

CHAPTER 3

RESEARCH METHODOLOGY

3.1 Introduction

The research methodology is an essential part of carrying out the research project. This chapter aims to find answers to research questions through the scientific method. This chapter discusses several elements, such as research design, data collection, and analysis.

This chapter discusses and explains the way the study is strategized, developed, and designed. Consequently, to provide the necessary information to be given to the entire study, the content of each of the needs must be linked back to the research questions. The method used has some advantages and disadvantages. However, be acknowledged that the approach to be adopted should be the one that best suits the specific study. In this chapter, several methods are discussed. Semi-structured interviews were adopted to obtain the perspective of certain experts in the specific field to answer the questions of the interviews. Thus, this study has collected and compiled secondary and primary data, such as records, letters, archives, and surveys, improving the data and findings. The primary data were obtained through semi-structured interviews, and the secondary data were analysed in the form of the current situation of *waqf* from the State Islamic Religious Council (SIRC).

3.2 Research Design

Research design is needed to conduct the research strategies and ensure the research project's smooth sailings. The study should design their broad framework and state the research pattern for the entire research project. According to Sekaran & Bougie (2016), the research design element is strategic planning to meet the research objectives and to determine the research questions related to the study. The purpose of the study can be either exploratory, descriptive, or can be conducted to test hypotheses based on the method of solving problems mentioned earlier to ensure the result comes out with precision and confidence. Issues, such as research approaches and types of data collection and analysis methods, need to be decided and discussed later. Figure 3.1 shows the flow of research design in this study.

