

The Effect of Sanctions on Cooperative Behavior: A Study on Medium Trust Individuals in the Context of Corruption

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This study aims to describe the effect of sanctions (individual sanctions, collective sanctions, and absence of sanctions) on cooperative behavior of individuals with medium trust in the context of corruption. Both collective sanctions and individual sanctions, are systemic, which means sanctioning behavior is exercised not by each individual but by the system. Cooperative behavior in this context means choosing to obey rules, to reject acts of corruption and to prioritize public interests rather than the personal interests. Conversely, corruption is an uncooperative behavior to the rules, and ignores the public interest and prioritizes personal interests. Research subjects were 62 students. The Chi-Square Analysis was used to see the association between the variables and the logistic regression model was applied to describe the structure of this association. Individual sanction is recommended as punishment to medium trust individuals to promote cooperative behavior in the context of corruption. The results showed that individuals with medium trust had more cooperative behavior.

Keywords: cooperative behavior, general trust, sanction, corruption

Studi ini bertujuan memeriksa pengaruh pemberian sanksi (sanksi individual, sanksi kolektif, dan tanpa sanksi) terhadap perilaku kooperatif individu dengan *medium trust* dalam konteks korupsi. Baik sanksi kolektif maupun sanksi individual, bersifat sistemik, yang berarti bahwa pemberian sanksi tidak dilakukan oleh individu masing-masing, tetapi oleh sistem. Perilaku kooperatif dalam konteks ini dimaknai sebagai perilaku menaati aturan, menolak tindakan korupsi, mengutamakan kepentingan umum dibandingkan kepentingan pribadi. Sebaliknya, korupsi adalah perilaku tidak kooperatif terhadap aturan, mengabaikan kepentingan umum dan mengutamakan kepentingan pribadi. Studi ini melibatkan 62 mahasiswa. Uji *Chi-Square* digunakan untuk melihat asosiasi antar-variabel dan model regresi logistik digunakan untuk menggambarkan struktur hubungan tersebut. Sanksi individual direkomendasikan untuk meningkatkan perilaku kooperatif individu dengan *medium trust* pada konteks korupsi. Hasil memperlihatkan bahwa individu dengan *medium trust* menunjukkan perilaku kooperatif lebih banyak.

Kata kunci: perilaku kooperatif, general trust, sanksi, korupsi

The construction of state-owned facilities is aimed at the prosperity of the people. The facilities financed from regional governmental budgets (*Anggaran Pendapatan dan Belanja Daerah - APBD*) or the National Budget (*Anggaran Pendapatan dan Belanja Nasional - APBN*) should be utilized by the whole of society. Unfortunately, efficient governance and public pros-

perity is difficult to achieve, because of corruption. The discovery of corruption committed by businessman (private sector), involving government employees, in Indonesia, is not rare. An example is the way a businessman and one or more government employees collude to win a tender. In order to win such a tender, they involve the tender committee. As a participant in the project tendering process, the businessman offers a bribe to a government employee. In return for the bribe received, the government employee abuses his autho-

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