

The Influence of Agreeableness Personality in Psychological Well Being of Chinese Ethnic Traders in the Market Environment

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ABSTRACT. Psychological well-being becomes an important point for Chinese ethnic merchants who traded in the market where the majority sellers are Javanese. The purpose of this research is to know the influence of agreeableness personality against psychological well-being of Chinese ethnic merchants in the surroundings of the market. The research subjects are 50 Chinese ethnic merchants who traded in the market where the majority sellers are Javanese. This study uses regression data analysis sample. The results of data analysis using regression yields a value of $t = -1,331$ at $p = 0.189$ ($p > 0.05$) which means the variable of agreeableness has no effect in a significant way with variable psychology well-being.

Keywords: Well-being, agreeableness, personality.

Introduction

The occupation as traditional market traders became one of a growing entrepreneurial profession. Other studies by Handayani (2013) stated there are two factors that can determine the success of entrepreneur i.e. internal and external factors. Internal factors consist of motivation, experience, education and personality. While external factor consists of two factors, the family environment and the working environment.

Cultural differences make the rivalry among different ethnic merchants became increasingly powerful. Research conducted by Riyanti (2013) stated that the Chinese people according to the view of the Javanese, Chinese people not being able to socialize with the environment, be individualized, lack of sympathy, selfish, and more concerned with themselves. One of the aspects affecting a person in entrepreneurship is the flexibility to get along, with properties owned by Chinese people as above less likely to undergo an entrepreneurial support. Javanese

people are thought to have a lazy nature living style of working, relaxing, wasteful, easily satisfied with what was achieved, mindless and easily despair when in trouble. On the other hand, the Javanese have outgoing, being polite, like a loyal comrade, mutual help, and tolerant. From the above descriptions there are several properties owned by Javanese people who favor the formation of entrepreneurial behavior. In terms of trust towards more Javanese employees can trust to others to keep the store or the shop, while the Chinese traders are more likely to maintain their own store (Susetyo, 2006).

The daily interaction between different ethnic that exist can affect the welfare of traders psychologically. In the theory of psychological well-being, there is a dimension called a positive relationship with other. Positive relations with the person explained that the importance of having the ability to care to others, and warm relationship with others. The positive relationship with others is needed by traders to be able to establish report with other merchants of different ethnic characteristics and in order not to raise a conflict.

The personality of agreeableness is including five big personalities that matches the positive behavior. This personality was

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described as a personality who has beliefs, morality, ability to help, cooperate behavior, humility, and sympathetic. In market where the different ethnic of traders are gathered, they need a personality agreeableness. This personality type can minimize the occurrence of conflicts between each ethnic in their daily interaction.

It is interesting to do research in this topic due to the different characteristic from both ethnic, Chinese and Javanese, those different culture create a positive relation which made this research become interesting.

The purpose of this research is to find out whether there is a relation between the agreeableness with the personality of psychological well-being, i.e positive relationship on Javanese ethnic merchant and Chinese ethnic merchants.

Psychological well-being

Psychological well-being becomes one of the important factors in people's lives. Psychological well-being became a benchmark of how someone can own the prosperous and happiness life. According to Ryff, 1995 it is important to get the psychological well-being of positive value of mental health to make someone can identify what is missing in his or her life. a happiness is subjective from one's point of view to others' point of view, because each individual has the benchmark to define their happiness. There are several factors that affect a person's psychological well-being, namely cultural factors. Ryff mentioned that individualism and collectivism value system may give the impact on the psychological well-being of a society. Western culture has a high value in the dimension of self-acceptance and autonomy, while the eastern culture which upholds the value of collectivism has high score on positive dimensional relationship with others.

Psychological well-being (PWB) is the main purpose of life. PWB refers to how feelings and thoughts of individuals against themselves and their surroundings. Psychological well-being is an ability possessed by the individual to be able to accept themselves for what it is happen to them (self-acceptance), warm relationship with others (positive relation with others), independent (autonomy), able to control the external environment (environmental mastery), have a life purpose (purpose in live), as well as being able to realize the potential of herself

continuing (personal growth). Psychological well-being is the individual psychological well-being which focuses on the realization of the self (self-realization), himself (personal expressiveness), and self-actualization (self-actualization (Angraeni&Cahyanti, 2012).

Individuals with good psychological well-being will have the ability to choose and create an environment in accordance with their physical condition. In other words, person with personality well-being has the ability in the face of events outside themselves. In addition, individuals can also receive the strengths and the weaknesses of themselves; they may also have a positive relationship with others, and are able to control their own behavior.

Psychological well-being is the realization and also the achievement of individual full of potential, the individual can also receive a deficiency and excess her or himself, to be independent, able to build a positive relationship with others, own their environment, and easy to adapt to the environment as what he or she wishes. The individual with psychological well-being usually have a purpose in life, they can develop their personality as well. Psychological well-being and life satisfaction is not just the balance of both positive and negative aspects, but also involve the perception of involvement with many challenges throughout the life (Hutapea, 2011).

