependent variable is 40.5%; the remaining 59.5% is influenced by other factors outside the variables in the study.

**b. Partial Test (T Test)**

**Table 3.** T – test results on waqf interest (Z)

|       |            | Coefficients <sup>a</sup> |            |              |       |      |
|-------|------------|---------------------------|------------|--------------|-------|------|
|       |            | Unstandardized            |            | Standardized |       |      |
|       |            | Coefficients              |            | Coefficients |       |      |
| Model |            | B                         | Std. Error | Beta         | t     | Sig. |
| 1     | (Constant) | 7.259                     | 2.139      |              | 3.393 | .001 |
|       | TOTAL_X    | .681                      | .093       | .594         | 7.311 | .000 |

a. Dependent Variable: TOTAL\_Z

Based on Table 3, it can be seen that the cash waqf literacy variable (X) has a t count of 7.311 > t table of 1.66071 and a significant value of 0.000 <= 0.05, so it can be concluded that the cash waqf literacy variable (X) has a significant influence on the waqf interest variable (Z).

**Table 4.** Results of the T – Test on the Cash Waqf Decision (Y).

|       |            | Coefficients <sup>a</sup> |            |              |       |      |
|-------|------------|---------------------------|------------|--------------|-------|------|
|       |            | Unstandardized            |            | Standardized |       |      |
|       |            | Coefficients              |            | Coefficients |       |      |
| Model |            | B                         | Std. Error | Beta         | t     | Sig. |
|       | (Constant) | 2.296                     | 3.020      |              | .760  | .449 |
|       | TOTAL_X    | .573                      | .155       | .361         | 3.704 | .000 |
|       | TOTAL_Z    | .488                      | .135       | .352         | 3.621 | .000 |

a. Dependent Variable: TOTAL\_Y

Based on table 4, it can be seen that:

1. The cash waqf literacy variable (X) has a t count = 3.704 > t table = 1.66071 and a significant value of 0.000 <= 0.05 so it can be concluded that cash waqf literacy (X) has a significant influence on cash waqf decision (Y).
2. The waqf interest variable (Z) has a t count = 3.621 > t table = 1.66071 and a significant value of 0.000 <= 0.05, so it can be concluded that waqf interest (Z) has a significant influence on cash waqf decision (Y).

**c. Model Fit Test (F Test)**

The results of the F test found that the significance value was 0.000, which is <= 0.05, so it can be concluded that the cash waqf literacy variable and waqf interest together have a significant influence on the cash waqf decision.

**Simple Linear Regression Analysis Test**

**Table 4.** Simple Linear Regression Analysis Test Results

| Model Summary |                   |          |                   |                            |  |
|---------------|-------------------|----------|-------------------|----------------------------|--|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |  |
| 1             | .594 <sup>a</sup> | .353     | .346              | 1.702                      |  |

a. Predictors: (Constant), CASH WAQF LITERACY

The results of the simple linear regression analysis test show that the correlation value, or R, is 0.594. From this output, the coefficient of determination (R Square) is 0.353. This means that the influence of the cash waqf literacy variable on the waqf interest variable is 35.3%.

**Table 5.** Simple Linear Regression Analysis Test Results in Equation 1

| Coefficients <sup>a</sup> |                             |            |                           |       |      |
|---------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model                     | Unstandardized Coefficients |            | Standardized Coefficients |       | Sig. |
|                           | B                           | Std. Error | Beta                      | t     |      |
| 1 (Constant)              | 7.259                       | 2.139      |                           | 3.393 | .001 |
| Cash Waqf Literacy        | .681                        | .093       | .594                      | 7.311 | .000 |

a. Dependent Variable: WAQF INTEREST

The results of the simple linear regression analysis test show a constant value of 7.259. It means that the consistent value of the waqf interest variable is 7.259. The regression value of cash waqf literacy (X) is 0.594. This shows that for every 1% addition, the waqf interest value (Z) increases by 0.594. It is known that the value of the correlation or relationship (R) is equal to 0.637. From the output, the coefficient of determination (R squared) is 0.405, which implies that the influence of the cash waqf literacy variable and waqf interest on the cash waqf decision variable is 40.5%.