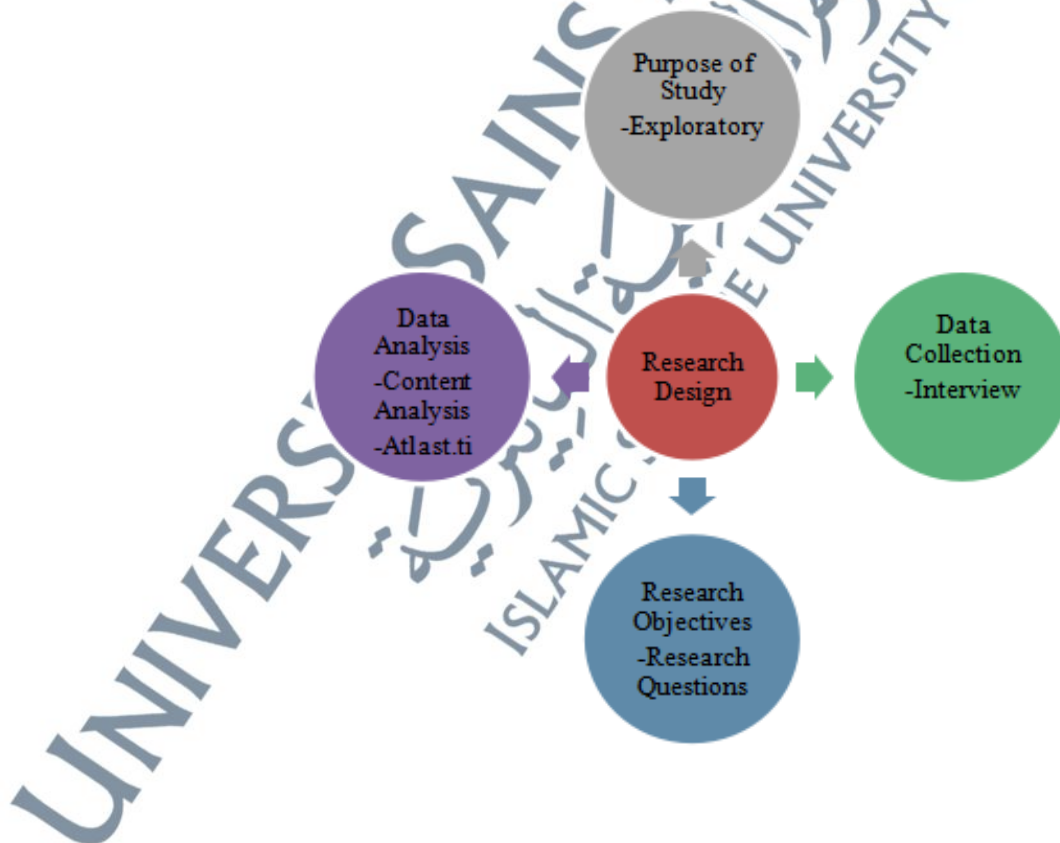


Figure 3.1: Research Design

3.2.1 Exploratory Study

Limitation of knowledge and not much familiarity with the phenomenon cause the researcher to conduct exploratory research. The study was interested in exploring the situational factors closely related to the research hence the purpose of the study was to find out the barriers and the implementation of *Al-Tawriq Istibdaliah* as one of the alternative *waqf* instruments for liquidating undeveloped *waqf* assets. Using an exploratory approach was very helpful for preliminary initiation to gain knowledge as the issue came out from the phenomenon in the situation. According to Sekaran (2003), “extensive preliminary work needs to be done to gain familiarity with the phenomenon in the situation, and understand what is occurring, before we develop a model and set up a rigorous design for a comprehensive investigation.

3.3 Conceptual Framework

The conceptual framework describes how this thesis attempts to frame the research appropriately and describes how and why this research reaches the direction. In this study, the conceptual framework acts as a conceptual tool for the researcher by creating graphs, figures, categorisations, charts, and tables to make sense of the findings as it seeks to understand the phenomenon of the process *Al-Tawriq Istibdaliah* in the development of a *waqf* asset. According to Llewelyn (2003), there are five different approaches to theorising applicable to qualitative empirical researchers from the metaphor(level 1), differentiation(level 2), conceptualization(level 3), context-bound(level 4) theorizing of setting and the context-free “grand” theorizing(level 5). Appropriate theorisation can provide more

comprehensive explanations of organisational processes and structures than those held by the organisation members (Llewelyn, 2003). Table 3.1 below shows the level of theorisation.

Table 3.1: Levels of Theorisation

Level	Theory	Example
1	Metaphor	<i>Al-Tawriq Istibdaliah waqf</i>
2	Differentiation	SIRC- private <i>waqf</i> institution
3	Conceptualization	<i>Al-Tawriq Istibdaliah</i> concept
4	Context-bound	Context of <i>Al-Tawriq Istibdaliah</i>
5	Grand theory	Challenges of <i>Al-Tawriq Istibdaliah waqf</i>

Adapted from Asyraf. (2016) and Llewellyn. (2003)

A metaphor can be identified as a mapping between one domain (called the 'source') to a different domain (called the 'target') of entities, structures and relationships (Lakoff, 1993). In this study, the example of the metaphor theory is *Al-Tawriq Istibdaliah waqf*. Moreover, the most fundamental way of doing this is differentiation (dualism), where the interpretations of two irrevocably interconnected words evolve with each other (Llewelyn, 2003). SIRC and private *waqf* institution is an example of the dualism theory in this research. Therefore, the concept is the main means of theorising procedures and activities (Bourdieu, 1988). The example of the concept theory in this study is the *Al-Tawriq Istibdaliah* concept and the context theory used in this study is the context of the *Al-Tawriq Istibdaliah* instrument. The last one is the grand theory on the study aiming at the challenges of *Al-Tawriq Istibdaliah Waqf*.

