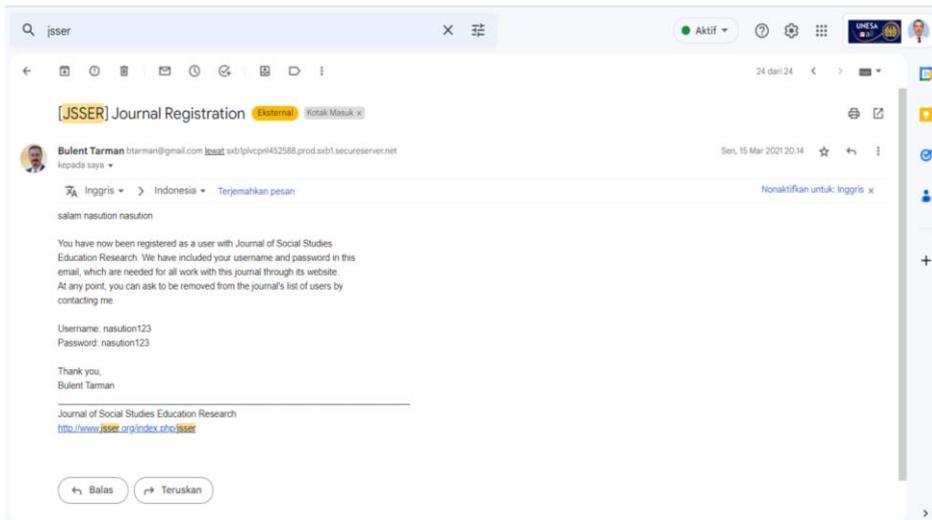
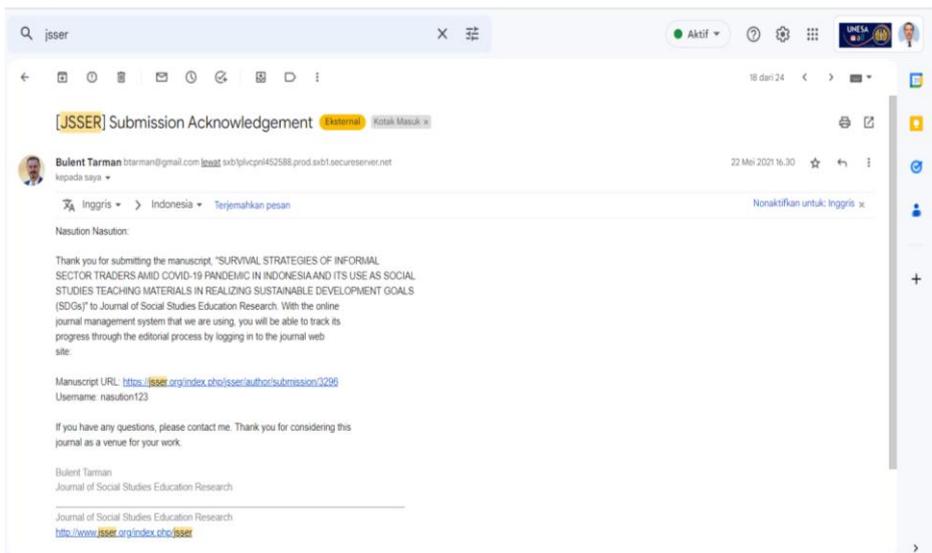


LAMPIRAN A (Submission & Nomor Registrasi Artikel)

Registration



Submission



LAMPIRAN B

(Feedback Revisi Penulisan Manuskrip dari Editor Naskah)

The screenshot shows an email from Dr. Bulent Tarman, Editor-in-Chief of JSSER. The subject is "[JSSER] Editor Decision". The email text is as follows:

Nasution Nasution:

We have reached a decision regarding your submission to Journal of Social Studies Education Research, "SURVIVAL STRATEGIES OF INFORMAL SECTOR TRADERS AMID COVID-19 PANDEMIC IN INDONESIA AS SOCIAL STUDIES TEACHING MATERIALS TO REALIZE SUSTAINABLE DEVELOPMENT GOALS (SDGs)".

Our decision is "Resubmit for review"

There is still need to improve your paper and this is the final opportunity to make the required changes. Please see the comments of the reviewers given in the attached file and revise your manuscript accordingly. Please also address each of the reviewer's comments point by point in a cover letter upon resubmission. Proofreading whole paper and remove spelling and grammar mistakes is necessary. Make sure to proof-edited by a native English language specialist. Please revise your manuscript in 10 days and upload it through the online management system of the journal and please confirm your receipt of this message.

Best regards,
Bulent Tarman, Ph.D
Editor-in-Chief, JSSER

Below the email content, there is a table of reviewer feedback:

Reviewer	Comments
Reviewer A:	Originality: fair
Reviewer A:	Note for Author/s: revise and resubmit
Reviewer B:	Please address following corrections/suggestions to make this article better for publication: 1-Proofreading whole paper and remove spelling and grammar mistakes. 2- Clearly state the problem of the study and the purpose of the research and align the purpose with the theoretical framework in details. 3-Include theory and conceptual framework in the study. 4-Explain methodology in a scientific way in details. What is the research design? And why is that kind of design selected? Why and how the selected design is appropriate? 5-Results must be clearly explained and discussion section needs alignment with the previous research, 6- Expand the references with current research studies 7- Make sure to use the latest version of APA (7th edition) throughout the paper
Reviewer B:	It is necessary to stay consistent with (a) what is known already in the literature (b) what needs to be investigated (c) why its important (d) and how you're going to do it. The idea of this paper was interesting, however it did not have enough data or proper methodology to address the research question

LAMPIRAN B – 1

Reviewer A

NASKAH ARTIKEL VERSI PERTAMA (3 JUNI 2021)

Revisions required to resubmit.

This research is confused in that

-what kind of education research is addressed

-what variables are focused

-it states teaching materials, but nothing to discuss in the teaching materials

-in what aspect is SDGs be investigated

-this research is not about education but economy

SURVIVAL STRATEGIES OF INFORMAL SECTOR TRADERS AMID COVID-19 PANDEMIC IN INDONESIA AS SOCIAL STUDIES TEACHING MATERIALS TO REALIZE SUSTAINABLE DEVELOPMENT GOALS (SDGs)---REVISE

Abstract---PURPOSES, METHODS, RESULTS

Covid-19 is an outbreak that is categorized as a global pandemic. Corona Virus outbreak affects all aspects of people's lives. The biggest impact of the outbreak is felt by the middle to lower economic groups or what is called the informal sector. Those who could not survive the Covid-19 pandemic lost their jobs or temporarily closed their businesses. The purpose of this research is to find out the strategies undertaken by informal sector traders in maintaining their business in the midst of the Covid-19 pandemic. Materials related to the focus of this research are packaged as social studies teaching materials. In the long term, this research is carried out to achieve and realize *Sustainable Development Goals* (SDGs). Surabaya, Indonesia was chosen as the research site because it is one of the areas with the highest number of Covid-19 outbreak cases in East Java. This research used a qualitative method with a phenomenological approach. The results of this research indicate that the informal sector, which includes street vendors and shop traders, is the group that has been heavily affected by the Covid-19 outbreak. The difference experienced was that they were still able to meet their daily needs through trading before the pandemic. While, during the pandemic, their income decreased due to the large-scale social restrictions policies implemented by the government. Strategies undertaken to maintain their business include selling goods *online*, processing the products into frozen food, and finding more strategic locations for trading. It is hoped that the materials related to the survival strategies of informal sector traders as social studies teaching materials can be used to realize the SDGs on the pillars of social development in the field of education.

Keywords: Survival Strategies, Informal Sector, Social Studies, SDGs

Introduction

Corona Virus Disease 2019 (COVID-19) was first identified in November 2019 in Wuhan, Hubei-China (Davenport et al., 2020; Steuer et al., 2019; Huang et al., 2020). This incident is considered a non-natural disaster caused by a disease outbreak. Since then, the disease outbreak has rapidly spread. It has also been stated that the possibility of the number of infected people who have not been registered or show the symptoms is much higher (Wu et al., 2020). Therefore, ~~according to the data~~, WHO stated this incident as a global pandemic (Cucinotta & Vanelli, 2020; Lloyd-Sherlock et al., 2020; Sohrabi et al., 2020; Watkins, 2020), which affects all sectors of society and all aspects of life, even those who are not directly affected by the virus (Davenport et al., 2020).

The increasingly widespread spread of Covid-19 has driven the government to take an unequivocal step, namely locking down large parts of society and economic life (Feng Ye, et al., 2020; Oluwatomi et al., 2020; Bardhan, P., 2020). This decision is a form of a disaster response effort conducted to reduce the risk of spreading (Pourezat et al., 2010; Cheng Lai et al., 2020). The determination of the Covid-19 disaster status imposed by the government led to natural disasters, increased unemployment rate, and increased economic hardship for the community

(Israhadi, 2020). The Covid-19 pandemic has caused many economic difficulties for the community, especially traders in the informal sector, because of restrictions on community activities which resulted in the decrease in people's purchasing power. This compelling situation led to many polemics in society as it attacks business people whose businesses were in the field of procurement of goods and services (Grazyna, 2020).

Economic welfare encourages sustainable development at the community level (Ijaiya, 2009). The community economic welfare is an important indicator for the successful implementation of the Sustainable Development Goals (SDGs) in Indonesia. As a part of a country that supports SDGs and strives to eradicate poverty, hunger, and other social problems, Indonesian government starts with an equitable development program that is carried out throughout all regions in Indonesia.

Currently, the Covid-19 outbreak is considered a transnational emergency (Kyo-Man Ha, 2020; Lele & Goswami, 2020). After the report, several countries implemented entry screening measures for immigrants from China and repatriated their residents who lived in Wuhan (Phelan AL et al, 2020; Chinazzi M et al, 2020; Jenigan DB, 2020). Various policies have been enforced by affected countries, such as China, Thailand, Japan, the Republic of Korea, South Korea, and the United States (WHO, 2020). Accelerating the Covid-19 handling, especially the provision of Personal Protective Equipment (PPE), monitoring, and coordination are essential to assist the Task Force for the Acceleration of Covid-19 Handling in Indonesia (Hamzah, 2020).

In China, they installed infrared thermometers at public transportation facilities, and public markets at Wuhan were closed on for environmental sanitation and disinfection and finally, lockdown has been enforced (Wuhan Municipal Health Commission, 2020). In Thailand, the Department of Disease Control has implemented a screening protocol for fever observation on tourists from all flights from Wuhan to the airports with a screening protocol. In addition, the Thai Ministry of Public Health upgraded the emergency operation center to Level 2 to monitor the situation taking place at both the national and international levels (Thailand Ministry of Public Health, 2020). Meanwhile, in Japan, epidemiological tracing and investigations were carried out by health authorities by carrying out the epidemiological investigations including telephone tracing. Japan also collaborated with WHO and other countries for joint investigations and information sharing (Press Statement by Ministry of Health, 2020).

In The Republic of Korea, the national warning level was increased, so the Republic of Korea's health agency has strengthened surveillance of pneumonia cases in health facilities across the country. While in South Korea, the government raised the COVID-19 warning level to the highest one to facilitate the implementation of comprehensive social measures by implemented limited public transportation, canceled social activities and postponed school activities (Kim, 2020). In The United States, the government has imposed a policy of *30 days to slow the spread*, namely, a firm call for the community to follow the directions from state and local authorities, to not leave the house when feeling sick; to not take children to school when they are sick (The President's Coronavirus Guidelines for America, 2020).

In Indonesia, the Covid-19 case was confirmed from March to December 2020. Various efforts to suppress the spread of the virus are still being carried out from all levels of the community because during the disaster and after the disaster, institutions at the community level in general also experience destruction (Prihatin, 2018). One of them is the implementation of Large-Scale Social Restrictions (PSBB) which have been regulated in Law no. 6 Year of 2018 concerning Health Quarantine and the issuance of the Chief of Police Declaration Number: Mak / 2 / III / 2020 concerning Compliance with Government Policies in Handling the Spread of the Corona Virus (Covid-19).