**d. Path Analysis Test**

**Table 7.** Coefficient Test Results in Equation Model 1

| Coefficients <sup>a</sup> |                             |            |                           |       |      |
|---------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model                     | Unstandardized Coefficients |            | Standardized Coefficients |       | Sig. |
|                           | B                           | Std. Error | Beta                      | t     |      |
| 1 (Constant)              | 7.259                       | 2.139      |                           | 3.393 | .001 |
| Cash Waqf Literacy        | .681                        | .093       | .594                      | 7.311 | .000 |

a. Dependent Variable: WAQF INTEREST

Based on table 7 the equation model is obtained as follows:

$$M = \beta X + e$$

$$M = 0,681 + e$$

From model 1 it can be concluded that:

1. The constant model of 7.259 means that if the value of the cash waqf literacy variable (X) is constant (X = 0), then the waqf interest variable (Z) is 7.259 times.
2. The regression coefficient value of cash waqf literacy (X) is 0.594. It means that if the literacy value of cash waqf (X) increases by one point, it will increase the interest value of waqf (Z) by 0.594 times.
3. The value of R<sup>2</sup> is 0.353. Then the magnitude of the value of e in this equation model is e = 0, 647.

The results of the model equation show that if the literacy value of cash waqf increases, it will increase the interest value of waqf.



**Table 8.** Coefficient Test Results in Equation Model 2

| Coefficients <sup>a</sup> |                             |            |                           |       |      |
|---------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model                     | Unstandardized Coefficients |            | Standardized Coefficients |       |      |
|                           | B                           | Std. Error | Beta                      | t     | Sig. |
| 1 (Constant)              | 2.296                       | 3.020      |                           | .760  | .449 |
| Cash Waqf Literacy        | .573                        | .155       | .361                      | 3.704 | .000 |
| Waqf Interest             | .488                        | .135       | .352                      | 3.621 | .000 |

a. Dependent Variable: CASH WAQF DECISION

Based on table 11 the equation model is obtained as follows:

$$Y = \beta X + \beta Z + e$$

$$Y = 0,361 + 0352 + e$$

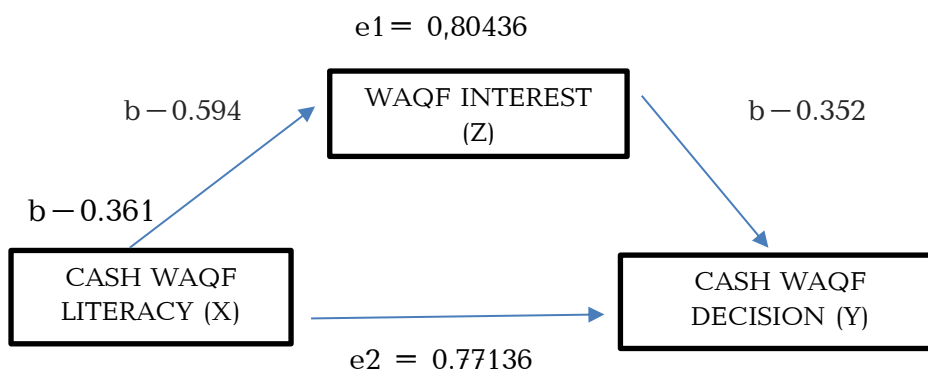
Y=cash waqf decision  
X=cash waqf literacy  
Z=interest in waqf

From model equation 2, it can be concluded that:

1. The constant model of 2.296 means that if the value of the cash waqf literacy variable (X) is constant (X = 0), then the value of the cash waqf decision variable (Y) is 2.296 times.
2. The regression coefficient value of cash waqf literacy (X) is 0.361. It means that if the cash waqf literacy value (X) increases by one point, it will increase the cash waqf decision (Y) by 0.361 times.
3. The value of the regression coefficient of interest in waqf (Z) is 0.352. It means that if the value of waqf interest (Z) increases by one point, it will increase the cash waqf decision (Y) by 0.352 times.
4. The value of R<sup>2</sup> is 0.405. Then the magnitude of the value of e in this equation model is  $e = \sqrt{(1 - 0,405)} = 0,595$ .

The results of the model equation show that if the cash waqf literacy value increases it will increase the cash waqf decision of employees of the Ministry of Religion of West Sumatra Province. If the value of waqf interest increases, it will increase the cash waqf decision of employees of the Ministry of Religion of West Sumatra Province.

Based on the table in equations 1 and 2, the results in the form of the model are as follows:



**Figure 1:** Path Analysis Chart

Based on chart 1 it can be seen that:

$$\begin{aligned}
 P. \text{ Direct } 1 &= b \ 0,361 \\
 P. \text{ Direct } 2 &= b \ 0,594 \\
 P. \text{ Direct } 3 &= b \ 0,352 \\
 P. \text{ Indirect} &= (PL2 \times PL3) = 0,594 \times 0,352 = 0,209088 \\
 P. \text{ Total} &= (PL1 \times PTL) = 0,361 + 0,209088 \\
 &= 0,570088
 \end{aligned}$$

$$\begin{aligned}
 e1 = 1 - R \text{ Squared} & & e2 = 1 - R \text{ Squared} \\
 = 1 - 0,353 & & = 1 - 0,405 \\
 = 0,654 = \sqrt{0,654} & & = 0,595 = \sqrt{0,595} \\
 = 0,80 \% & & = 0,77 \%
 \end{aligned}$$