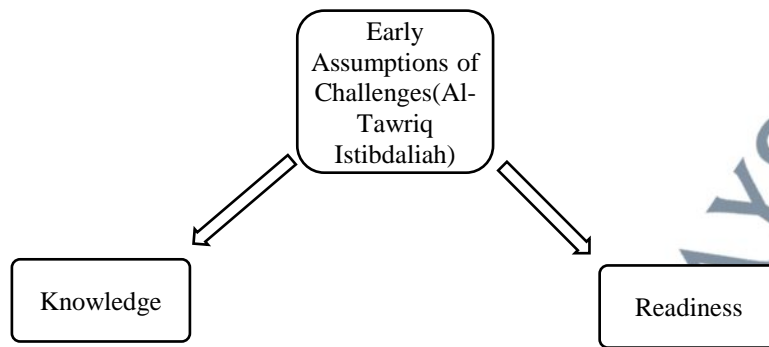


Figure 3.2: Early Assumptions of Challenges (*Al-Tawriq Istibdaliah*)

In this study, the discussion regarding theorising is mainly about metaphor and concept, for example, *Al-Tawriq Istibdaliah Waqf* (level 1) and the concept of *Al-Tawriq Istibdaliah* (level 3) with some discussions on grand theory (level 5). This process is stated with early assumptions of challenges of knowledge among the waqf managers and the readiness in implementing the *Al-Tawriq Istibdaliah* as outlined in the Figure 3.2 above. In addition, grand theory discusses the patterned relationships and seeks to describe them in terms of a comprehensive framework structure.

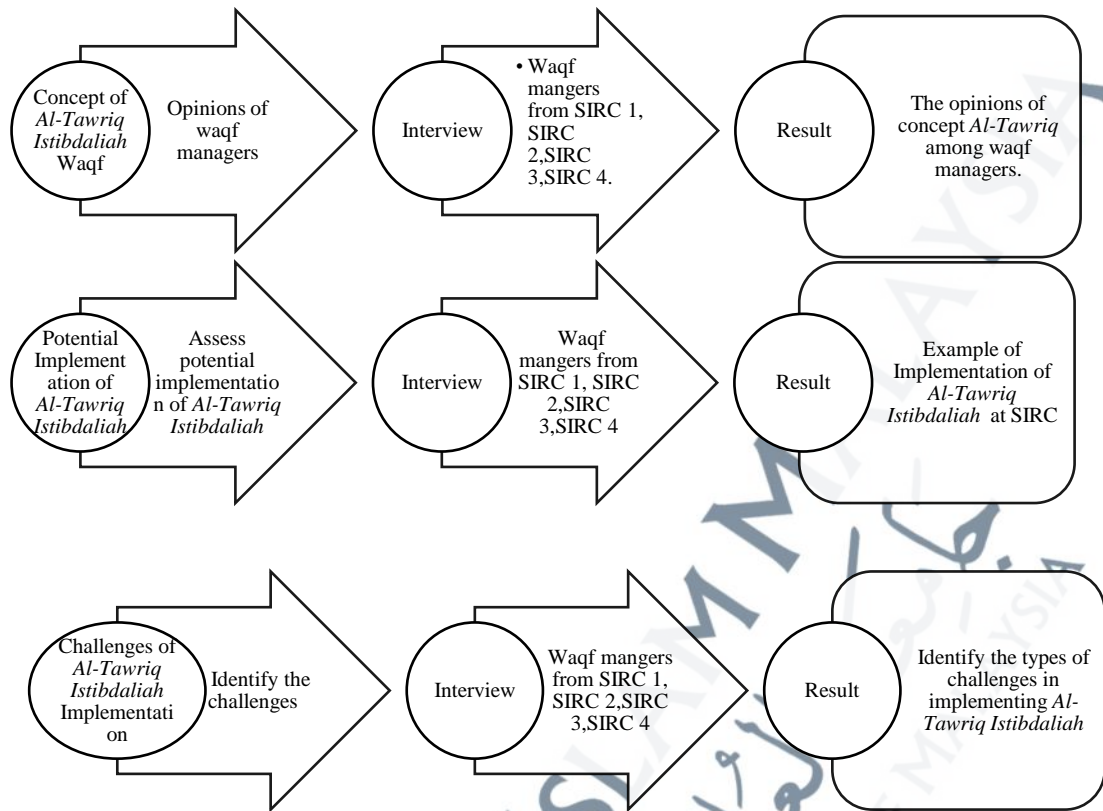


Figure 3.3: Research flow

Figure 3.3 shows the research flow that will be used to complete this study. To identify the concept, potential implementation, and challenges of the *Al-Tawriq Istibdaliah* instrument from *waqf* managers, interview sessions will be conducted with five SIRC's *waqf* managers. The informants must be an expert on *waqf* management is SIRC from four states in Malaysia.