This virus also has an increasingly large impact on both the local and global economy. The fear

Commented [H1]: Who?

of the unexpected effects of Covid-19 has significantly affected the world economy so that many economic actors are currently experiencing recession (GDA, 2020). The crisis threatens the function and performance of economic actors (Boin, 2009; Comfort, 2002; Quarantelli, 1988; Williams et al., 2017). That condition can be seen from the reality that has occurred such as losing a job due to layoffs and reduced work hours (Adams, 2020). Significant turbulence gives the impacts starting from the structure, routine and disrupted abilities (Williams et al., 2017). Among the economic actors, the most affected by the pandemic are the traders from the informal sector.

The level of people's purchasing power was also higher when compared to the conditions amid the Covid-19 pandemic. People who are currently still working will also have a low level of purchasing power due to the decreased income. According to a survey conducted by the Covid-19 Report with the Social Resilience Lab of Nanyang Technological University (NTU), it was stated that 68% of respondents in Surabaya experienced a significant decrease in income due to the Covid-19 pandemic. The remaining 18% said that their income had decreased slightly and 14% said that their income had not decreased. A solution that can be provided in the short term is providing financial assistance such as loans or direct cash assistance by involving the government and the private sector. While, preparing the use of digital technology for MSMEs as well as providing preparation for entering the Industrial 4.0 era would be effective long-term solutions (Pakpahan, 2020).

-----from the first paragraph to this end, you talked more on covid in general. No background and context are provided to show what are your variables, problems on your variables, reasons why you select your variables to be investigated, and purposes of your research.

Your research is about economy in general, nothing to discuss about education.

This research explains how the survival strategies carried out by informal sector traders in Surabaya during the Covid-19 pandemic are used as social studies teaching materials in achieving and realizing SDGs. The purpose is to maintain economic activity from deterioration. Furthermore, based on the strategies carried out, the advantages and disadvantages can be studied and used as learning for students in the form of teaching materials as an effort to realize SDGs in the pillars of economic development in education. In addition, these advantages and disadvantages can be also used by the government in formulating policies as a long-term preparation effort in the economic field to survive adverse conditions amid the Covid-19 pandemic to avoid the economic downturn.

Commented [H2]: Nothing you talked about strategies of teaching using informal sector traders as your context of your research

Research Questions

Literature Review

This review of literature did not underlay theories to describe the variables. You need to define conceptual or theoretical framework to make your focus clear.

The main problems are: your focus should deal with Teaching Materials as a part of instructional design, however, no topic has been defined in this matter. In all, this paper discusses small scale traders as an economy topics, not about education.

Informal Sector Traders Amid The Covid-19 Pandemic

The implementation of *lockdown* has affected and disrupted the daily life of the community; The pandemic has caused an unprecedented economic shrinkage in major countries and business closures across the country (Tetro, 2020; **Kyoo-Man Ha**, 2020). To deal with this issue, the government in every country has globally provided financial support to businesses and the informal sector by equalizing up to 80% of their monthly wages. Due to the high demand for emergency funding, many entrepreneurs use short-term bank loans to maintain the income level (Iken et al., 2020). Those who have low-paying jobs and economic activists from the informal sector feel insecure because they have experienced the biggest impact of Covid-19 such as job loss or temporary closure of their businesses.

Until today, the definition of the informal sector has often been associated with the main characteristics of middle to lower-class entrepreneurs or economic actors (Kuckertz, 2020). The characteristics of informal sector actors include carrying out business activities that are primarily based on people's independence, utilizing simple technology, mainly coming from family labor without wages, using local resources for business raw materials, mostly serving the needs of the lower middle class, their education level and the quality of the resources are low (Kuckertz, 2020).

The existence and continuity of informal sector activities in the contemporary economic system are not a negative symptom, but rather a social-economic reality that plays an important role in both community and national development (Davenport et al., 2020). At least, when the development program cannot provide job opportunities for people, the informal sector provides alternative job opportunities for the job seekers. Most of the development that occurred in big cities of the third world countries, especially in Southeast Asia, is often not balanced with the availability of adequate employment opportunities, even though it actually shows quite rapid economic development (McGee, 1977).

The overflow of the workforce that occurs due to high population growth rates and the very limited employment opportunities has driven a large-scale migration process from rural to urban areas to gain a better livelihood. This can be seen in the emergence of slum pockets, with odd jobs in the informal sector with low productivity and subsistence, which aims only to survive (Ever, 1991). The process of informalization occurs due to the nature of subsistence, low productivity, capital accumulation, and weak investment, as well as strong pressure from the formal macro system from outside (Rachbini, 1994).

The development of MSMEs in Indonesia according to The Ministry of Cooperatives and Small and Medium Enterprises in 2018 was recorded at 64,194,057 businesses. This number has increased by 2.02% from 2017, where there were 7,817 people categorized in the informal sector working as street vendors (PKL) in Surabaya. The data were obtained from the Surabaya City Cooperative Office. The Covid-19 pandemic has given significant impacts on MSME players. The Ministry of Cooperatives and Small and Medium Enterprises stated that around 37,000 MSMEs were seriously affected by this pandemic. According to the report, it has also been stated that around 56% of them experienced a decline in sales. A further 22% reported difficulties in terms of financing, 15% reported difficulties in distributing goods, and 4% reported difficulties in obtaining raw materials.

In Surabaya, Covid-19 has given a significant impact on economic trade. Transactions in traditional markets have decreased by 50% because people rarely go outside amid the pandemic. They feel that leaving the house, especially going to the traditional market, is an unsafe act. Traditional market is identical to a place that has a narrow space for movement between one trader and another. Moreover, crowds of people are also easy to find while shopping at the traditional market. The solution of providing the convenience of buying and selling online is also

not very significant. This is because the level of people's purchasing power has decreased due to the big number of layoffs. This was disclosed by the Head of the Surabaya City Regional Business and Economic Administration Section.

Survival Strategies as Social Studies Teaching Material

The survival strategies referred to in this research are related to the strategies employed by informal sector traders to fulfill their daily needs both now and in the future. Sustainability may only be an important factor for people whose ecological consumption is important (Juho Hamari et al, 2015). This means that sustainability is an important thing for humans in an effort to do consumption activity which is used as a survival strategy. In recent years, the Circular Economy (CE) has received increasing attention worldwide as a way of addressing current production and consumption models based on sustainable growth and increasing resources worldwide (Ghisellini et al, 2016). The survival strategies should be based on sustainability so that they can be used in the long term in an effort to meet economic needs.

Knowledge management is generally seen as a strategy to collect, store, and retrieve knowledge systematically and then distribute the results to people in need promptly (Tatham & Spens, 2011). Knowledge must be able to help students in understanding one of the strategies to survive in the face of a pandemic. Education is a key factor in creating a sustainable economy (Dewi et al, 2018). This means that education must be able to help students in efforts to create economic stability for themselves in a sustainable manner, especially when facing the Covid-19 pandemic. Sustainable economy is one way that can be used as a method to achieve and realize ~~Sustainability development Goals (SDGs)~~.

The only tool that can change people's behavior so that they can evaluate their actions and take decisions by taking into account the need for sustainable development of education and enlightenment in its all forms and manifestations (Inna Fedulova et al, 2019). Education is very important to strive for ~~sustainable development goals~~ (SDGs). Through education, people's behavior can be changed according to the education they gain at schools. Therefore, various knowledge they get can become provisions when carrying out life in the community. Social studies are a suitable lens for seeing and appreciating that experience (Pope & Patterson, 2012). The experience referred to can be used as the knowledge that can be packaged into social studies teaching materials.

Knowledge related to readiness in fulfilling the sustainable needs of the SDGs becomes an important dimension for students to know and understand. That is chosen to prepare students from an early age to be able to adapt to changes in economic conditions through strategies especially in running micro-businesses when a disease outbreak such as the Covid-19 pandemic occurs today. There are several bad possibilities for events that are currently happening or that have already occurred to serve as a learning. Teaching materials are chosen because they can be arranged in a form that suits the needs of students and the characteristics of the teaching material that will be presented (Panne in Prastowo, 2015). The purpose of teaching materials is to deliver messages, stimulate the thoughts, feelings, and willingness of students, so as to encourage the creation of a learning process in students. In fact, teaching materials have the function to present learning information to students (Sudjana, 2010).

Social studies are the right subject to be used as a medium because in the senior high school social studies teaching materials. It includes integration of various social and humanities disciplines, as well as basic human activities that are organized and presented for educational purposes (Sapriya, 2016). The teaching materials referred to in this research are in the form of audiovisual teaching materials where the results of this research are combined with audio signals and moving images. The purpose of the teaching materials is to attract attention, stimulate students to think critically, train their social sensitivity, foster an entrepreneurial spirit, and

implement social problem-based social studies learning.

Sustainable Development Goals (SDGs)

~~Sustainable Development Goals~~ (SDGs) are a series of global goals set in 2015 through Resolution 70 / I of the UN General Assembly which are targeted to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the progress between humans and nature for life in the future, namely people, planet, prosperity, peace, and partnerships. One study states that the Indonesian government supports the resolution by stipulating Presidential Decree No.59 / 2017 on SDGs, which is further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti et al, 2018).

This strategy puts forward the agenda of democratization, equitable development, and good governance (Seregig et al, 2018). The resolution gives a positive impact on the human development index (HDI) (United Nations Development Program / UNDP, 2016). In the SDGs road map for Indonesia towards 2030, it has been stated that there are 17 **Sustainable Development Goals**, one of which is the fourth goal, namely quality education. Quality education is included in the pillars of social development in addition to goals such as without poverty, without hunger, a healthy and prosperous life, and gender equality. This condition shows that the goal of quality education aims to ensure the distribution of quality education and increase learning opportunities for all people, ensure inclusive and equitable education, and encourage lifelong learning opportunities for all people (Metadata Indicator SDGs Indonesia Edition II, 2020).

It can indicate that education is recognized as the key to creating a sustainable economy (ISSC, 2016) because quality education will be able to reduce the unemployment rate in a country (Passey & Samways, 2016). A study states that the goals of quality education can be achieved if the country, in this case, the government, is able to guarantee the quality of education services itself (Dewi et al, 2018).

Research Method

This research methods section mentions it is phenomenology, but the specific characteristics of a phenomenology approach did not present. The authors need to clarify its details properly. In all, the research methods scopes are not focused. Please describe the structure into: design, participants, instruments (guidelines for observation, in-depth interview), data collection (observation, in-depth interview, field notes, documents, transcript), data analysis (domain analysis, taxonomy analysis, componential analysis, thematic analysis).

This research method used a qualitative approach with a phenomenological research design. Phenomenology is defined as a method of thinking to develop knowledge with logical, critical systematic steps, which is not based on prejudice, and not dogmatic about the human experience. Therefore, phenomenology is recognized as a research method that seeks to reveal the universal essence of phenomena that are personally experienced by a group of individuals (Cresswell, 1998). The experience in question is everything that relates to the survival strategies adopted by informal sector traders amid the Covid-19 period in Surabaya, which includes their economic condition (traders) before the covid-19 pandemic, the informal sector economic process amid the Covid-19 outbreak, and strategies employed by informal sector traders to be able to survive in the midst of crisis due to Covid-19 that hit Indonesia, especially in Surabaya. The results of this research are used as social studies teaching materials in achieving and realizing SDGs. This

research was carried out from May to June 2020. The subjects of this research were informal sector traders belonging to the Micro, Small, and Medium Enterprises (MSME) which were selected accidentally.

Knowing that phenomenological research focuses on something that is consciously experienced by any individual of the experience that has been passed, the data collection techniques used are in-depth interviews, documentation (audio and visual), and field notes. Interviews were conducted to obtain information from informal sector business actors in Surabaya who are currently struggling in the midst of crisis due to the Covid-19 pandemic. The interviews were documented via audio or visual. While, field notes were used to write about what was heard, seen, experienced, and thought about in order to collect data and make reflections on the data. It was intended to understand the symptoms of both spoken and written language as well as to study the phenomenon more deeply (Alfred Schults in Smith, 2009).

Results and Discussion

Informal Sector Condition Before The Covid-19 Pandemic

WHO has declared COVID-19 as a pandemic. This indicates that there has been a sudden increase in the number of cases of Covid-19 in a population in a certain area which has spread to several countries or continents and generally affects many people. Although the death rate caused by it is still less than that caused by the bird flu virus, or dengue fever, the transmission can occur *exponentially* in an area until this virus has now become a Covid-19 pandemic which has affected the entire world due to its spread to more than 211 countries.