Based on the results of these equations, the Sobel Test is then carried out with the following formula:

$$\begin{aligned}
 Sp2p3 &= \sqrt{P3^2 SP2^2 + P2^2 SP3^2 + SP2^2 SP3^2} \\
 P2 &= \text{independent variable coefficient} \\
 P3 &= \text{mediating variable coefficient} \\
 SP2 &= \text{Standard error at coefficient 1} \\
 SP3 &= \text{Standard error at coefficient 2}
 \end{aligned}$$

**Effect of cash waqf literacy (X) on cash waqf decision (Y) through waqf interest (Z)**

$$\begin{aligned}
 Sp2p3 &= \sqrt{P3^2 SP2^2 + P2^2 SP3^2 + SP2^2 SP3^2} \\
 &= \sqrt{(0,352)^2 (0,155)^2 + (0,361)^2 (0,135)^2 + (0,155)^2 (0,135)^2} \\
 &= \sqrt{0,002976 + 0,002375 + 0,000437} \\
 &= \sqrt{0,005788} \\
 &= 0,076078
 \end{aligned}$$

Based on the results of the Sobel Test above, the t value can calculate the effect of mediation using the formula:

$$\begin{aligned}
 t &= \frac{p2p3}{Sp2p3} \\
 &= \frac{0,361 \times 0,352}{0,076078} \\
 &= 1,670285
 \end{aligned}$$

Based on the calculation results above, it can be seen that the value of t count = 1.670285 > t table = 1.66071 with a significance level of 0.05. It can be concluded that there is a mediating effect of waqf interest between cash waqf literacy and cash waqf decisions. The results of the t test show that cash waqf literacy has a significant effect on the waqf interest of employees of the Ministry of Religion of West Sumatra Province. From the results of the t test for the cash waqf literacy variable, it has a t count of 7.311, which is greater than the t table of 1.66071, and a significance value of 0.000, which is smaller than alpha, which is 0.05. It means that cash waqf literacy has a significant effect on waqf interest. Thus, cash waqf literacy has a significant effect on the waqf interests of employees of the Ministry of Religion of West Sumatra Province. The results of hypothesis testing on the t-test, F-test, and path analysis test can be described below:

- H1 : The cash waqf literacy variable (X) has a t count = 7.311 > t table = 1.66071 and a significant value of  $0.000 \leq 0.05$  so it can be concluded that the cash waqf literacy variable (X) has a significant effect on the waqf interest variable (Z).
- H2 : Cash waqf literacy variable (X) has a t count = 3.704 > t table = 1.66071 and a significant value of  $0.000 \leq 0.05$  so it can be concluded that cash waqf literacy (X) has a significant indirect effect on cash waqf decision (Y).
- H3 : Waqf interest variable (Z) has a t count = 3.621 > t table = 1.66071 and a significant value of  $0.000 \leq 0.05$ , so it can be concluded that waqf interest (Z) has a significant influence on cash waqf decision (Y).
- H4 : Based on the calculation results, it can be seen that t count = 1.670285 > t table = 1.66071 with a significance level of 0.05 so it can be concluded that there is a mediating effect of interest in waqf between cash waqf literacy and cash waqf decision.

## DISCUSSION

### The Effect of Cash Waqf Literacy on Waqf Interest

Waqf literacy consists of indicators of basic knowledge of waqf, understanding of waqf, access to information media, and the level of religious adherence. The results of the study prove that there is a significant influence of the cash waqf literacy variable on the waqf interest variable among the employees of the Ministry of Religion of West Sumatra Province. Cash waqf literacy for employees of the Ministry of Religion of West Sumatra Province shows a positive thing because employees consider information obtained both from reading and from other electronic media. The findings of this study are different from those of Haniah Lubis, who states that understanding waqf has no significant effect on interest in waqf (Lubis et al., 2023). Likewise with research conducted by Rochimi (2018), the variables of cash waqf raising strategy and religiosity significantly influence interest in cash waqf (Hidayatur, 2018). It is almost in line with the results of Iqbal's research that the social environment and understanding affect a person's awareness and interest in cash waqf (Iqbal et al., 2019). However, this research is in line with Muthiah's research, which found that waqf literacy has a significant and positive effect on interest in cash waqf. Relevant findings were also found in the study (Adistii et al., 2021; Baskoroputra, 2019; Cupian & Najmi, 2020; Fauziah & El Ayyubi, 2019; Hidayatullah, 2022). The results of the study prove that cash waqf literacy has a significant effect on interest in cash waqf. It means that if cash waqf literacy is increased, the interest of the Muslim community in cash waqf will increase. It can be concluded that waqf literacy is a factor that influences interest in cash waqf. The better a person's cash waqf literacy, the interest in cash waqf will increase. If the literacy level of the community's cash waqf is increased, the public's awareness of cash waqf will increase.

