ANALYSIS OF FARMER’S CHILDREN SELF DISCLOSURE FOR SUSTAINABILITY OF COCOA REGENERATION IN SOUTH SULAWESI COCOA PLANTING CENTRE

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Self disclosure is an individual way of expressing information to others in open or hidden ways. Self disclosure of the cocoa farmer's son is closely related to his self-concept. The positive or negative self-concept of cocoa farmer's child relates to individual's psychological, social, and physical views and feelings. The self-concept of cocoa farmers affects interaction with others and implies openness in communication.

This research refers to a qualitative approach with a focus of case study analysis. Case studies aim to analyze specific issues, explain and understand the object of research specifically as a 'case'. Research location in two cocoa plantation sub-regions in South Sulawesi region, namely: Luwu Regency. Instrument of data collection using observation, depth interview, Focus Group Discussion.

The results revealed that self disclosure of cocoa farmers with positive self-concept tend to be more open. Forms of openness of farmer's child as a form of pride, motivation, high confidence. Openness in conducting interpersonal communication activities has more characteristics of opening up with family, and peers. Self disclosure of cocoa farmers with negative self-concept tend to be more closed or less open communicate with peers. This is caused by the tendency to accept less and shame as a child of cocoa farmers. The implication is that the more positive the self-concept of the cocoa farmer's son will tend to have an open self disclosure. Conversely, the more negative the self-concept of cocoa farmers, then self disclosure tend to be closed and less open.

Keywords : Self Disclosure, Self Concept, Children of cocoa farmers, Luwu Regency, South Sulawesi

Background

Self disclosure is an individual way of expressing oneself openly to others. The concept of self can directly affect the individual in interacting with his environment. The way individuals communicate openly with others can lead to high effectiveness of ongoing communication. One's self-concept is expressed through his attitude toward others, through information, experiences, personal thoughts, and personal feelings. According to Omarzu (Taylor, 2009)¹ one opens up information about itself due to the desire to be accepted in society, the development of relationships, self-expression, self-clarification, and social control. Self-disclosure spurred open individuals reveal themselves to others. Such conditions can have a positive impact on the development and formation of individual interpersonal relationships with the environment, both family and referral groups.

Previous research has done Bahfiarti (2016)²-³ found that Siri 'contribute positively to foster positive self-concept of cocoa farmers. Characteristics of positive self-concept implicated
in the motivation and self-confidence high, inversely proportional to the negative self-concept that can cause closed with the environment. The self-concept of cocoa farmers' children can synergize on their self disclosure with their environment. Self disclosure can also generate a sense of pride as a child of farmers, so it is expected to contribute positively to the regeneration of cocoa farmers in South Sulawesi.

The family is the smallest social institution that can create emotional closeness in relationships. Families also have strong ties to motivate each other, change and develop the mindset in a positive direction. Further research results, Bahfiarti (2016) found that the family has an important aspect in instilling the love of children in cocoa plants. Interpersonal communication approach can create togetherness and mutual understanding among family members, especially the core family of parents and children. This communication process is useful in the openness of children and parents in the family. Cocoa farmers in generating motivation, inspiration, passion and encouragement to change the thinking, feelings, and attitudes and behavior of cocoa farmers.

Urgency research is a continuation of positive self-concept and self disclosure patterns of cocoa farmers. The reason, self-concept can create interpersonal communication relationship through self disclosure. Openness in expressing itself to others has positive implications for growing pride as a child of cocoa farmers. Self disclosure by means of opening up to others means that senders and recipients share information. With self disclosure, man reveals who he is to his communication opponent. Individuals voluntarily open up, thereby impacting on the motivation factor and self-consistency. The child's openness accepts every innovation in the cocoa field and information can open up the child's mind, knowledge, attitude and behavior. The goal is to maintain the consistency of cocoa as a mainstay commodity in South Sulawesi.