The number of coronavirus cases worldwide has reached 36,372,696 cases. Of that number, 1,059,616 patients died. Due to the increasing number of Coronavirus cases in the world and Indonesia, the government issued regulations of *social distancing* or keeping a safe distance, and partial regional quarantine in many regions to minimize the spread of Covid-19. Most recently, the government issued a **Large-Scale Social Restriction (PSBB)** regulation through Government Regulation Number 21 of 2020.

Before the Covid-19 pandemic, the economic conditions in the informal sector still showed positive growth and were relatively sufficient to fulfill daily needs. Based on the analysis that has been carried out, the economic conditions in the informal sector before the pandemic in Surabaya were identified, namely the informants in this research were able to fulfill their daily needs; the turnover obtained was in accordance with the capital spent, even sometimes it was more than enough; they were not confused about finding customers and strategic locations to market their products; they did not take a long time to market their merchandises; and their activities were not limited by the rules of time in marketing the merchandises.

Informal Sector Condition Amid The Covid-19 Pandemic

Since the Covid-19 pandemic hit Indonesia, various policies was implemented by the government such as issuing a call for *social distancing* and appeals for *Work From Home* for employees. Furthermore, imposing regional restrictions and building special hospitals for handling Covid-19 were also implemented. Hence, certainly, these policies will give an impact on society, for both the middle to lower class and the elite one.

There is an unavoidable fact created by the impact of the spread of coronavirus (COVID-19), namely the economic turnover of the community which has decreased drastically in every region including Surabaya. After the *social distancing* or *physical distancing* policies were applied, the impact was immediately felt by the tourism, transportation, service, trade, financial, and industrial sectors. The impact of the economic downturn is getting wider that workers were also

threatened with the termination of employment. Informal sector actors ranging from small traders, daily workers, to online motorcycle taxi drivers are also at risk of losing their income and jobs.

The large-scale social restrictions implemented in several stages by the Surabaya Municipal Government have given a significant impact on informal sector actors such as street vendors and shop sellers. The decline in consumption activities in the community has led to a decrease in the sales turnover they earned. This decrease in turnover certainly led to an impact on the decreasing household income which results in the inability of informal sector actors to fulfill their household needs and reach the household costs that must be met.

"... I experience a decrease in sales. Usually, I can earn up to 500 thousand per day. Now, the maximum that I could earn is only 300 thousand, even less than that. " (Sundari, 48th - Seblak Seller)"

As we know, schools or academic environments are strategic locations to find consumers of products/goods sold by traders. The existence of the activities of students can greatly affect the income of traders. With schools, traders also do not need to be confused about finding a crowded place to sell their products to achieve the return of the capital. Meanwhile, when all schools in Indonesia, including in Surabaya, were closed to prevent the spread of the Coronavirus, traders who used to sell in every school admitted that their sales turnover had decreased drastically and sometimes it was difficult for them to return their initial capital.

".... no buyers. It's not like it used to be before the covid pandemic. My customers are mostly students who live in the boarding houses around here. Now the campus is closed, so there are only very few buyers. Usually, I can earn 1 to 2 million, now only 700 thousand to 1 million ". (Sri Utami, 60th – basic needs seller)"

The number of buyers is indeed uncertain every day so that the daily income cannot be predicted. However, the conditions before Covid-19 were very different compared with the conditions today. Places that were previously crowded with buyers are now deserted. Therefore, all traders are confused about finding a location to sell with lots of buyers.

".... my income decreased. Before the corona hit, I could earn 300 thousand. However, now it is even very difficult for me to get 100 thousand. (Rosiah, 57th - Angsle Ronde Trader)"

The curfew, which was implemented in several areas in Surabaya, also influenced the sales of the sellers' products. Many regions have imposed curfew by closing portals or restricting activities in and out of their areas. This, of course, gives an impact on decreasing consumer activity at night and limiting the space for the sellers or traders to sell their products at night. The following is the difference in the average turnover of Informal Sector Traders before and after Covid-19 (Table 1)

Table 1. Average Turnover of Informal Sector Traders Before and After Covid-19 Pandemic

No	Types of Business Sector	Turnover	
		Before	After
1.	Street Vendor	300.000 – 500.000	<100.000 – 300.000
2.	Shop Owner	1.000.000 – 3.000.000	< 1.000.000

Table 1 shows that many informal sector traders, especially street vendors and shop owners have experienced the decline in their turnover. In general, they experienced a significant impact on their business due to decreased customer demand and felt that there was limited room for movement to sell their products.

Survival Strategies in Informal Sector Amid The Covid-19 Pandemic as Social Studies Teaching Materials in Realizing ~~Sustainable Development Goals (SDGs)~~

The Covid-19 pandemic has not only impacted the health sector, but also the economic one. The economic impact caused by the Covid-19 pandemic was more severe compared with the economic crisis occurred in 1998. During 1998 economic crisis, MSMEs were still able to survive and they also provided jobs for 'lay off' workers due to the economic crisis (Septyaningsih & Rahardjo, 2020).

The business sector in Indonesia is dominated by MSMEs (99%) and they have been becoming a source of income for 97% of the workforce in Indonesia (Ministry of Cooperatives and Small and Medium Enterprises, 2015). The Covid-19 pandemic has not only affected large companies but also given an impact on the sustainability of small and medium enterprises and their workers. The decline in sales and income as well as the disruption in the distribution of raw materials as the results of COVID-19 have forced businesses to reduce production activities and even stop their production. This condition affects workers. The Ministry of Cooperatives and SMEs recorded that 37,000 SMEs were affected by COVID-19 (Rakhma & Setiawan, 2020).

It was estimated that the number would be much higher because not all MSMEs, with a total of more than 56 thousand, have reported their business conditions. Meanwhile, data from the Ministry of Manpower as of May 27, 2020, recorded that the impact of COVID-19 has resulted in 1,058,284 formal sector workers were homed and 380,221 formal sector workers were laid off. Meanwhile, the informal sector workers affected by COVID-19 were 318,959 people. The total number of formal and informal sector workers affected by COVID-19 was 1,757,464 people (Ministry of Manpower, 2020).

At the beginning of the COVID-19 pandemic, the government socialized the *Social Distancing* movement policy. Then, the government issued the regulation of PP No. 21 of 2020 concerning the ~~Large Scale Social Restrictions (PSBB)~~ policy. The policy aims to break the chain of spreading the COVID-19 virus by limiting activities in public places, working at home, as well as limiting the activities in the workplaces, trade centers, and so on. For the business world, this pandemic condition affects production activities due to decreased sales, scarcity of raw material supplies, and so on.

Based on the results of the survey carried out by LIPI, the COVID-19 pandemic caused 39.4% of entrepreneurs to stop the production activities. However, 57.1% of businesses kept running although the production was declining. Businesses that have stopped their business activities are the types of businesses that need a lot of interaction with other people, such as retail trade reaching 45.2%, and community services reaching 49.8%. Likewise, types of businesses that require quite a lot of capital and labor, such as the construction and building sector reaching 44.2%, and company services reaching 50.7%. Meanwhile, businesses that reduce the production occur in almost all economic sectors but are prominent in the manufacturing sector, electricity, gas and drinking water, mining and quarrying, and in the agricultural sector.

Losing a job or getting laid off is the impact experienced by workers during the COVID-19 pandemic. Based on the results of the survey, as many as 15.6% of workers lost their jobs or were laid off. Almost all economic sectors reduced the number of workers, but the highest sector was business in the construction and building sector (29.3%), trade sector, restaurants, and accommodation sectors (28.9%).

The impact of the COVID-19 pandemic is also felt by those who work as freelance workers in the agricultural and non-agricultural sectors. Freelance workers in the agricultural sector are those who work for other people who are temporary in the agricultural business, both household businesses and non-household businesses by receiving wages in either goods or money with a daily or piece-rate payment system, such as agricultural labor. While, freelance workers in the

non-agricultural sector work in fields other than the agricultural sector, such as mining, trade, building, services, and so on. For example, construction workers or air conditioning service workers, who only work when there is a job call.

The results of the survey show that 55.3% of freelance workers stopped working because they did not get a job at all. Then a total of 37.8% of freelance workers stated that the number of job offers was decreasing during the COVID-19 pandemic. Survival strategy is an action chosen and carried out by everyone to be able to survive through work or whatever is done. Based on the results and findings of the survey conducted in the field, the strategies undertaken by traders for business continuity in Surabaya are as follows;

Conducting Online Sales

After the transitional ~~Large Scale Social Restrictions~~ (PSBB) policy was implemented, the sellers or traders received an income increase of 20% because there were still many office workers who brought their own foods to avoid food stalls or restaurants, as well as workers who were working from home. Sellers then tried to find effective ways to market their products through online-based sales. Those who already had a fixed place (shop) chose to open a delivery service. The sales are carried out directly or online using social media (Whatsapp) to local communities who most of the time only stay at home.

Knowing that the scope is not too wide, the sales are carried out directly to the house, and payment is made at the time when the goods are received (*Cash On Delivery*). This business strategy is effective to support the community in fulfilling their daily needs, especially basic food needs, without having to leave the house. Marketing the business products through platforms such as Gojek, Grab, etc., is one of the survival strategies that traders use to keep running their business. Through the application features such as *go food*, *go send*, etc. the traders can reach the consumers who are far away without having to come to them. Likewise, with the consumers.

Moving to Another Location

According to the results of interviews that have been carried out, some traders complained that their business turnover has decreased drastically due to the policies implemented by the Surabaya Municipal Government. To deal with the very low number of the buyer, they would choose to move their sales location to a more strategic one. Moreover, mobile traders still found it difficult to earn income because they were unable to sell their products both online and offline. Thus, the strategy that can be employed is to choose and move to a new and more crowded place.

Eventually, the very low number of sales has made the traders choose to *walk out* of the place that had been rented and occupied by them for years due to the very low number of buyers influenced by the policies implemented. Choosing to move to a more strategic location at the moment is the choice taken by most of the traders in the informal sector.

Selling Frozen Food

~~Large-scale Social Restrictions~~ (PSBB) made people have to limit their movement outside the home. Running a business on Frozen Food Selling is an attractive solution to offer because it is durable, practical, and easy to serve. People can save time for shopping because they can immediately buy frozen food as food stock for a few weeks. Frozen meatballs, nuggets, chicken, sausages, potatoes, dim sum, etc. can be served quickly, it can be fried or steamed.

Conducting promotion for traded goods can be easily done by making advertisements in both electronic and print media. In the current era, promotion can be carried out easily, namely through social media which has a very large number of followers and can reach various parts of the world. With the promotion, potential customers can find out the quality, shape, and price of the products offered. Promotions can attract more consumers by providing tasters and discounted prices at the start of product launching.

The strategies can be in the form of shifting from ready-to-eat food seller to processed food seller and using attractive advertisements to generate buyers' interest. The use of social media also plays an important role in the strategy to market the products.

Various strategies employed by informal sector traders to survive in the midst of the Covid-19 pandemic are used as learning materials which are packaged in the form of teaching materials that combine audio-visual aspects. It is conducted to attract attention, encourage students to think critically, train social sensitivity, foster their entrepreneurial spirit, and implement social problem-based social studies learning. This is relevant because in this research, the data process uses documentation (audio and visual) so that the audio-visual teaching materials become learning resources that are relevant to be implemented in social studies learning for students.

This such condition is an effort carried out in order to achieve and realize the goals of quality education. *Sustainable Development Goals* are global goals set in 2015 through Resolution 70 / I of the UN General Assembly which are targeted to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the progress between humans and nature for a better life in the future. Those are people, planet, prosperity, peace, and partnership. One study states that the Indonesian government supports the resolution by stipulating Presidential Decree No.59 / 2017 on SDGs, which is further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti et al, 2018).

The strategy puts forward and focuses mainly on the agenda of democratization, equitable development, and *good governance* (Seregig et al, 2018). The resolution gives a positive impact on the human development index (HDI) (United Nations Development Program / UNDP, 2016). In the SDGs road map for Indonesia towards 2030, it has been stated that there are 17 Sustainable Development Goals, one of which is the fourth goal, namely quality education. Quality education is included in the pillars of social development in addition to goals such as without poverty, without hunger, a healthy and prosperous life, and gender equality. This condition shows that the goal of quality education aims to ensure the distribution of quality education and increase learning opportunities for all people, ensure inclusive and equitable education, and encourage lifelong learning opportunities for all people (Metadata Indicator SDGs Indonesia Edition II, 2020).