The interview sessions will be held at different times and dates at each SIRC in the four states. After that, the result from the interview with *waqf* managers will be analysed to identify the opinion of the concept *Al-Tawriq Istibdaliah* from *waqf* managers and assess the potential implementation of *Al-Tawriq Istibdaliah* instrument and come out with the challenges in *Al-Tawriq Istibdaliah* implementation.

3.4 The Research Method

The data collection method depends on the nature of the research. In this research, a qualitative approach was employed. For an in-depth study, the researcher used the qualitative method, an alternative to gain a lot of information or data. This study involved two phases of data collection: secondary data collection through research on document sources and primary data obtained through in-depth interviews with four Islamic religious councils. Primary and secondary data were used to answer the research questions. In addition, interview sessions were conducted with *waqf* managers from four institutions and the data were collected and recorded during the interview sessions.

3.4.1 The Qualitative Approach

Qualitative study is related to social science research to discover the phenomenon and human beings in social life. Therefore, qualitative research is empirical research based on narrative data. There are three common qualitative research methods, which are focus group, observation, and interview. According to Cresswell (2007), the series of qualitative research steps consists of studying one or two individuals, collecting the data, and making a chronology based on their experiences. From a qualitative study, a researcher will get the right answers of how and why the phenomenon occurs while a quantitative study does not adequately answer that. The result of qualitative research will be either be a philosophical framework or a complex theoretical. It is because the analysis is conducted not based on mathematical rules. The researcher should demonstrate the validity of the research and conclusions. This study emphasised inductive research, where the analysis

examines from a specific assumption to a general assumption. An inductive approach exists throughout the reverse direction: this is a method in which specific phenomena are found, then, on this basis, general conclusions are reached (Sekaran & Bougie, 2016).

3.4.2 The Sources of Data

The study used both sources of data collection, which are primary and secondary data collection. Primary data means a first-hand and source of data, and the most common collecting data are observation, interview, survey, and experiments. The study wanted to know why *Al-Tawriq Istibdaliah* is not implemented in Malaysia and the challenges of the *Al-Tawriq Istibdaliah* application through an interview survey. The data have already been collected previously by the researcher and existed as the secondary data source. The study also used secondary data such as books, journal articles on *waqf* and *Al-Tawriq Istibdaliah*, online reports from institutions and others. Secondary data is important for more information and gain new knowledge in this study.

3.4.3 Structured Interviews and Semi-Structured Interviews

Interviews are the most crucial part of collecting the data to obtain information from an individual. Interviews come up with high chances to uncover rich details on the issues of interest. According to Cavana et al. (2001), a well-designed and professionally conducted interview is the key to a successful interview. For this study, the interviewer plays an important role in controlling the interview and ensuring the

informants stay focused and on track until completion. A semi-structured interview is the most frequently used in interviewing format of a qualitative study, and it can be individual or grouping (DiCicco-Bloom & Crabtree, 2006). Besides that, a semi-structured interview is a simple conversation between the interviewer and informants about the topic of interest and it welcomes open responses rather than a simple type of answers like 'yes or no'.

Four institutions were asked a similar series of questions throughout a formal interview. The intensive method of asking questions was used to understand the problems with people who have in-depth knowledge. However, due to the complexity and remoteness of the subject, not all officers in the institutions were consulted because some of these questions could not be addressed by those who were not interested in the day-to-day execution of *waqf* problems.

The senior SIRC's officials were interviewed to inquire about strategy, management, and administration issues. Nevertheless, it was crucial that perhaps the informants had some information about many aspects of *waqf*.