Big Five Personality (Agreeableness)

Various definitions concerning personality continue to grow because of the absence of a single theory that can describe accurately about personality. According to Burger (2008), personality is a pattern of behavior that is consistent and interpersonal processes that occur within the individual. Personality is defined as a pattern of relatively permanent character and unique character which both have consistency and uniqueness of individual behavior. One of the theories of personality that is often used to describe someone's personality is The Big Five Personality. In The Big Five Personality there are five personality dimensions, namely Extraversion (E), Agreeableness, Conscientiousness (A) (C), Neuroticism (N), and Openness to New Experience (O). Agreeableness dimensions in the big five personality described as a personality who has beliefs, morality, ability to help, cooperate behaves, humility and sympathetic. In the different ethnic who

are exist in the market needed personality agreeableness. This personality type can minimize the occurrence of conflicts between ethnic in their daily interaction.

Research Methods

Research Design

The draft of the research used the quantitative research that aims to know the existence of the relationship between big five personality and psychological well-being systematically and accurately as well as characteristics about the population or about a specific field (Azwar, 2001).

Subject of Research

The overall population is the subject of research, therefore to carry out research there are research subjects, which provided the resources to dig into the data. This research will be investigate about the relationship between big five personalities and psychological well-being of Chinese merchants, then the subject were Chinese merchants in Sidoarjo aged between 25 – 60 years. Sampling techniques used was a purposive sampling technique, in which the data retrieval deliberately according to the requirements of the sample needed.

Variables and Research Instrument

The variable in this study is the big five as a variable which has five dimensions namely Extraversion (E), Agreeableness (A), Conscientiousness (C), Neuroticism (N), and Openness to New Experience (O). Dependent variable has the positive relationship as dimension of psychological well-being.

The method used for data retrieval about the big five used the BFI Indonesian language version, Indonesian language translation result were analyzed and consists of 44 items, 15 items are favorable while the rest are unfavorable. Each item provides seven answers ranging from strongly agree to strongly disagree. The statement was given favorable score, number one for answer strongly disagree up to seven to a choice answers in strongly agree. While the statement given unfavorable score instead.

The measurement of psychological well-being used a Ryff's psychological well-being scale compiled by Carroll d. Ryff. This is the scale

like scale model with six alternatives ranging from a not very appropriate to very appropriate one, this scale has 9 each item dimensions (total was 54 items).

Procedure and Data Analysis Research

The dispersion is done by distributing the scale on the merchant market neighbors then the results of the dispersion were scored and analyzed using SPSS. The data analysis methods and techniques used the regression to know how big the influence of agreeableness against the psychological well-being.

Research Results

The total subjects are to 50 people. The subject of men was 32 with a percentage of 64%, and the females' subject was 18 people with percentage of 36%. The subject has an age range of 25-35 years as many as 23 people with percentage of 46% and the age range 36-60 years as many as 27 people with the percentage 54%.

Category	Total	%
Gender		
Man	32	64%
Women	18	36%
Age		
25-35	23	46%
36-60	27	54%

The results of data analysis using regression yields a value of $t = -0.189$ at $p = 1,331$ ($p > 0.05$) which means the variable of agreeableness has no effect in a significant way with variable of psychological well-being.

Model	Unstandardized Coefficients		Standardized Coefficients		Sig.	95.0% Confidence Interval for B	
	B	Std. Error	Beta	T		Lower Bound	Upper Bound
1 (Constant)	149.096	8.325		17.909	.000	132.357	165.836
Agreeableness	-.483	.363	-.189	-1.331	.189	-1.213	.247

a. Dependent Variable: PWB

Large donations influence the agreeableness variable against psychological well-being can be seen from the value R Square. The results of the analysis show the R Square = 0.036 agreeableness personality variables, it means effectively contributed 3.6%. the mean a 96.4% psychological well-being affected by other variables which are not examined.

Discussion

Based on the analysis of the result, there is no significant influence or relationship between the personalities of the agreeableness against the psychological well-being. Donations influence only 3.6 % while the remaining 96.4 % affected by other variables. Chinese traders have a strong sense of family, because they assumed that life in the country or territory of other people is better stay together with their own brother and creating a conducive environment. Chinese ethnic are also very concerned with self-esteem. They won't mind if they experience a failure in life and in work as long as they are still closed to their family. Although they were closed door to others ethnic, but they also have the added value on the strength of the collective, the maintenance of relationships, involvement in the external environment, the implicit changes and long-term relationships in society (Setyawan, 2006). Agreeableness personality is a personality who has beliefs, morality, ability to help, cooperate behaves, humility and sympathetic.

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