From the explanation above, it can be indicated that education is recognized as the key to creating sustainable economy (ISSC, 2016). It is because quality education is believed to be able to reduce the unemployment rate in a country (Passey & Samways, 2016). A study states that the goals of quality education can be achieved if the country, in this case, the government, is able to guarantee the quality of education services itself (Dewi et al, 2018). Although the data reported on the metadata for sustainable road indicators does not explicitly mention the steps that must be taken to realize the SDGs through teaching materials, the report states in indicator 4.2.1 that the fields of learning, health, and psychosocial are essential components.

Conclusion

Based on the findings of this research, it can be concluded that: 1) The Covid-19 pandemic has a wide impact not only on the health sector but also on the economic sector. One of the sectors affected is the informal sector, which includes those who work as street vendors and small businesses such as shops; 2) Before the Covid-19 pandemic, the economic conditions in the informal sector still showed positive growth namely: informal sector actors were still relatively able to meet daily needs and run their businesses, the selling time (until all products are sold out) was relatively fast, the movement space was not limited because the ~~Large Scale Social Restrictions~~ (PSBB) and curfew regulations in the villages have not been enforced; 3) To get through this pandemic, traders implemented innovations in selling their products as a form of survival strategy in the midst of the pandemic that has hit the country, including selling products

online, looking for more strategic locations, making innovations on products (*frozen food*). The results of this research can be used as social studies teaching materials in realizing SDGs because they contain learning materials based on social problems such as survival strategies employed by informal sector traders amid the Covid-19 pandemic. It helps the students to be well-prepared to face and live the realities of life in the future with various alternatives/strategies.

The recommendations put forward for the continuity of this research are: 1) Municipal Government should carry out trials or role models to see the impact and immediately make alternative solutions to problems before making and stipulating policies; 2) Informal sector traders should have the courage to make innovations for the continuity of their products or businesses; 3) The participation of community development institutions, stakeholders, and academics in providing training or business development guidance to informal sector actors is very much needed; 4) Studies related to social problems as learning resources for students to achieve and realize the SDGs as a provision for life in the future need to be implemented.

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-add with 2021 journal references

-add at least 2 articles from OpenED journals, JSSER, RESSAT, REPAM, JCVE, JCSR

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LAMPIRAN B – 2

Reviewer B

Resubmit

The results of revision indicate that

-many writing still show errors in various trivialities, basic academic writing are errors, e.g. abbreviation, citation, the use of APA

-methods of this research are confused

-presentation of results and discussion are wrong. The results totally did not confirm the research questions.

-researchers set two research questions, but the results present 6 data that are different from the set research questions.

-conclusion is made in weak statement and did not support theories used in this study

SURVIVAL STRATEGIES OF INFORMAL SECTOR TRADERS AMID COVID-19 PANDEMIC IN INDONESIA AND ITS USE AS SOCIAL STUDIES TEACHING MATERIALS IN REALIZING SUSTAINABLE DEVELOPMENT GOALS (SDGs)

Abstract

The objectives of this research are: first, to analyze the survival strategies of informal sector traders amid the Covid-19 pandemic; and second, to take the results of this research as social studies teaching materials in realizing SDGs. The research method used in this research are case study qualitative approach and in-depth interview data collection methods. The research subjects were 15 people determined by using the purposive sampling technique. The characteristics of traders analyzed in this research are informal sector traders including street vendors and food stall traders who are the most affected groups. This research was conducted from April to December 2020. This research used a case study approach focusing on uniqueness (best practices) that are carried out for survival. The research instrument used the interview guidance technique with open-ended questions. In addition, the researchers also carried out participant observation by visiting the traders' place and becoming the buyers to see, hear, and study subjects directly regarding what they thought and did when they practiced finding a solution when large scale social restrictions (PSBB) was applied. The results of interviews and observations were transcribed by classifying the pattern of the strategy undertaken. In the data analysis stage, the interview and observation data were transcribed, the patterns were coded and analyzed based on the research objectives. The data validation stage was carried out by verifying the reliability and validation of the information collected through data triangulation. The method used to achieve the second objective is taking the results of the research as social studies teaching materials in realizing SDGs. The steps taken are first, integrating the results of the adaptive strategy of traders into the themes/Basic Competencies (KD) in the Social Studies curriculum for Junior High School level, namely the theme of the Basic Competency of 3.3. Understanding/analyzing the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, supply, and demand) and the Basic Competency of 4.3. Explaining/presenting the analysis results of the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, demand, supply, and demand) and interactions between spaces for the sustainability of Indonesia's economic, social, and cultural life.

For the first research objective, the results of the research show that the strategies undertaken by informal sector traders to maintain their business include selling goods online, storing products, and turning them into frozen food so that they last longer, and finding a more strategic location for trading.

The results of this research can be used as social studies teaching materials for junior high school, namely the theme of the Basic Competency of 3.3. Understanding/analyzing the concept of

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interaction between humans and space to generate various economic activities and the Basic Competency of 4.3. Explaining/presenting the analysis results of the concept of interaction between humans and space to generate various economic activities. The use of research results as social studies teaching materials has fulfilled the SDGs elements, especially the elements of No Poverty and Sustainable Production and Consumption.

Keywords: *Survival Strategies, Informal Sector, Social Studies Teaching Materials, Sustainable Development Goals, Surabaya*

Introduction

Coronavirus disease 2019 (COVID-19) was first identified in November 2019 in Wuhan, Hubei-China (Davenport et al., 2020; Steuer et al, 2019; Huang et al., 2020). This incident is classified as a non-natural disaster caused by a disease outbreak. Since then, the disease outbreak has spread rapidly. It has also been stated that the possibility of the number of infected people who have not been registered or show the symptoms is much higher (Wu et al. 2020). Therefore, WHO declared this incident a global pandemic (Cucinotta & Vanelli, 2020; Lloyd-Sherlock et al., 2020; Sohrabi et al., 2020; Watkins, 2020), affecting all sectors of society and all aspects of life, and even those who are not directly affected by the virus (Davenport et al., 2020).

The increasingly widespread spread of Covid-19 has driven the government to take a decisive step namely locking down large parts of society and economic life (Ye, et al, 2020; Oluwatomi et al, 2020; Bardhan, P., 2020). This decision is a form of disaster response efforts undertaken to reduce the risk of the spread (Pourezat et al, 2010; Lai et al, 2020). The determination of the Covid-19 disaster status imposed by the government led to natural disasters, increased unemployment rate, and increased economic hardship for the community (Israhadi, 2020). The Covid-19 pandemic has caused many economic difficulties for the community, especially traders in the informal sector. It was due to restrictions on community activities which resulted in a decrease in people's purchasing power. This compelling situation has led to many polemics in society because it attacked business people engaged in the field of procurement of goods and services (Grazyna, 2020).

Currently, the Covid-19 outbreak is considered a transnational emergency (Kyo Man Ha, 2020; Uma Lele, Sambuddha Goswami, 2020). After the report, several countries implemented entry screening measures for immigrants from China and repatriated their residents who lived in Wuhan (Phelan AL et al, 2020; Chinazzi M et al, 2020; Jenigan DB, 2020). Various policies have been enforced by affected countries, such as China, Thailand, Japan, the Republic of Korea, South Korea, and the United States (WHO, 2020). Accelerating the Covid-19 handling, especially the provision of Personal Protective Equipment (PPE), monitoring, and coordination are essential to assist the Task Force for the Acceleration of Covid-19 Handling in Indonesia (Hamzah, 2020).

In China, the Covid-19 handling was carried out by installing infrared thermometers in public transportation facilities, closing public markets in Wuhan for environmental sanitation and disinfection, and finally, applying lockdowns (Wuhan Municipal Health Commission, 2020). In Thailand, the Department of Disease Control has implemented a screening protocol for fever observation in travelers from all flights from Wuhan to the airport with a screening protocol. In addition, the Thai Ministry of Public Health has upgraded the emergency operations center to Level 2 to monitor the situation at the national and international levels (Thai Ministry of Public Health, 2020). Meanwhile, in Japan, epidemiological tracing and investigations were carried out by health authorities by carrying out epidemiological investigations including telephone tracing. Japan has also corporated with WHO and other countries for joint investigations and information sharing (Ministry of Health Press Statement, 2020).

In Indonesia, the Covid-19 case was confirmed from March to December 2020. Various efforts to suppress the spread of the virus are still being carried out at all levels of the community because during the disaster and after the disaster, institutions at the community level in general, also

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experience the breakdown (Prihatin, 2018). One of them is the implementation of Large-Scale Social Restrictions (PSBB) which have been regulated in Law no. 6 the Year of 2018 concerning Health Quarantine and the issuance of the Chief of Police Declaration Number: Mak / 2 / III / 2020 concerning Compliance with Government Policies in Handling the Spread of the Corona Virus (Covid-19).

This virus has also given a big impact on both the local and global economies. Fear of the unexpected effects of Covid-19 has had a significant impact on the world economy so that many economic actors are currently experiencing a recession (GDA, 2020). This condition can be seen from the fact that has occurred such as job losses due to layoffs and reduced working hours (Adams, 2020). Among economic actors, those most affected by the pandemic are informal sector traders. Thus, a solution way to get up and avoid the impact of covid by determining strategies for survival is needed.

Survival strategy is one of the efforts that can be undertaken by informal sector traders to meet their daily needs in a sustainable manner. The crisis has threatened the function and performance of economic actors (Boin, 2009; Comfort, 2002; Quarantelli, 1988; Williams et al., 2017). As a consequence, traders in the informal sector need a survival strategy to avoid poverty. Significant turbulence has given impacts starting from disrupted structure, routine, and ability (Williams et al., 2017). By looking at the impact experienced by this sector, the survival strategy is considered important to be taught in Social Studies learning as a current issue that can be used as teaching materials in Social Studies learning.

Teaching materials are important components in the learning process in school (Annisa, 2019: 13). This way, they provide the information obtained and the materials developed to students and help them utilize useful tools in the long and tiring educational process (Bilgiler et al., 2011). Teaching materials are very important to use in Social Studies learning related to the latest issues regarding the survival strategies of informal sector traders during the Covid 19 pandemic in Surabaya. The pandemic has caused individuals to question about several social structures currently (McCorkle, 2020). One of them is the current issues that are very important to be used as teaching materials in Social Studies learning.

Sustainable Development (SDGs) is one of the efforts made by the Indonesian government to achieve the safety of humans and the planet, which is the world's agenda. The knowledge of future teachers about SDGs is very important because there is a significant direct impact of learning regarding certain SDGs in higher education institutions (Bekteshi & Xhaferi, 2020). Thus, it is very important to take the SDGs concept as one of the goals in learning. Economic welfare encourages sustainable development at the community level (Ijaiya, 2009). The economic welfare of the community is an important indicator for the successful implementation of the Sustainable Development Goals (SDGs) in Indonesia. As one of the countries that supports the implementation of SDGs and seeks to eradicate poverty, hunger, and other social problems, the Indonesian government started with an equitable development program that was implemented in all regions in Indonesia. In this research, the focus points are No Poverty and Sustainable production and consumption.

This research explains how the survival strategies employed by informal sector traders in Surabaya during the Covid-19 pandemic are and how to use the results of this research as social studies teaching materials in achieving and realizing the SDGs. The goal is to keep economic activity from slumping. Moreover, the strategies carried out are used as teaching materials for students in an effort to realize the SDGs in the three focus pillars, namely No Poverty and Sustainable Production and Consumption. The results of this research can be used by the government to formulate policies as a long-term preparation effort in the economic field to survive the bad conditions amid the Covid-19 pandemic in order to avoid an economic downturn and take the results of this research as teaching materials in schools.

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Research Questions

The current pandemic has had a lot of impact on various sectors of life, one of them is the economic and education field. After the research is carried out, the facts found indicated that there are efforts and strategies carried out by people affected by the pandemic. Among them are strategies carried out by informal sector traders who still exist during the Covid-19 pandemic era. The adaptations used by these traders will be used as teaching materials in Social Studies learning. This research focuses on the adaptation used by informal sector traders as an effort to survive the Covid-19 pandemic. The results of this research will be used as Social Studies teaching materials in schools. The research questions are:

1. What are the survival strategies employed by informal sector traders during the Covid-19 pandemic?
2. How can the results of this research be used as Social Studies teaching materials to realize the SDGs?