The digital audio recording system and voice recorder were used to secure the transcribed document for the individual interviews. Such records also assisted in transcription performance. Failures will infiltrate the transcription (Emma Bell, Alan Bryman, 2007) and bigger mistakes will occur when an assistant cannot determine the exact communication and may use incorrect terms. Despite that, the interviewer managed to complete all interviews. Points and keywords were highlighted when interviewing the informants. It means the key points and essential variables were later sifted from the sound. While some of the informants were unhappy with a microphone being used during the discussion, every attempt should be made using an audio

recorder (Silverman, 2000). We could not necessarily rely on the memories to recall all the conversations (Silverman, 2000).

3.5 Sampling

The sample size of research depends on the nature of the topics, according to M.Morse (2016). For example, the sample size of qualitative research is often smaller than quantitative research. According to Dworkin (2012), the sample is smaller as a qualitative study method concerns a phenomenon surrounding and focuses on meaning (and heterogeneities in meaning).

This study used a purposive sampling among waqf managers to identify the challenges of the *Al-Tawriq Istibdaliah* application. Due to this reason, this study only chose SIRC's that practice *waqf* instruments. However, the responses from all the SIRC's were not very encouraging. Only four SIRC's which are *waqf* managers from Johor State Islamic Religious Council (MAIJ), Pulau Pinang State Islamic Religious Council (MAINPP), Terengganu State Islamic Religious Council (MAIDAM), and Kedah State Islamic Religious Council (MAIK) were agreed to be this research participant and willing to give an idea or desired information about the *Al-Tawriq Istibdaliah* application.

The selection of this sample, based on the research that has been done, indicates that the four SIRC's have done *Al-Tawriq Istibdaliah* and this is sufficient for the study on challenges to the implementation of *Al-Tawriq Istibdaliah* instruments. In addition, the sampling of qualitative study needs approved standards and essential concepts of generalisability, replicability, and reliability. In addition, qualitative research sampling

requires approved standards and important concepts such as reliability, availability, and feasibility.

3.6 The Interviews

Interviews play a crucial part in obtaining the data of this study. Thus, a planned, structured conversation between two or more persons is known as an interview. Interviews come in a wide variety of types. For example, individual or group interviews can be done face to face, via phone, or online, and can be unstructured or organised (Sekaran & Bougie, 2016).

Getting inside interviewees can offer a greater understanding of how the *Al-Tawriq Istibdaliah* application worked in their organisation. This information can then be identified the challenges in implementing the *Al-Tawriq Istibdaliah* application.

Furthermore, an interview is defined as a conversation to get knowledge from interviewees. Therefore, semi-structured interviews were applied in this study.

The semi-structured interview was carried out with open-ended questions. The questions asked can be divided into two parts. The first part consists of questions about the concept of *Al-Tawriq Istibdaliah* application, and the second part of the question regarding their knowledge, experience in handling and monitoring the idle and undeveloped *waqf* asset. These face-to-face interviews were conducted with the *waqf* managers from four SIRC. Each interview lasted for approximately 45 minutes and was digitally recorded and transcribed verbatim. The advantage of the semi-structured interview is that the informants expressed themselves in their way for the interview to contain the discussion and keep the information from being sought in the forefront of the discussion.

3.7 Preparation before the Interview

Before the interview started, this study had to clear issues that needed to be focused on. The interview guide had to be made and provided to potential interviewees through e-mails to be aware of the general topic of discussion. It provided the interviewees with some insight into the topics that will be discussed. It also advised interviewees that they might enhance their ideas by providing examples. Furthermore, the objective of providing the interviewees with a guide ahead of time was to provide some ideas for case examples that they might discuss during the interview.

Among the content of the interview guide for *waqf* managers are the meaning of *al-Tawriq*, the concept of *Al-Tawriq Istibdaliah* application and the permissibility of *Al-Tawriq Istibdaliah*. The interviewer was free to create a discussion within a certain subject area, phrase it spontaneously, and develop a conversation concentrated on a specified topic by having this interview guide.