The lack of interest of children to cultivate cocoa in a sustainable manner will minimize the regeneration of cocoa in the future. This condition affects the decline of cocoa commodity production as the pre-eminent in South Sulawesi with Indonesia's total supply of 13.6% (ICCO-International Cacao Organization). The productivity should be developed as an effort to maintain reliable cocoa centers related to human resources, especially in cocoa plantation. Field observations showed that cocoa farmers dominantly convert their land from cocoa to short-term crops, such as Nilam, Maize, Papaya. This condition is caused by the lack of productive cacao production. The causal factors are pest and disease, land selection, soil nutrient, farmer's income. The low level of farmers' income is feared will have an impact on the lack of children who are interested in working in the field of cocoa. Based on this background, it is very interesting to examine the declining interest and motivation of children to survive as cocoa farmers and the consistency of maintaining cocoa plantation land.

**Research Focus**

Referring to the above background, this study focuses on how self-disclosure of cocoa farmers with internal and external environments, especially the case at the Cocoa Plantation Center in South Sulawesi, Luwu regency.

**Research Objectives And Purpose**

His study aims to disclose, explain and categorize self-disclosure of cocoa farmers with internal and external environments, especially in the Cocoa Cultivation Center in South Sulawesi of Luwu Regency. The purpose of this study is to open the mindset, knowledge,
attitude and behavior of cocoa farmers to consistently love the work in the cocoa sector. The cocoa farmer is expected to become an open farmer of the future with information changes and technological innovations in the cocoa field.

Research Methodology

This study uses case study type aimed at conducting qualitative analysis on specific issues focusing more on the issue of the case itself. This is based on the view of Stake Cresswell (2009: 250) that “this is type of case study with the focus on a specific issue rather than on the case itself. The case then become a vehicle to better understand the issue”.

The location of research at the largest cocoa plantation center in South Sulawesi region, namely Luwu regency which has Farmer of Buah Harapan, Hikmah Noling, and Noling Mujur as research focus. Sources of research data using techniques of withdrawal of informants by purposive sampling based on research objectives. Informants in the research are 7-12 year old cocoa farmers as many as 7 people and referral group of 5 people to see their self disclosure as cocoa farmer.

The identification of primary data collection was conducted through in-depth interviews of informants aged 7-12 years. Furthermore, through non-participant observation the researchers looked at the way their interactions with their peers in the neighborhood. The goal is to categorize the level of self disclosure of cocoa farmers who are the focus of this research.

Field data collection using in-depth observation, in-depth interviews and Focus Group Discussion (FGD). Qualitative data analysis is done interactively and continuously until complete, until the data is saturated. Activities in data analysis, namely: data collection, data presentation, and concluding drawing/verification.

Research Result

Communication is an important medium in the formation and development of one's self concept in interacting with others. The process of learning through adaptation and interaction can shape a person's self-concept that is influenced by the surrounding environment. This can have positive and negative effects in the interpersonal interaction process. Self disclosure of cocoa farmer's children can have a positive impact in developing patterns of relationships with family and the environment. Self disclosure can also contribute positively to the self-disclosure of cocoa farmers' children to receive innovation in the cocoa field.

Based on the results of self disclosure research of cocoa farmer's children in Luwu Regency shows there are four patterns of self-disclosure that is open, semi open, semi closed and closed. First, children tend to be open to their external and internal environments. Second, children tend to be open to their internal environment rather than their external environment. Third, children tend to be open to their external environment rather than their internal environment. Fourth, children tend to close both internal environment and external environment. This can be seen in Table 1 below:
Table 1. Self Disclosure Category of Farmers of Cocoa Farmers

<table>
<thead>
<tr>
<th>Self Disclosure Category</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Open</strong></td>
<td>√</td>
<td></td>
<td>√</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Semi Open</strong></td>
<td></td>
<td>√</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Semi Closed</strong></td>
<td></td>
<td></td>
<td></td>
<td>√</td>
<td>√</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Closed</strong></td>
<td></td>
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</tbody>
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Source: Primary Data, 2017

In the child reveals cocoa farmers in the internal environment (nuclear family) and external environment (the reference group, peers and playmates). Based on the research indicates there are three informants are open to both family, reference groups, peers, and playmate. First, the open category reflects children who have a positive self-concept are highly motivated to learn cocoa. Children's cocoa farmers themselves recognize the potential of the open category, personality, strengths and weaknesses himself. Children's cocoa farmers open category has characteristics very open to the external environment (the reference group, peers, playmates) and internal environment, such as the nuclear family of parents and siblings.