Literature Review

Informal Sector Traders Amid The Covid-19 Pandemic

The implementation of *lockdown* has disrupted the daily life of the community; the pandemic has caused an unprecedented economic shrinkage in major countries and business closures all over the world (Jason A. Tetro, 2020; Kyoo-Man Ha, 2020). To deal with this issue, the government in every country has globally provided financial support to businesses and the informal sector by equalizing up to 80% of their monthly wages. Due to the high demand for emergency funding, many entrepreneurs use short-term bank loans to maintain the income level (Oluwatomi Iken, Uzoma Abakporo, Olaniyi Ayobami, Timothy Attoye, 2020). Those who have low-paying jobs or economic activists from the informal sector feel insecure because they have experienced the biggest impact of Covid-19 such as job loss or temporary closure of their businesses.

Until today, the definition of the informal sector has often been associated with the main characteristics of middle to lower-class entrepreneurs or economic actors (Andreas Kuckertz, 2020). The characteristics of informal sector actors include carrying out business activities that are primarily based on people's independence, utilizing simple technology, mainly coming from family labor without wages, using local resources for business raw materials, mostly serving the needs of the lower middle class, their education level and the quality of the resources are low (Andreas Kuckertz, 2020).

The existence and continuity of informal sector activities in the contemporary economic system is not a negative symptom, but rather a social-economic reality that plays an important role in both community and national development (Mark Davenport, Mikko P. Pakarinen, Paul Tam, Pablo Laje, George W. Holcomb. 2020). At least, when the development program is not able to provide job opportunities for the people, the informal sector with all its shortcomings is able to play a role as a shelter and alternative job opportunities for job seekers. Most of the development that occurred in big cities of the third world countries, especially in Southeast Asia, is often not balanced with the availability of adequate employment opportunities, even though it actually shows quite rapid economic development (McGee, 1977).

The overflow of the workforce that occurs in rural areas due to high population growth rates and the very limited employment opportunities has driven a large-scale migration process from rural to urban areas which aim to gain a better livelihood. This can be seen in the emergence of slum pockets, with odd jobs in the informal sector, low productivity, and subsistence which aims only to survive (Dieter Ever, 1991). The process of informalization occurs due to the nature of subsistence, low productivity, capital accumulation, and weak investment, as well as strong pressure of the formal macro system coming from outside (Rachbini, 1994).

According to The Ministry of Cooperatives and Small and Medium Enterprises, the development

of MSMEs in Indonesia in 2018 was recorded at 64,194,057 businesses. This number has increased by 2.02% from 2017, where there were 7,817 people categorized in the informal sector working as street vendors (PKL) in Surabaya. The data were obtained from the Surabaya City Cooperative Office. The Covid-19 pandemic has given significant impacts on MSME players. The Ministry of Cooperatives and Small and Medium Enterprises stated that there were around 37,000 MSMEs seriously affected by this pandemic. According to the report, it has also been stated that around 56% of them experienced a decline in sales. A further 22% reported difficulties in terms of financing, 15% reported difficulties in distributing goods, and 4% reported difficulties in obtaining raw materials.

In Surabaya, Covid-19 has had a significant impact on economic trade. Transactions in traditional markets have decreased by 50% because people rarely go outside amid the pandemic. They feel that leaving the house, especially going to the traditional market, is an unsafe act. The traditional market is identical to a place with a narrow space for movement between one trader and another. Moreover, crowds of people are also easy to find while shopping at the traditional market. The solution of providing the convenience of buying and selling online is also not very significant. This is because the level of people's purchasing power has decreased due to the big number of layoffs. This was disclosed by the Head of the Surabaya City Regional Business and Economic Administration Section.

Survival Strategies

Survival strategies referred to in this research are related to the strategies employed by informal sector traders to fulfill their daily needs both today and in the future. Sustainability may only be an important factor for people whose ecological consumption is important (Juho Hamari et al, 2015). It means that sustainability is an important thing for humans in an effort to do consumption activity which is used as a survival strategy. In recent years, the Circular Economy (CE) has received increasing attention worldwide as a way of addressing current production and consumption models based on sustainable growth and increasing resources worldwide (Patrizia Ghisellini et al, 2016). The survival strategies should be based on sustainability so that they can be used in the long term in an effort to meet their economic needs.

In general, knowledge management is seen as a strategy to collect, store, and retrieve knowledge systematically and then distribute the results to people in need promptly (Tatham and Spens, 2011). Knowledge must be able to help students in understanding one of the strategies to survive in the face of a pandemic. Education is a key factor in creating a sustainable economy (Maya Puspita Dewi et al, 2018). This means that education must be able to help students in efforts to create economic stability for themselves in a sustainable manner, especially when facing the Covid 19 pandemic. Sustainable economy is one way that can be used as a method to realize Sustainability development Goals (SDGs).

Social Studies Teaching Materials

In achieving excellence in Social Studies learning, the learning process will be more impactful if it is meaningful, integrated, value-based, challenging, and active (NCSS, 1994). In line with that, the theme taken is about the survival strategies of informal sector traders during the pandemic which are used as teaching materials. It is the only tool that can change people's behavior so that they can evaluate their actions and take decisions by taking into account the needs of sustainable development education and enlightenment in all its forms and manifestations (Inna Fedulova et al, 2019). In-class learning seems theoretical and considers social science as a non-contextual subject. While, contextuality is a part of social science itself, referring to Barr (1978), it can be seen from the extent to which the social science curriculum can be dynamically applied to solve social problems in society (Wasino et al, 2020).

Education is a very important pillar to strive for sustainable development (SDGs). Through education, community behavior can be changed according to the education they attend in schools

so that various knowledge they get can be taken as provisions when living life in the community. Social Studies is a suitable lens for seeing and appreciating the experience (Alexander POPE & Timothy PATTERSON, 2012). The experience in question can be used as knowledge which can be packaged into Social Studies teaching materials.

Knowledge related to readiness to meet the sustainable development goals (SDGs) is an important dimension for students to know and understand. This was chosen to prepare students from an early age to be able to keep up with changes in economic conditions through strategies in running micro-businesses when a disease outbreak such as the Covid 19 pandemic occurs today. There are several bad possibilities for events that could happen or that have happened to be used as a lesson. Teaching materials are chosen because they can be made in a form that suits the needs of students and the characteristics of the teaching material presented (Panne in Prastowo, 2015). The purpose of teaching materials is to deliver messages, stimulate the thoughts, feelings, and willingness of students, to encourage the creation of a learning process in students. In fact, teaching materials have the function to provide learning information to students (Sudjana, 2010). Many research studies reveal that the quality and achievement of students in a school depends significantly on educators (Studies & Bilgiler, 2021a), which means that when teaching materials can support teachers in innovating with the teaching materials used, the quality and achievement of students can be improved.

Social Studies is an appropriate subject that can be used as a medium because, in Social Studies learning materials for Junior High School level, there is an integration of various social and humanities disciplines, as well as basic human activities that are organized and presented for educational purposes (Sapriya, 2016). The teaching materials, referred to in this research, are in the form of audiovisual teaching materials where the results of this research are combined with audio signals and moving images. The objective is to attract attention, stimulate students to think critically, train social sensitivity, foster an entrepreneurial spirit, and implement social problem-based Social Studies learning presenting an interesting concept for Social Studies educators (Studies & Bilgiler, 2021b).

Sustainable Development Goals (SDGs)

Sustainable Development Goals (SDGs) are a series of global goals set in 2015 through Resolution 70/I of the UN General Assembly which are targeted to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the development of humans and nature for the life in the future, namely people, planet, prosperity, peace, and partnerships. One study states that the Indonesian government supports the resolution by stipulating Presidential Decree No.59 / 2017 on SDGs, which is further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti et al, 2018).

This strategy puts forward the agenda of democratization, equitable development, and good governance (Seregig et al, 2018). The resolution gives a positive impact on the Human Development Index (HDI) (United Nations Development Program / UNDP, 2016). In the SDGs road map for Indonesia towards 2030, it has been stated that there are 17 Sustainable Development Goals, one of which is the fourth goal, namely quality education. Quality education is included in the pillars of social development in addition to goals such as No Poverty, Zero Hunger, Good Health and Well-Being, and Gender Equality. This condition shows that the goal of quality education aims to ensure the distribution of quality education and increase learning opportunities for all people, ensure inclusive and equitable education, and encourage lifelong learning opportunities for all people (Metadata Indicator SDGs Indonesia Edition II, 2020).

It can be indicated that education is recognized as the key to creating a sustainable economy (ISSC, 2016) because quality education will be able to reduce the unemployment rate in a country (Passey & Samways, 2016). A study states that the goals of quality education can be achieved if the country, in this case, the government, is able to guarantee the quality of education services itself

(Dewi et al, 2018). In this research, the focuses that will be supported with the implementation of survival strategies for informal sector traders during the pandemic used as teaching materials in Social Studies learning are No Poverty, Sustainable Production and Consumption, and Quality Education.

Research Method

In the previous comments, suggestions have been made to define the different between research design and approach. The authors did not revise this section based on the suggestions

To avoid from jumping ideas and to achieve coherence and unity of Methods section please arrange this section into

Design

Participants

Instrument

Data collection

1. observation
2. Interview
3. Document analysis

Data analysis

Your design is a case study. Please be consistent to use the proper model of analysis from Cresswell or Yin. Miles and Huberman' model is not proper to your design

The research method used to answer the first research question was the qualitative method with a case study approach. It is a research method carried out by collecting data through in-depth interviews to find out the survival strategies employed by informal sector traders in the midst of the Covid-19 period in Surabaya. In-depth interviews were used to collect data which include economic conditions (traders) before the Covid-19 pandemic, the informal sector economic process amid the Covid-19 outbreak, and strategies applied by informal sector traders to survive the crisis caused by Covid-19 that hit Indonesia, especially Surabaya. In-depth interviews were conducted to obtain information from informal sector traders in Surabaya who are currently struggling in the middle of a crisis due to the Covid-19 pandemic. The interviews were documented via audio or visual.

[the above paragraph contain various descriptions that shift from one trivial information into other trivialities, not focus and not coherence; design, data collection, and back to participant at the next section]

The research subjects were obtained using the purposive sampling technique. The characteristics of the traders analyzed in this research were street vendors and small traders who have their own places or kiosks, street vendors who keep selling their goods even though other traders in the vicinity have closed their stalls, and traders who made certain innovations in selling strategies during the Covid-19 pandemic. In this research, the researchers have selected 15 street vendors and 15 small traders who have their own kiosks to be observed. This research was carried out from May to June 2020. The subjects of this research were informal sector traders who are members of Micro, Small, and Medium Enterprises (MSMEs). The selection of subjects was also based on the consideration of ethnic representation in Surabaya, namely Madurese and Javanese.

Table 1 Informants Demography (a total of 15 Informants)

Number	Characteristics	Total
1	Gender Male	10

		Female	5
2	Age	26–35 Years old	1
		36-45 Years old	2
		46-55 Years old	11
		> 55 Years old	1
3	Ethnic Group	Javanese	5
		Madurese	10
4	Religion	Islam	15
5	Educational Background	Elementary School	5
		Junior High School	7
		Senior High School	3
6	Origin	Surabaya	5
		Other City than Surabaya	10
7	Selling Time	Morning - Afternoon	3
		Afternoon - Night	12

This research used a case study approach that focuses on the uniqueness (*best practice*) employed by the traders to survive. The instruments used were the *guidance interview* technique with an *open-ended question*. In further detail, this research used interview guidelines and documentation (audio and visual). Researchers also conducted participant observations by visiting traders' places and becoming buyers to see the traders' adaptive strategies empirically in addition to using *guidance open-ended questions*. Before conducting data analysis, the researchers made direct observations, studied the subjects when they practiced finding the solution when the PSBB was implemented. The results of interviews and observations were transcribed by classifying the patterns of the traders' strategies. Participant observation was used to write about what they hear, see, experience, and think about to collect data and reflect on that data. This was intended to understand the symptoms of spoken and written language and study these phenomena more deeply (Alfred Schults in Smith, 2009).

The next stage was data analysis. In this stage, the data of interview and participant observation were analyzed after being transcribed. Data analysis was conducted by categorizing the subjects on patterns and themes based on research objectives. Researchers also provided opportunities for finding new and unique data to see the complexity of the data. Then, data validation was carried out. In this stage, the researchers verified the reliability and validation of the information collected by analyzing data from other sources (data triangulation). This data analysis used data reduction formulas, data presentation, conclusion, and data verification (Miles and Huberman, 1994).