In addition to the information provided above, the interviewees were also notified via e-mail about research ethics concerns, specifically anonymity and the chance that the interviews might be recorded using a recording device.

3.8 During the Interview Sessions

During each interview, the interviewees were informed that there was no right or wrong answer and that the interviewees were the experts in their area. It was also explained in the e-mails sent during the preparation phase. The interview guidelines

were used to prompt the interviewees during the interviews. The interviewer simply asked the first question and then let the interviewee respond freely. As indicated in the interview guide, there were a few little probing questions in between the major questions to understand the preceding question.

Next, the following core question was asked once the interviewer was pleased with the response. If the interviewees were unsure about a question asked verbally by the interviewer, they would request a copy of the interview guide. The interviewees would first consider and react to the research question, typically taking 5 to 10 minutes, before being asked minor probing questions. The alternating and interweaving core and probing questions assisted both interviewees and interviewer in better understanding the phenomena.

Both participants in the interview were required and inevitably active, which implies that the information gathered was not just extracted through appropriate asking or conveyed through Informant responses but was actively and communicatively assembled throughout the interview encounter. Informants were more like builders of knowledge in conjunction with interviewers than reservoirs of knowledge, treasuries of information awaiting excavation.

Due to the fluid nature of the interview, the interviewee may be asked the same question many times. In this situation, the researcher will often ask if they want to offer any further comments. Thus, it demonstrated that the interview guide is not properly adhered to in line with the hardcopy available.

The researcher had to select certain points worth investigating and points that required additional explanation throughout the interviews while taking notes and listening to the responses. It will have to wait till the interviewee's issue has been resolved. The interviewee's train of thought would take around 5 to 10 minutes to

reach its conclusion. Some of the questions, for example, will be answered in the interviewee's own words. Normally, when taking notes, key points were highlighted to be examined later.

Therefore, the interview process may have been intense, at least for the interviewer as they must multitask. They had to take notes while paying attention to what was said, maintaining eye contact, finding spots for probing questions while staying on track with the interview guide, keeping track of the time, and keeping an eye on the digital recording device to ensure it did not run out of battery.

3.9 The Process of Preparing an Interview Question

The interview questions were prepared with the thesis's goals and objectives. The interview questions were extensively and carefully selected to ensure quality. A semi-structured open-ended questionnaire was based on:

- a) Concept of *Al-Tawriq Istibdaliah waqf*.
- b) Potential implementation of *Al-Tawriq Istibdaliah* application in Malaysia.
- c) The challenges of implement the *Al-Tawriq Istibdaliah* application.

The questions about the subject area were asked based on this approach. Below is the list of the interview questions:

1. Could you please explain the concept of *Al-Tawriq Istibdaliah waqf*?

2. Have you ever managed the *Al-Tawriq Istibdaliah* application on idle and unproductive *waqf* lands?
3. Can the *Al-Tawriq Istibdaliah* application be implemented to resolve the issue of idle and unproductive *waqf* land?
4. Are there any challenges/issues regarding implementing the *Al-Tawriq Istibdaliah* application that we discussed earlier?

There may have been some other questions that were asked during the interview session to gain more understanding of the issues mentioned by informants.

3.10 Data Analysis

The raw data were organised from the transcribed voice recorder tapes. The information was arranged based on specific themes from the previous content analysis. In order to assist and explain the themes to be included in the data analysis, the authors referred to the classical books and journal articles related to the study.

A computer program ATLAS.ti was used in this research. This study focused on researching the application of *Al-Tawriq Istibdaliah* and the challenges or barriers in implementing the application.

The data obtained were collected and put into ATLAS.ti software version 8.0 (AV8) after preparing the codes and data according to the predefined categories. The data were then analysed using qualitative classical content analysis.

3.10.1 Category and Coding

In this subsection, this study used the phrase category and coding frequently used in most interview transcripts that dealt with basic data analysis. On the other hand, a category is the same as a pattern, finding, theme, or response to a research question. Qualitative data analysis is the development of categories in the form of codes. The essential aspect of data analysis is that it is performed concurrently with data collecting.