### Indirect Influence of Waqf Literacy on Cash Waqf Decision

The results of the t test show that cash waqf literacy has a significant indirect effect on cash waqf decisions for employees of the Ministry of Religion of West Sumatra Province. Based on these results, it can be concluded that  $H_0$  is accepted, which means cash waqf literacy has a significant effect on cash waqf decisions. Cash waqf literacy owned by employees will lead to cash waqf decisions by considering and evaluating all the information obtained. If a person's waqf literacy is high, the tendency to do cash waqf will also be high. In contrast to the findings of M. Irtifaul Ulum, waqf literacy does not have a significant positive effect on a person's interest in cash waqf. This means that high

knowledge about cash waqf does not affect a person's decision to make a cash waqf (Ulum, 2022).

The results of this study are in line with Machmud's research, which found that the literacy level of cash waqf has a significant effect on the decision of students of the Faculty of Economics at Surabaya State University to make cash waqf. The literacy of cash waqf has a significant influence on cash waqf decisions. This means that the more someone understands the importance of cash waqf, the greater the decision to make cash waqf (Machmud & Suryaningsih, 2020). The results of this study are also based on research conducted by Yulianti (2020), which found that the more someone understands cash waqf, the more he understands the reward or charity that will be received, so the greater the decision to make cash waqf (ULUM, 2022). Hiyanti, in her research, said that the literacy variable had a significant positive effect on a person's interest in waqf (Hiyanti, Fitrijanti, et al., 2020).

### **The Effect Of Waqf Interest On Cash Waqf Decision.**

This study demonstrates that waqf interest significantly influences cash waqf decisions among employees of the Ministry of Religion in West Sumatra Province. Defined as a desire to participate, waqf interest stems from various internal and external factors. In turn, this interest impacts an employee's decision to engage in cash waqf. Our findings complement those of Nurul Imam et al. (2021), who identified attitudes, subjective norms, and religious values as key influences on waqf decision – making for cash waqf.

### **The Effect of Cash Waqf Literacy on Cash Waqf Decision With Interest in Waqf as a Mediating Variable**

Based on the results of hypothesis testing, which was carried out using path analysis, there is a mediating effect of waqf interest between waqf literacy and cash waqf decisions. The results of tests carried out using path analysis showed that waqf literacy on cash waqf decisions had a direct effect of 0.361, while the indirect effect was  $(0.594 \times 0.352) = 0.209088$ , with a total effect of  $(0.361 + 0.209088) = 0.570088$ . It can be concluded that there is a mediating effect of waqf interest between waqf literacy and cash waqf decisions. This research is in line with the results of Fathkan's research, which found that literacy influences the decision to make cash waqf. Likewise, the results of Iqbal's research show that the social environment and understanding affect a person's awareness and interest in waqf money. The emergence of awareness and interest will encourage the person to make cash waqf (Iqbal et al., 2019).

## **CONCLUSION**

Based on the results of the research that has been done, it can be concluded that cash waqf literacy has a significant effect on interest in cash waqf. Second, cash waqf literacy has a significant indirect effect on cash waqf decisions. Third, waqf interest has a significant effect on cash waqf decisions. Fourth, there is a mediating effect of interest in cash waqf between waqf literacy and cash waqf decisions.

The implications of the research results show that waqf literacy has an important role in increasing interest in and decisions about cash waqf. Waqf literacy includes three important aspects related to waqf literacy, namely the basic concept of waqf, the positive impact of cash waqf, and the procedure for making cash waqf. With good literacy regarding waqf, one can understand and carry out this practice in a sustainable manner. This is also strengthened by the awareness of the benefits of cash waqf, namely helping the wider community, either in advancing education and health or helping other people who need funds. In addition, good waqf literacy will also give someone an understanding

of how the procedure starts with setting aside some money for waqf and then how the money is managed and distributed to the right people so that they are sure that the use of waqf funds is based on the intentions and goals of those who provide waqf.

Thus, the results of this study can be a consideration for the Indonesian Waqf Board (BWI), other waqf institutions, and Islamic Cash Waqf Recipient Financial Institutions (LKS–PWU) to increase cash waqf literacy in society so that they can contribute to increasing community participation in cash waqf considering the potential of waqf that has not been maximally realized in Indonesia so that it can provide greater benefits to society at large. Then this research is expected to be an input in developing a cash waqf collection strategy. For this reason, due to the limitations of this study, further research can be continued by expanding the research sample. Research can also be carried out related to how people's financial maturity and attitudes can attract people's interest in making waqf decisions.

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