The research method used to answer the second research question was a) referencing the Social Studies curriculum at the Junior High School level and looking for basic competencies related to the results of research on survival strategies employed by informal sector traders; b) designing a learning plan (after going through trial and error steps). For this process, the step taken was to determine the theme of learning regarding the results of the research on adaptive strategies employed by informal sector traders during the Covid 19 Pandemic, which corresponds to the theme / basic competencies in the Social Studies Curriculum at the Junior High School level.

Results and Discussion

1. Research question 1: How Was Your Sale Trend Before The Covid-19 Pandemic (How much was your income before the pandemic?)

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What are the survival strategies employed by informal sector traders during the Covid-19 pandemic? [this is your research question mentioned in your introduction section]

-The results are not proper to your research questions. You insert different descriptions.

-Mention first the themes that answer your research question 1. You must focus and elaborate your results on SURVIVAL STRATEGIES.

Themes first

WHO has designated COVID-19 as a pandemic. It indicates that there has been a sudden increase in the number of cases of the Covid-19, in a population in a certain area, that has spread to several countries or continents and generally affects many people. Although the death rate caused by it is still less than that is caused by the bird flu virus, or dengue fever, the transmission can occur exponentially in an area until this virus has been designated as a Covid-19 pandemic which has affected the entire world due to its spread to more than 211 countries.

The number of coronavirus cases worldwide has reached 36,372,696 cases. Of that number, 1,059,616 patients died. Due to the increasing number of Coronavirus cases in the world and Indonesia, the government issued regulations of *social distancing* or keeping a safe distance, and partial regional quarantine in many regions to minimize the spread of Covid-19. Most recently, the government issued a Large-Scale Social Restriction (PSBB) regulation through Government Regulation Number 21 of 2020.

Before the Covid-19 pandemic, the economic conditions in the informal sector still showed positive growth and were relatively sufficient to fulfill daily needs. Based on the analysis that has been carried out, the economic conditions in the informal sector before the pandemic in Surabaya were identified, namely the informants in this research were able to fulfill their daily needs; the turnover obtained was in accordance with the capital spent, even sometimes it was more than enough; they were not confused about finding customers and strategic locations to market their products; they did not take a long time to market their merchandises; and their activities were not limited by the rules of time in marketing the merchandises.

2. Research Question 2: How Was Your Sale Trend During The Covid-19 Pandemic

How can the results of this research be used as Social Studies teaching materials to realize the SDGs?

This RQ asks about teaching materials. Not match!

Since the Covid-19 pandemic hit Indonesia, the government began to implement various policies such as issuing a call for *social distancing* and the *Work From Home* policy for employees. Additionally, the imposition of territorial restrictions and the construction of a special hospital for handling Covid-19 were also implemented. Therefore, this policy will have an impact on society, both the lower middle class and the elite.

There was an unavoidable fact created by the impact of the spread of coronavirus (COVID-19), namely the economic turnover of the community has decreased drastically in every region including Surabaya. After the *social distancing* or *physical distancing* policies were applied, the impact was immediately felt by the tourism, transportation, service, trade, financial, and industrial sectors. The impact of the economic downturn was getting wider that workers were

also threatened with the termination of employment. Informal sector actors ranging from small traders, daily workers, to online motorcycle taxi drivers were also at risk of losing their income and jobs.

The large-scale social restrictions implemented in several stages by the Surabaya Municipal Government have given a significant impact on informal sector actors such as street vendors and shop owners. The decline in consumption activities in the community has led to a decrease in the sales turnover they earned. This decrease in turnover certainly led to an impact on the decreasing household income which results in the inability of informal sector actors to fulfill their household needs and reach the household costs that must be met.

"... I experience a decrease in sales. Usually, I can earn up to 500 thousand per day. Now, the maximum that I could earn is only 300 thousand, even less than that. " (Sundari, 48 years old - Seblak Seller)

As we know, schools or academic environments are strategic locations to find consumers of products/goods sold by traders/street vendors. The existence of the activities of students can greatly affect the income of traders. With the existence of schools, traders also do not need to worry about finding a crowded place to sell their goods to achieve the return of the capital. Meanwhile, when all schools in Indonesia, including in Surabaya, were closed to prevent the spread of the Coronavirus, traders who used to sell in every school admitted that their sales turnover had decreased drastically and sometimes it was difficult for them to return their initial capital.

".... There are no buyers. It's not like it used to be before the covid pandemic. My customers are mostly students who live in the boarding houses around here. Now the campus is closed, so there are only very few buyers. Usually, I can earn 1 to 2 million, now only 700 thousand to 1 million ". (Sri Utami, 60 years old – basic needs seller)

Every day, the number of buyers is indeed uncertain so that the daily income cannot be predicted. However, the conditions before Covid-19 were very different compared with the conditions, today. Places that were previously crowded with buyers are now deserted. Therefore, all traders are confused about finding a new location with lots of buyers to sell their goods.

"... my income decreased. Before the coronavirus hit, I could earn 300 thousand. However, now it is even very difficult for me to get 100 thousand. (Rosiah, 57 years old - Angsle Ronde Trader)

The curfew, which was implemented in several areas in Surabaya also influenced the sales of the sellers' products. Many regions have imposed curfew by closing portals or restricting activities in and out of their areas. This, of course, gives an impact on decreasing consumer activities at night and limiting the space for the sellers or traders to sell their products at night. The following are the differences in the average turnover of Informal Sector Traders before and after the Covid-19 (Table 2):

Table 2. Average Turnover Of Informal Sector Traders Before And After The Covid-19

No	Types of Business Sector	Turnover	
		Before	After
1.	Street Vendor	300.000 – 500.000	<100.000 – 300.000

2.	Shop Owner	1.000.000 – 3.000.000	< 1.000.000
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Table 2 shows that many informal sector traders, especially street vendors and shop owners have experienced a decline in their turnover. In general, they have experienced a significant impact on their business due to decreased customer demand and felt that there was limited room for them to sell their goods.

Do you have 2 research questions or 3?

You present data that you did not examine in your research. Confused.

3. Research Question 3: How Do You Respond to the Decline in Sales Trend During the Covid-19 Pandemic

The Covid-19 pandemic has not only impacted the health sector, but also the economic sector. The economic impact caused by the Covid-19 pandemic was more severe than the impact of the economic crisis that occurred in 1998. At the time of the 1998 economic crisis, micro, small and medium enterprises were still able to survive. Even, They were able to save the Indonesian economy by providing jobs for workers who have been terminated due to the economic crisis (Septyaningsih and Rahardjo, 2020).

The business sector in Indonesia is dominated by micro, small and medium enterprises (99%) and they have been becoming a source of income for 97% of the workforce in Indonesia (Ministry of Cooperatives and Small and Medium Enterprises, 2015). The Covid-19 pandemic has not only affected large companies but also given an impact on the sustainability of small and medium enterprises and their workers. The decline in sales and income as well as the disruption in the distribution of raw materials as the results of COVID-19 have forced businesses to reduce production activities and even stop their production. This condition affects workers. The Ministry of Cooperatives and SMEs recorded that 37,000 small and medium enterprises were affected by COVID-19 (Rakhma and Setiawan, 2020).

It was estimated that the number of the affected would be much higher because not all micro, small and medium enterprises, with a total of more than 56 thousand, have reported their business conditions. Data from the Ministry of Manpower as of May 27, 2020, recorded that the impact of COVID-19 has resulted in 1,058,284 formal sector workers were homed and 380,221 formal sector workers were laid off. Meanwhile, the informal sector workers affected by COVID-19 were 318,959 people. The total number of formal and informal sector workers affected by COVID-19 was 1,757,464 people (Ministry of Manpower, 2020).

At the beginning of the COVID-19 pandemic, the government socialized the *Social Distancing* movement policy. Then, the government issued government regulation No. 21 of 2020 concerning the Large-Scale Social Restrictions (PSBB) policy. The policy aims to break the chain of spreading the COVID-19 virus by limiting activities in public places, enforcing the workers to work at home, as well as closing the workplaces, trade centers, and so forth. For the business world, this pandemic condition affected production activities due to the decreased sales, scarcity of raw material supplies, and so on.

Based on the results of the survey carried out by LIPI, the COVID-19 pandemic has caused 39.4% of entrepreneurs to stop production activities. However, 57.1% of businesses kept running even though the production was declining. Businesses that have stopped their business activities are the types of businesses that need a lot of interaction with other people, such as retail trade reaching 45.2% and community services reaching 49.8%. Likewise, types of businesses that require quite a lot of capital and labor such as the construction and building sector reaching 44.2% and company services reaching 50.7%. Meanwhile, almost all businesses in all sectors of the economy reduce their production, but the most visible ones are in the manufacturing, electricity, gas and drinking water, mining and quarrying, and agricultural sector businesses.

Losing a job or getting laid off is the impact experienced by workers during the COVID-19 pandemic. Based on the results of the survey, as many as 15.6% of workers lost their jobs or

were laid off. Almost all economic sectors reduced the number of workers, but the sectors with the highest reduction in the number of workers were in the construction and building sectors (29.3%) and the trade, restaurants, and accommodation sectors (28.9%).

The impact of the COVID-19 pandemic is also felt by those who work as freelance workers in the agricultural and non-agricultural sectors. Freelance workers in the agricultural sector are those who work for other people who are temporary in the agricultural business, both household businesses and non-household businesses by receiving wages in either goods or money with a daily or piece-rate payment system, like agricultural labor. While, freelance workers in the non-agricultural sector, work in fields other than the agricultural sector, such as mining, trade, building, services, and other sectors. For example, construction workers/laborers or air conditioning service workers, who only work when there is a job call.

The results of the survey show that 55.3% of freelance workers stopped working because they did not get a job at all. In addition, a total of 37.8% of freelance workers stated that the number of job offers was decreasing during the COVID-19 pandemic. Survival strategy is an action chosen and carried out by everyone to be able to survive through working or whatever is done. Based on the results and findings of the survey conducted in the field, the strategies undertaken by traders for business continuity in Surabaya are as follows:

a. Online Sales

After the enforcement of the transitional *Large-Scale Social Restrictions* (PSBB) policy, the traders experienced a decrease of income of 20% (source?) because there were still many office workers who brought their own foods to avoid food stalls or restaurants and workers who were working from home. This situation becomes a problem, especially in terms of decreasing turnover and income of traders. The decline in turnover is often the reason for a business to go bankrupt, while some traders begin to think and innovate on how to trade, including by marketing their products online. This method becomes the reason for them to survive because, during the PSBB period, direct sales were restricted and even strictly controlled. One of the online marketing methods carried out by affected traders is to use social media (*Whatsapp*), by promoting their goods and asking for their relations such as family, relatives, friends, and even neighbors to help promote the goods. It is in line with what has been stated by Granovetter (1985) regarding the use of the *embeddedness* concept to emphasize network theory to analyze economic problems. The concept of embedded social action in social networks explains that family, relatives, friends, and even neighbors are traders' social networks and this is what underlies the traders to take advantage of the social network for promotion as a form of survival in the face of a pandemic situation. Granovetter emphasizes that actually, social relations encourage rather than hinder economic performance.

Considering that the scope is not too wide, sales are also made by utilizing delivery services directly to the house and payments made at the time the goods are received (*Cash On Delivery*). Marketing the business and goods through service provider platforms such as Gojek, Grab, etc., is one of the survival strategies used by traders to carry out their business. By using the application features such as Go Food, Go Send, etc., the traders can reach distant consumers without having to come to them. It goes the same way to consumers. *Cash On Delivery* sales, during a pandemic, involves sellers, service providers, and buyers in which there is a system that is interrelated and beneficial to one another. Traders benefit from selling their goods even without conducting direct selling, buyers benefit from being able to buy products without having to leave the house during the pandemic, while *Cash On Delivery* service providers benefit from wages. This situation is in line with what Polanyi has explained (in Jacobus, 2012). He based his theory on three principles of behavior, namely *reciprocity, redistribution, and householding*. Reciprocity sees a mutually beneficial relationship between sellers, buyers, and service providers. This business strategy is sufficient to assist the community in meeting their daily needs, especially food needs, without having to leave the house.

b. Moving To A New Location

Some traders complained that their business turnover had decreased drastically due to the policies implemented by the Surabaya Municipal Government. The Large-Scale Social Restrictions policy has resulted in many public sectors such as education, economy, social, and culture not fully operated. Indirectly, this condition which encouraged people to stay at home and do activities online disrupted the economy. Potential places such as campus areas, schools, and offices that are usually busy have turned into deserted places. This impact was felt by the traders who were in these locations. To overcome the lack of buyers, traders choose to move their selling location to a more strategic location. Therefore, those who previously stayed only in one location now move around looking for buyers to sell their goods directly or visiting other areas. To some people, this seems to be something irrational. Traders who usually stay, now prefer to move around and traders who usually settle in strategic positions now have to sell from door to door or from a place to another place.