Table 3.2 shows the *open coding* on a brief data segment from the interview with the *waqf* managers. In this interview segment, this study explored the concept of *Al-Tawriq Istibdaliah* application, the potential implementation of *Al-Tawriq Istibdaliah* in SIRC, and the challenges of implementing *Al-Tawriq Istibdaliah* application.

Table 3.2: Part of Interview Transcripts with a *Waqf* Managers

Interview Transcript	Coding
Interviewer: Can you explain what methods are used in SIRC to develop idle and unproductive <i>waqf</i> assets?	
An informant from SIRC 1 The concept of <i>Al-Tawriq Istibdaliah</i> is that we decide to liquidate <i>waqf</i> assets, but we do not make such a concept. However, if there are certain cases and demands and a need to do so, we decide to implement them. Thus, we know it as <i>Istibdal</i> .	Concept
Total compensation money of RM 9 million is used to purchase another <i>waqf</i> land. We use the liquidity as best we can to purchase other <i>waqf</i> lands as a substitute for the <i>waqf</i> land that the government has taken over.	Concept
MAIK sold <i>waqf</i> lands to the airport because the land was in the airport area, and with the money we got; the money that we collected from the <i>Istibdal</i> project, we bought a shop building and now we rent the shophouse to many people.	Potential Implementation

We have never liquidated *waqf* assets so far, but because problems related to unproductive and idle assets exist in our state, there is potential to liquidate that. However, the challenge is the readiness of SIRC to liquidate these *waqf* assets because in terms of its seriousness and its preparation, the procedure requires several elements in terms of its expertise. Therefore, many things need to be considered and not only liquidated, but we SIRC still need to look at the risk because we are the ones who will bear the risk as well.

Challenges

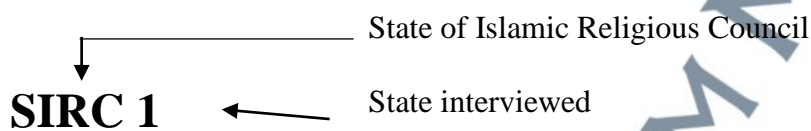


Figure 3.4: Informant Code

The number behind the word SIRC refers to each state interviewed. For example, number 1 represents a Kedah State Islamic Religious Council (MAIK). In contrast, number 2 represent the Johor State Islamic Religious Council (MAIJ), number 3 represent Terengganu State Islamic Religious Council (MAIDAM) and number 4 represent Pulau Pinang State Islamic Religious Council (MAINPP). The detailed list of informants in every SIRC are listed in Figure 3.4.

Reference Number	Informant feedback through Session	Codes	Coding	Informant Codes
1	<i>Waqf</i> managers need to look at <i>syurutul waqif</i> . What is the purpose of <i>waqif</i> endowing their property and why the <i>waqf</i> assets fail to be utilised? This may be due to management problems, location or it may be a reasonable	Al-Tawriq Istibdaliah Concept	Concept	SIRC 1/REF 1
2				

Annotations: A box labeled '1.SIRC 1' has an arrow pointing to the 'Reference Number' '1'. A box labeled '2' has an arrow pointing to the 'Reference Number' '2'. A box labeled '3' has an arrow pointing to the 'Codes' 'Al-Tawriq'.

	issue of a trust for us to fulfil.			
2	These two processes will be carried out at the same time as the selling of <i>waqf</i> assets is a main process and the SIRC will receive cash liquidity and after that the process of substitution <i>waqf</i> assets will also take place.	Al-Tawriq <i>Istibdaliah</i> Potential Implementation	3	Potential SIRC 1/ REF2
3	We are <i>waqf</i> managers at SIRC, not only managing <i>waqf</i> but we also need to be involved in projects that involve buying and selling <i>waqf</i> assets. We have no knowledge and experience for that instrument, and we also do not have that expertise.	Al-Tawriq <i>Istibdaliah</i> Challenges	3	Challenges SIRC 4/ REF 3