Secondly, children are semi-open cocoa farmer has the characteristics of a more open with the internal environment, such as the nuclear family than with the external environment (the reference group, peers and playmates). The children of cocoa farmers make parents and relatives as referrals in behaving. They do not tell themselves about others who are not classified as the nuclear family. Third, semi-enclosed children of cocoa farmers have characteristics more open to the external environment (the reference group, peers and playmates) compared to the internal environment, such as the nuclear family of parents and siblings. The cocoa farmers of this category are more open to the reference group in their behavior. Children tend to imitate the behavior of the reference group rather than the nuclear family.

Fourth, closed category reflects children who have negative self-concept have low motivation to learn cocoa. Closed cocoa farmer's son does not recognize his own potential, personality, strengths and weaknesses. As a result, closed cocoa farmers tend to be unmotivated to become cocoa farmers. Children's cocoa farmers open category has characteristics very open to the external environment (the reference group, peers, playmates) and internal environment, such as the nuclear family of parents and siblings.

Based on the concept of Johari Window model that there are two concepts that closely related to the hidden areas, namely over disclose and under disclose (Cangara, 2012: 102). Over-disclose is the attitude of too much expressing something, so the things that should be hidden also expressed. Furthermore, under disclose is the attitude to hide something that should be disclosed. Based on this it can be categorized that if the cocoa farmer child is under disclose; then they tend to be less motivated to consistently work in the field of cocoa plantations. Conversely, if you experience over-disclose categorized children cocoa farmers have the motivation to cacao degree in their daily lives. The learning process can be obtained from external environments (referral groups, peers, playmates) and the internal environment, such as the nuclear family of parents and siblings.

Self-disclosure based on the views Omarzu (in Taylor, 2009), a person's open about the information itself is caused by several things such as their desire to be accepted in society, the
development of relationships, self expression, self clarification, and social control. Sears (in Taylor, 2009) adds Self-disclosure behavior has several benefits such as adding information about oneself, problem-solving skills, effective communication, meaningful connections, and the realization of mental health. In that interpersonal communication, there are four aspects including (a) self conception, (b) self disclosure, (c) listening, and (d) overcoming anger. These Interpersonal communication aspects in family environment have high level of interdependency and also extremely complex (Ruben, 2006). Family as primary group so that in group communication according to Cooley in Devito (2001), have characteristic, (1) communication quality in primary group is deeply and expand; it means that penetrate the deepest feeling and secret, disclosure of backstage aspects. While widespread mean very less that determine the obstacles and how to communicate. Disclose things that are personal by using various verbal and nonverbal symbols. (2) Personal. Relationships with the primary group are unique and irreplaceable, (3) more emphasis on the relationship aspect, rather than the content aspect. Communication is done to maintain good relationships, and the content of communication is not something that is very important, (4) messages delivered tend to be more expressive, and take place informally.

Conclusions
Based on the results of the study and discussion of this study is summarized as follows:
Self disclosure cocoa farmer child with internal and external environment, especially case at Cocoa Cultivation Center in South Sulawesi, Luwu Regency. The research finds that there are self disclosure pattern that is open, semi open, semi closed and closed. The dominance of the findings in this study were children tend to be open with their internal environment (nuclear family of parents and siblings) and the external environment (the reference group, peers and playmates). The assumption drawn from this research is the more open the child with the external and internal environment, the higher the self-motivation of children to learn and survive as a cocoa farmer.

Implications
The cocoa regeneration crisis in cocoa plantation districts in South Sulawesi, especially Luwu Regency needs to be done consistently and continuously. The method of a percussive approach through the smallest environment (nuclear family) through family communication must be maximized. The findings of the study indicate an association between self disclosure and self-motivation of children to learn cocoa.

Acknowledgment
Thanks to the cocoa farmers group of Luwu district, research enumerator which participated in the process research. We would like to thank the Kemenristek DIKTI through the Competency Grant (HIKOM) and LP2M Unhas for trust and funding in 2017. Furthermore, the South Sulawesi provincial/ regency/city government.

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