The traders who sell their goods at the kiosks were also affected by the lack of buyers, which in the end makes them choose to walk out of places that have been rented and occupied for years due to the policies implemented. Choosing to move to a more strategic location at the moment is the choice taken by actors in the informal sector. The choice made by traders to leave the place that has been rented for years is often considered irrational to others. While according to those, who felt the impact of the lack of buyers due to the implementation of the Large-Scale Social Restrictions policy, consider moving to a more strategic place rational choice. If they stay in that location, they will not be able to pay the rental fee. This rational choice is taken as an explanatory model of individual actions which are intended to provide a formal analysis of rational decision making based on the reasons and goals achieved by the actor. According to the explanation of rational choice orientation by James S. Coleman (George and Douglas, 2011: 391), a person's actions intentionally lead to a certain goal and another goal (and also the actions taken) determined by values or preferences. Something can be said to have value if it has benefits and advantages to meet the satisfaction of the actor.

The choices made by traders are to sell their goods at a location that is easily found by many people but does not trigger a crowd, such as in sports circles and jogging spots, and not staying in one place. Coleman says that all social behavior is caused by the behavior of each individual who makes their own decisions. For example, street traders make a decision to trade around and do not stay on the grounds as the solution to the lack of buyers.

c. Selling Frozen Food (Foods that are frozen during the pandemic)

Large-scale Social Restrictions (PSBB) have forced people to limit their movement outside the house. Thus, it will be very influential to people who work as street vendors and other small traders. Decreased turnover and the goods not in demand made it more difficult for traders to find profits and meet their needs, especially for traders who sell perishable items, such as food that spoils quickly. This condition requires traders to be creative in selling their goods even during the Covid-19 pandemic, especially for traders whose basic commodities do not last long and must be sold out within a certain time.

To deal with this condition, the frozen food business is an attractive solution to offer because this food is durable, practical, and easy to serve. With the frozen food business, buyers can save time for shopping and minimize the expenses greatly. It is because they can immediately shop for frozen foods such as frozen meatballs, nuggets, chicken, sausages, potatoes, dim sum, and others for food stock for several weeks. These foods can be served quickly without further processing, they just need to be fried or steamed. This method is also used to raise the level of buyer's confidence that frozen foods are no less competitive than fast food or processed food. Additionally, this food has another advantage, namely, it lasts long without changes in shape and taste. The importance of trust in achieving economic prosperity is a major highlight in the research conducted by Francis Fukuyama (Nina Zulida, 2012), saying that the welfare condition and competitiveness of a society are determined by

the level of trust among citizens. This *frozen food* has managed to reach the level of buyer's trust, especially amid the covid-19 pandemic. It is also influenced by the belief that frozen food can last a long time without any changes in shape and taste. As a consequence, many buyers are interested in buying frozen food. Trust is hope that grows in a society that is determined by the existence of honest, well-mannered, and cooperative behavior based on shared norms (Fukuyama, 1995).

This belief arises in the circle of society so that it is common for traders who usually sell food that does not need to be frozen to switch to processing the frozen foods. One of the findings in the field that represents this condition is the existence of frozen satay sellers where the meat that is usually processed into satay is frozen beforehand. When there is an order, the meat will be grilled and processed into satay. This is carried out by traders as the answer to low order and the solution to survive the pandemic. Even though the orders are not as many as before the pandemic, traders can still maintain the quality of the food ingredients used. Thus, traders are able to control the amount of capital that will be spent as an effort to fulfill their daily needs.

The strategies carried out by traders in the midst of the Covid-19 pandemic are various. One of them is to promote the goods by using social media networks and making advertisements (both in electronic media and printed media). In the current era, promotion can be carried out easily, namely through social media which has a very large number of followers and can reach various parts of the world. With this promotion, potential customers can find out the quality, shape, and price of the items offered. Promotions can be more attractive to consumers by providing tasters and discounted prices at the start of product launching. The use of social media is an important role in the strategy of marketing products for traders who focus their sales online, especially during the Covid-19 pandemic.

The other strategy employed by many traders is to sell around or move to a new location. From one place to another, the traders find the place until they feel that the place has the opportunity and potential as a good selling spot. Not only that, many traders have shifted from ready-to-eat food traders to processed and frozen food traders.

Various strategies carried out by traders in the informal sector to survive during the Covid-19 pandemic are used as learning materials which are packaged in the form of audiovisual teaching materials. This is conducted to attract students' attention, stimulate students to think critically, train their social sensitivity, foster an entrepreneurial spirit, and implement social problem-based learning. This is considered relevant because, in this research, the data collection process uses documentation (audio and visual) so that the audiovisual teaching materials become a form of learning resources that are relevant to be implemented in Social Studies learning for students.

Such conditions are a form of effort made in order to achieve the goals of quality education. *Sustainable Development Goals* are a series of global goals set in 2015 through Resolution 70 / I of the UN General Assembly to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the progress between humans and nature for life in the future, namely people, planet, prosperity, peace, and partnerships. One of the studies states that the Indonesian government supported the resolution by promulgating Presidential Decree No.59 / 2017 on SDGs, which was further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti et al, 2018).

This strategy puts forward the agenda of democratization, equitable development, and good governance (Seregig et al, 2018). The resolution has a positive impact on the human development index (HDI) (United Nations Development Program / UNDP, 2016). According to the SDGs roadmap for Indonesia towards 2030, it states that there are 17 Sustainable Development Goals, one of which is the fourth goal, namely quality education. Quality education is included in the pillars of social development in addition to goals such as No Poverty, Zero Hunger, Good Health and Well-being, and Gender Equality. This condition shows that the goal of Quality Education is to ensure the distribution of quality education and increase learning opportunities for all people, ensure inclusive and equitable education, and encourage lifelong learning opportunities for all people (Metadata Indicator SDGs Indonesia

Edition II, 2020).

Here you show that this research is confused

4. The Use of Results of the Research on Survival Strategies In Informal Sector During the Covid-19 Pandemic as Social Studies Teaching Materials in Realizing Sustainable Development Goals (SDGs)

In utilizing the results of the research as teaching materials for Social Studies teaching materials, the steps used were referring to the Social Studies curriculum at the Junior High School level and looking for basic competencies related to the results. In accordance with the steps above, on the first step, it was identified that basic competencies in the curriculum in accordance with the results of the research is Basic Competency for Grade 1 Junior High School, namely The Factors of Production Problems and Basic Competency regarding the effort in presenting the results of problem-solving in production factors which include natural problems, labor problems, capital problems, and entrepreneurial problems factors. These Basic Competencies in Social Studies Curriculum for Junior High School level can be seen in Table 3 below:

Table 3. Basic Competencies and Competency Achievement Indicators

Basic Competencies	Competency Achievement Indicators
3.3. Understanding / Analyzing the concept of interaction between humans and space resulting in various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the sustainability of Indonesia's economic, social, and cultural life.	3.3.3 Identifying problems of 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors)
4.3. Explaining / Presenting the results of an analysis of the concept of interaction between humans and space generating various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the sustainability of Indonesia's economic, social, and cultural life.	4.3.2 Presenting the results of problem-solving on how to overcome negative things in the 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors)

Source: Grade 7 Junior High School Curriculum

The next step is to design the Lesson Plan

At this step, the lesson plan created was then tested on a limited basis in the Postgraduate Students of Social Studies Class at the State University of Surabaya. The results of the Lesson Plan are presented in table 4.

Table 4. Lesson Plan for Survival Strategies in Informal Sector During the Covid-19 Pandemic

Learning Objectives	: 3.3.3 Identifying problems of 4 production factors during the Covid-19 pandemic 4.3.2. Presenting the results of problem-solving on how to overcome negative things in the 4 production factors during the Covid-19 pandemic	
Learning Model	: Research-Based Learning	
Learning Section	Time (Minutes)	Activities
	5	Teachers give perception and convey the survival strategies in the informal sector during the Covid-19 pandemic Most Indonesians work as informal sector traders:

Part 1:	40'	<ol style="list-style-type: none"> 1) Discuss the reasons why people choose to trade over other jobs, give rational reasons. 2) Analyze the types of traders that exist in Indonesia, continue the activity by discussing the types of traders that are in great demand. 3) Students are divided into several groups to explore the experiences faced by street vendors and small shop owners when selling their goods 4) Study and find out the income of the informal sector traders (street vendors and small shop owners).
Part 2:	30'	<p>Street vendors and small shop owners in the Covid-19 pandemic era:</p> <ol style="list-style-type: none"> 1) Study the condition of informal sector traders during the Covid-19 pandemic 2) Investigate the survival strategies employed by informal sector traders during the Covid-19 pandemic 3) Divide students into several groups to analyze the survival strategies employed by informal sector traders during the Covid-19 pandemic 4) The students discuss the results of their investigation on why informal sector traders still can survive during the Covid 19 pandemic 5) The students make a formula for steps that should be taken by informal sector traders during the Covid 19 pandemic and recommend those steps to other traders both in times of a pandemic such as today and similar disasters in the future
Closing	10'	Summary Drawing
	5'	Formative Test

Through SDGs, it is indicated that education is recognized as the key to creating a sustainable economy (ISSC, 2016). It is because quality education can reduce the unemployment rate in a country (Passey & Samways, 2016). A study states that the goals of quality education can be achieved if the state, in this case, the government, is able to guarantee the quality of education services itself (Dewi et al, 2018). Explicitly, the data reported on the metadata for the indicators of sustainable development goals do not mention the steps that must be taken to realize the SDGs through teaching materials. However, the report states in indicator 4.2.1 that the fields of learning, health, and psychosocial are important components.

This condition is an effort employed to achieve the goals of quality education. Sustainable development goals are a series of global goals set in 2015 through Resolution 70 / I of the UN General Assembly to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the progress between humans and nature for life in the future, namely people, planet, prosperity, peace, and partnerships. One of the studies states that the Indonesian government supported the resolution by promulgating Presidential Decree No.59 / 2017 on SDGs, which was further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti et al, 2018).

The results of this research can be used as Social Studies teaching materials for junior high school, namely the Basic Competency of 3.3. Understanding/analyzing the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the continuity of economic, social life, and Indonesian culture; and the Basic Competency of 4.3. Explaining/presenting the analysis results of the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the continuity of economic, social life, and Indonesian culture. This teaching material departs from Competency Achievement

Indicators 3.3.3. Identifying problems of 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors); and 4.3.2 Presenting the results of problem-solving on how to overcome negative things in the 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors). The results of this research provide an overview and examples of the forms of trading survival strategies during the Covid-19 pandemic.

Based on the Lesson Plan that has been constructed above, it shows that Social Studies learning which uses the results of this research as teaching materials has fulfilled the SDGs elements, especially in the aspects of social and economic life sustainability supporting the elements of No Poverty, Sustainable Production and Consumption, and Quality Education.

Conclusion

The conclusion is not so strong nor it support theories cited for this research. Needs fundamental improvement.

Based on the findings of this research, it can be concluded as follows: 1) The Covid-19 pandemic also has an impact on the economic sector. One of the affected sectors is the informal sector which includes street vendors and the owner of small businesses such as shops; 2) Prior to the Covid-19 pandemic, economic conditions in the informal sector still showed positive growth, such as: it was still relatively sufficient to meet daily needs and run a business, sales time to sell all of the goods was relatively fast, there was no limited room for movement because the Large-Scale Social Restrictions policies and the imposition of curfews in villages have not been enforced; 3) To get through this pandemic, traders employ innovations in selling their goods as a form of survival strategy in the midst of the pandemic that hit the country, including conducting online selling, looking for more strategic locations, and switching to *frozen food* selling.