Figure 3.4: Content Analysis Coding Process

4	So far there is only one process involving liquidity which is the acquisition of <i>waqf</i> land by the government. After getting the decision from the fatwa and the fatwa allowing <i>Istibdal</i> to be carried out, we will do the next process. This Tok Pelam <i>waqf</i> land was originally in an urban area but the government wanted to take back the land to make a government project. So, we on the SIRC side had to sell the land to the government and the government gave us some cash to replace the <i>waqf</i> land.	Al-Tawriq <i>Istidaliah</i> Concept	3	Concept SIRC 3/ REF4
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Figure 3.4, continued.

The first step in the coding process was to set the reference number for the coding section. Arrow number 1 shows the reference number in the coding process. SIRC 1/ REF1, as per arrow number 2, is the complete coding to be placed in the coding section. Arrow number 3 shows the particulars in the coding process.

3.10.2 Reliability and Validity of the Study

Reliability and validity were accessed using the triangulation process. Triangulation refers to the use of more than one specific approach when researching to obtain richer and more complete data and/or to help confirm the research results (Wilson, 2014). There were three elements of the triangulation process adopted in this research, i.e., document analysis, interview, and confirmation. Figure 3.5 illustrates the triangulation approach used in this study.

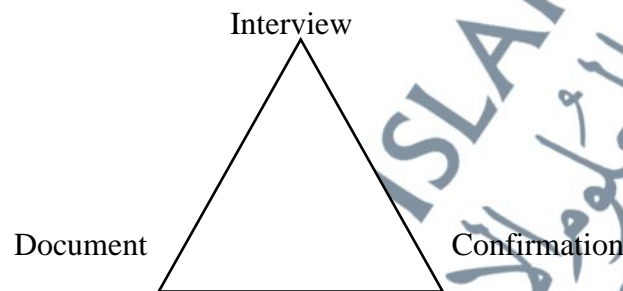


Figure 3.5: Triangulation Approach

Document analysis requires data to be examined and interpreted for understanding, meaning, and empirical knowledge like the other analytical methods in qualitative research (Corbin & Strauss, 2014). In addition, interviews were conducted for collecting the data. During the interview sessions with the SIRC *waqf* managers, the protocol was practised. Furthermore, confirmation was practised in this research. While the analysis of the comparison function of triangulation focused on identifying explanatory *Al-Tawriq Istibdaliah* implementation between SIRC, the objective in the analysis of the confirmation function of triangulation was to demonstrate similarity or convergence between two different implementing and challenges measures.

By using triangulation methods, increased the reliability of the results. Triangulation initially was undertaken as a way to increase the validity of research results. Moreover, Flick (2002) states that “triangulation is less a strategy for validating results and procedures than an alternative to validation which increases scope, depth and consistency in methodological proceedings”. If the results, for example, are thematic, they were obtained through a particular data analysis technique.

The analysis must be consistent with the results obtained by analysing the same transcripts using a different technique, such as correspondence analysis. Hence, it is reasonable to argue that the data analysis and interpretation are sound.

3.11 Conclusion

This research methodology used for semi-structured interviewing has been well-adapted to the topic under discussion. As *waqf* is a specialised field, most interviewees were able to answer the questions asked. Therefore, the information the study required helps to understand and explain the responses. The study, nevertheless, was limited by a small number of people who directly and indirectly work on *waqf* matters. The substantial sampling population was embraced for *waqf*-related management research, where 100 per cent of those same employees who worked on the topics were interviewed. For the other groups, the same was applied. Several of the responses represented polar perceptions. Even though the content analysis had to be focused on generalization, outstanding opinions were also collected because they might be precious. The importance of such semi-structured interviews was because the interviewees were people who have expertise with *waqf* administration and

management and are directly involved. The limitation was that their work environment generally influenced their opinions, and their personal view might not always be official. However, the above considerations did not cause major problems as the study was not solely based on the data from the interviews but also included cases and secondary data to support the research.

