UNIVERSITI TEKNOLOGI MARA

THE MODERATING EFFECTS OF ISLAMIC SPIRITUAL INTELLIGENCE ON THE RELATIONSHIP BETWEEN FINANCIAL, HUMAN, AND SOCIAL CAPITAL, AND BUSINESS SUCCESS OF MUSLIM MICROENTREPRENEURS

AWANG MOSLEM BIN AWANG ANNUAR

Thesis submitted in fulfillment of the requirements for the degree of **Doctor of Philosophy** (Business Management)

Faculty of Business

August 2022

ABSTRACT

Using Resource Based Theory, Emmons' Spiritual Intelligence Theory, and Theory of The Growth of The Firm as the underlying theories, the main objective of this research is to determine the moderating effects on the relationship between financial capital. human capital, and social capital, and business success of Muslim micro-entrepreneurs. Numerous studies have found that financial capital, human capital, and social capital are important factors in company success, but little is done from an Islamic perspective. There has been little research on the success of Muslim small and medium-sized companies (SMEs) in the past. Islamic entrepreneurship is not only underrepresented in relevant entrepreneurship literature, but it is also disregarded and ignored by scholars. Studies have shown that there is also a relationship between entrepreneur success and spiritual intelligence, but the variables, definitions and scope of spiritual intelligence differ. This research was conducted on Muslim Micro-entrepreneurs in Sarawak, in which 311 respondents participated through self-administered questionnaire. This research found that there is a significant relationship between financial capital, human capital and social capital, and business success of Muslim Micro-entrepreneurs in Sarawak. Whereas all of the variables - Tabligh, Siddig, Amanah and Fatonah that represented Islamic Spiritual Intelligence in this study did not moderate the relationship between financial capital, human capital dan social capital, and business success of Muslim Micro-entrepreneurs in Sarawak. Despite the fact that Resource Based Theory and Theory of the Growth of the Firm are capable of explaining the significant relationship between financial capital, human capital, and social capital and Muslim microentrepreneurs' business success, future scholars who intend to use these theories in their research, particularly from an Islamic perspective, should keep the following points in mind: the methods for capitalizing resources and the definition of ultimate goals or business success differ significantly between Muslim entrepreneurs and western entrepreneurs. The researcher also suggested that future research on Muslim entrepreneurship and business should look at other variables besides Tabligh, Siddig, Amanah, and Fatonah as its frameworks for Islamic Spiritual Intelligence.

ACKNOWLEDGEMENT

Alhamdulilah, all praises and thanks belong to Allah S.W.T. This research could have not been completed without the help, support, guidance and encouragements of many individuals. Each of them has helped in their own way, and they have made this challenging journey meaningful and rewarding.

First of all, I would like to thank my mother bonda Hjh. Zubaidah Datuk Abdul Kadir Marican, and my father ayahanda Hj. Awang Annuar Awang Ajim for giving their unconditional love, support and encouragement throughout my life, and thank to my father-in-law ayahanda Hj. Morni Hj. Amit and my mother in-law bonda Hjh. Zalikha Abu Abdullah as well for their support and words of encouragement. To my wife Monaliza Morni and to our children Areeq, Khaira and Zarfan, thank you so much for your love, continued support and motivation to help me to complete this thesis. To my sister Dayang Syapura and my brother Awg Baderulhisam thank you for all your advice and helped along the way. To my father and my brother who passed away in April 2021 may Allah grant them Jannatul-Firdaus and forgive their sins, amin.

To my supervisor, Associate Professor Dr. Jati Kasuma Ali, thank you very much sir, for being such a professional, helpful and dedicated supervisor, sharing your knowledge and experience so that I can become a better and competent researcher, in shaa Allah. To my second supervisor Associate Professor Dr. Saimi Bujang, thank you for your advice and suggestions, especially in your expert area in this study.

My appreciations also go to all the instructors and professors that have helped me in this journey, especially Professor Joseph Hair, Jr., Dr. Hayrol Azril Mohamed Shaffril, Professor Zainuddin Awang, Dr. Othman Talib, Professor T. Ramayah, and all the instructors who have helped me on my thesis and who have conducted the workshops, seminars, and courses that I have attended, to better equip myself in order to complete this research.

Thank you to the industry players, entrepreneurs, associations, and government agencies that participated in this research. I would also like to thank all the staff and faculty member of Universiti Teknologi MARA for their cooperation and assistance and finally thank you to my fellow post-graduate friends for their support and encouragement.

TABLE OF CONTENT

	Page
CONFIRMATION BY PANEL OF EXAMINERS	ii
AUTHOR'S DECLARATION	iii
ACKNOWLEDGEMENT	v
TABLE OF CONTENT	vi
LIST OF TABLES	xii
LIST OF FIGURES	xiv
CHAPTER ONE: INTRODUCTION	1
1.1 Preamble	1
1.2 Introduction	1
1.3 Background of The Study	5
1.4 Research Problem	7
1.5 Contextual Gap	11
1.6. Conceptual Gap	13
1.7 Theoretical Gap	15
1.8 Research Objectives	20
1.9 Research Questions	22
1.10 Significance of The Study	22
1.11Definition of Terms	24
1.11.1 Financial Capital	24
1.11.2 Human Capital	24
1.11.3 Social Capital	24
1.11.4 Islamic Spiritual Intelligence	25
1.11.5 Business Success	25
1.11.6. Micro Entrepreneurs	26
1.12 Scope and Limitation	27
1.13 Chapter Summary	27

CHAPTER TWO: LITERATURE REVIEW	29
2.1 Preamble	29
2.2 Business In Islam	29
2.3 Spiritual Intelligence	34
2.4 Islamic Spiritual Intelligence	44
2.5 Financial Capital	53
2.6 Human Capital	58
2.7 Social Capital	63
2.8 Business Success	69
2.9 Muslim Entrepreneurs	74
2.10 Small Medium Enterprise (SME)	81
2.11 Micro Entrepreneurs	85
2.12 Underpinning Theory	89
2.12.1 Resource Based Theory	89
2.12.2 Spiritual Intelligence Theory	93
2.12.3 Theory of The Growth of the Firm (TGF)	96
2.13 Conceptual Framework	99
2.14 Hypothesis Development	100
2.14.1 Financial Capital and Business Success	100
2.14.2 Human Capital and Business Success	101
2.14.3 Social Capital and Business Success	102
2.14.4 Moderating Effects of Islamic Spiritual Intelligence on The Relation	ıship
Between Financial Capital and Business Success	103
2.14.5 Moderating Effects of Islamic Spiritual Intelligence on The Relation	ıship
Between Human Capital and Business Success	104
2.14.6 Moderating Effects of Islamic Spiritual Intelligence on The Relation	ıship
Between Social Capital and Business Success	105
2.15 Chapter Summary	107
CHAPTER THREE: RESEARCH METHODOLOGY	108
3.1 Preamble	108
3.2 Research Overview	108
3.3 Research Process	109
3.4 Research Paradigm	110