The results of this research can be used as Social Studies teaching materials for junior high school, namely the Basic Competency of 3.3. Understanding/analyzing the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, and supply-demand); and the Basic Competency of 4.3. Explaining/presenting the analysis results of the concept of interaction between humans and space to generate various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the continuity of economic, social life, and Indonesian culture. The use of the results of this research as Social Studies teaching materials has fulfilled the SDGs elements, especially in the aspects of No Poverty and Sustainable Production and Consumption.

The recommendations proposed for the continuity of this research are: 1) Before establishing policies, the municipal government must first carry out trials or employ role models to see the impact and immediately make alternative solutions to problems; 2) Informal sector traders must have the courage to take innovations for the continuity of their product or business; 3) The participation of community development institutions, *stakeholders*, and academics are highly needed to provide training or business development guidance to informal sector actors; 4) The results of this research are taken as a learning resource for students to realize the SDGs as a provision for life in the present and the future.

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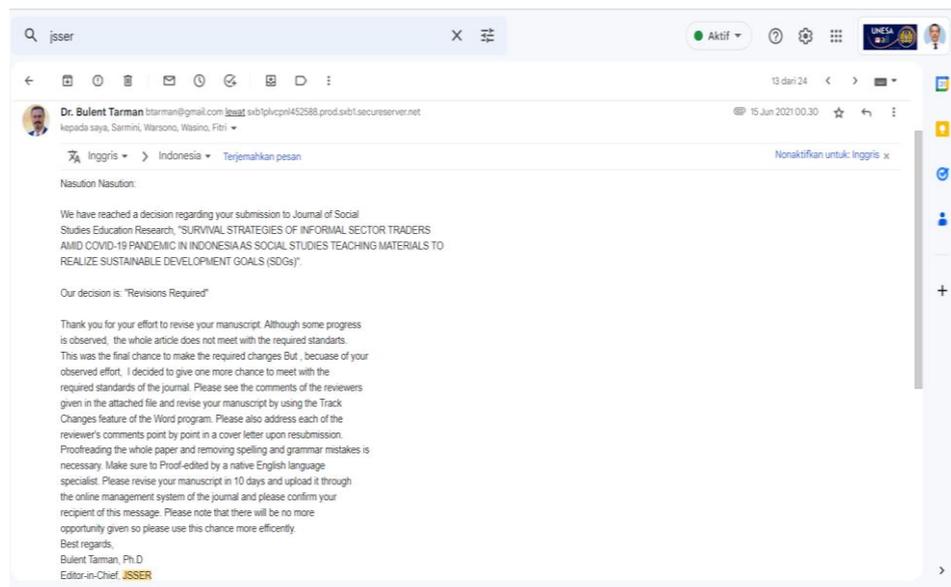
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LAMPIRAN C (Editor Decision)



The screenshot shows an email interface with the following content:

Dr. Bulent Tarman btarman@gmail.com [JSSER](#) [sxb/plvcpr1452388.prod.sxb1.secureserver.net](#)
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15 Jun 2021 00:30

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Nasution Nasution:

We have reached a decision regarding your submission to Journal of Social Studies Education Research, "SURVIVAL STRATEGIES OF INFORMAL SECTOR TRADERS AMID COVID-19 PANDEMIC IN INDONESIA AS SOCIAL STUDIES TEACHING MATERIALS TO REALIZE SUSTAINABLE DEVELOPMENT GOALS (SDGs)".

Our decision is: "Revisions Required"

Thank you for your effort to revise your manuscript. Although some progress is observed, the whole article does not meet with the required standards. This was the final chance to make the required changes. But, because of your observed effort, I decided to give one more chance to meet with the required standards of the journal. Please see the comments of the reviewers given in the attached file and revise your manuscript by using the Track Changes feature of the Word program. Please also address each of the reviewer's comments point by point in a cover letter upon resubmission. Proofreading the whole paper and removing spelling and grammar mistakes is necessary. Make sure to Proof-read by a native English language specialist. Please revise your manuscript in 10 days and upload it through the online management system of the journal and please confirm your receipt of this message. Please note that there will be no more opportunity given so please use this chance more efficiently.

Best regards,
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LAMPIRAN C

Editor Decision (15 Juni 2021)

Using Survival Strategies of Informal Sector Traders Amid Covid-19 in Indonesia for Social Studies Teaching Materials in Realizing SDGs

Abstract

The objectives of this research are: first, to analyze the survival strategies of informal sector traders amid the Covid-19 pandemic; and second, to take the results of this research as social studies teaching materials in realizing SDGs. The research method used case study and in-depth interview data collection methods. The research instrument used the interview guidance technique with open-ended questions. The research subjects were 15 people determined by using the purposive sampling technique. The characteristics of traders analyzed in this research are informal sector traders including street vendors and food stall traders who are the most affected groups. The results show that the strategies undertaken by informal sector traders to maintain their business include selling goods online, storing products, and turning them into frozen food so that they last longer, and finding a more strategic location for trading. Merchant survival mechanism is using the application features such as Go Food, Go Send, etc. Several traders also use rational options by moving to another place when the complicated regulation is troublesome. Thus, they have managed to reach the level of buyer's trust to survive, namely by frozen food. As consequences, many buyers are interested in buying frozen food. Some traders use social networks to engage with their consumers and to survive during the pandemic. Hence, the results of this research can be developed as Social Studies teaching materials, especially, in the Basic Competency of 3.3. and Basic Competency 4.3. of Indonesian Junior High School Curriculum. Furthermore, the results can be used as a role model for traders in facing the pandemic. Their best practice survival efforts are disseminated as Social studies teaching materials at school in order to realize the SDGs, especially for the first point (No Poverty) and second point (Sustainable Production and Consumption).

Keywords: *Survival Strategies, Informal Traders Sector, Social Studies, Teaching Materials, Sustainable Development Goals, Covid-19.*

Introduction

Coronavirus disease 2019 (COVID-19) was first identified in November 2019 in Wuhan, Hubei-China (Davenport et al., 2020; Steuer et al., 2019; Huang et al., 2020). This incident is classified as a non-natural disaster caused by a disease outbreak. Since then, the disease outbreak has spread rapidly. It has also been stated that the possibility of the number of infected people who have not been registered or show the symptoms is much higher (Wu et al., 2020). Therefore, WHO declared this incident a global pandemic (Cucinotta & Vanelli, 2020; Lloyd-Sherlock et al., 2020; Sohrabi et al., 2020; Watkins, 2020), affecting all sectors of society and all aspects of life, and even those who are not directly affected by the virus (Davenport et al., 2020).

The increasingly widespread spread of Covid-19 has driven the government to take a decisive step namely locking down large parts of society and economic life (Ye, et al., 2020; Iken, et al., 2020). This decision is a form of disaster response efforts undertaken to reduce the risk of the spread (Pourezat, et al., 2010; Lai, et al., 2020). The determination of the Covid-19 disaster status imposed by the government led to natural disasters, increased unemployment rate, and increased economic hardship for the community. The Covid-19 pandemic has caused many economic difficulties for the community, especially traders in the informal sector. It was due to restrictions on community activities which resulted in a decrease in people's purchasing power. This compelling situation has led to many polemics in society because it attacked business people engaged in the field of procurement of goods and services (Żukowska, 2021).

Currently, the Covid-19 outbreak is considered a transnational emergency (Man Ha, 2020; Lele, et al., 2020). After the report, several countries implemented entry screening measures for immigrants from China and repatriated their residents who lived in Wuhan (Phelan, et al., 2020;

Chinazzi, et al., 2020). Various policies have been enforced by affected countries, such as China, Thailand, Japan, the Republic of Korea, South Korea, and the United States (WHO, 2020). Accelerating the Covid-19 handling, especially the provision of Personal Protective Equipment (PPE), monitoring, and coordination are essential to assist the Task Force for the Acceleration of Covid-19 Handling in Indonesia.

In China, the Covid-19 handling was carried out by installing infrared thermometers in public transportation facilities, closing public markets in Wuhan for environmental sanitation and disinfection, and finally, applying lockdowns (Wuhan Municipal Health Commission, 2020). In Thailand, the Department of Disease Control has implemented a screening protocol for fever observation in travelers from all flights from Wuhan to the airport with a screening protocol. In addition, the Thai Ministry of Public Health has upgraded the emergency operations center to Level 2 to monitor the situation at the national and international levels (Thai Ministry of Public Health, 2020). Meanwhile, in Japan, epidemiological tracing and investigations were carried out by health authorities by carrying out epidemiological investigations including telephone tracing. Japan has also cooperated with WHO and other countries for joint investigations and information sharing (Ministry of Health Press Statement, 2020).

In Indonesia, the Covid-19 case was confirmed from March to December 2020. Various efforts to suppress the spread of the virus are still being carried out at all levels of the community because during the disaster and after the disaster, institutions at the community level in general, also experience the breakdown (Prihatin, 2018). One of them is the implementation of Large-Scale Social Restrictions (PSBB) which have been regulated in Law no. 6 the Year of 2018 concerning Health Quarantine and the issuance of the Chief of Police Declaration Number: Mak / 2 / III / 2020 concerning Compliance with Government Policies in Handling the Spread of the Corona Virus (Covid-19).

This virus has also given a big impact on both the local and global economies. Fear of the unexpected effects of Covid-19 has had a significant impact on the world economy so that many economic actors are currently experiencing a recession. This condition can be seen from the fact that has occurred such as job losses due to layoffs and reduced working hours (Adams, 2020). Among economic actors, those most affected by the pandemic are informal sector traders. Thus, a solution to get up and avoid the impact of covid by determining strategies for survival is needed.

Survival strategy is one of the efforts that can be undertaken by informal sector traders to meet their daily needs in a sustainable manner. The crisis has threatened the function and performance of economic actors (Boin, 2009; Williams, et al., 2017). As a consequence, traders in the informal sector need a survival strategy to avoid poverty. Significant turbulence has given impacts starting from disrupted structure, routine, and ability (Williams et al., 2017). By looking at the impact experienced by this sector, the survival strategy is considered important to be taught in Social Studies learning as a current issue that can be used as teaching materials in Social Studies learning. Teaching materials are important components in the learning process in school. This way, they provide the information obtained and the materials developed to students and help them utilize useful tools in the long and tiring educational process (Bilgiler, et al., 2011; Suharso, et al., 2020). Teaching materials are very important to use in Social Studies learning related to the latest issues regarding the survival strategies of informal sector traders during the Covid 19 pandemic in Surabaya. The pandemic has caused individuals to question about several social structures currently (McCorkle, 2020). One of them is the current issues that are very important to be used as teaching materials in Social Studies learning.

SDGs is one of the efforts made by the Indonesian government to achieve the safety of humans and the planet, which is the world's agenda. The knowledge of future teachers about SDGs is very important because there is a significant direct impact of learning regarding certain SDGs in higher education institutions (Bekteshi & Khaferi, 2020). Thus, it is very important to take the SDGs concept as one of the goals in learning. Economic welfare encourages sustainable development at the community level (Ijaiya, et al., 2009; Yuliati & Hartatik, 2019). The economic welfare of the community is an important indicator for the successful implementation of the SDGs in Indonesia. As one of the countries that supports the implementation of SDGs and seeks to eradicate poverty, hunger, and other social problems, the Indonesian government started with an equitable

development program that was implemented in all regions in Indonesia. In this research, the focus points are No Poverty and Sustainable production and consumption.

This research explains how the survival strategies employed by informal sector traders in Surabaya during the Covid-19 pandemic are and how to use the results of this research as social studies teaching materials in achieving and realizing the SDGs. The goal is to keep economic activity from slumping. Moreover, the strategies carried out are used as teaching materials for students in an effort to realize the SDGs in the three focus pillars, namely No Poverty and Sustainable Production and Consumption. The results of this research can be used by the government to formulate policies as a long-term preparation effort in the economic field to survive the bad conditions amid the Covid-19 pandemic in order to avoid an economic downturn and take the results of this research as teaching materials in schools.

Research Questions

The current pandemic has had a lot of impact on various sectors of life, one of them is the economic and education field. After the research is carried out, the facts found indicated that there are efforts and strategies carried out by people affected by the pandemic. Among them are strategies carried out by informal sector traders who still exist during the Covid-19 pandemic era. The adaptations used by these traders will be used as teaching materials in Social Studies learning. This research focuses on the adaptation used by informal sector traders as an effort to survive the Covid-19 pandemic. The results of this research will be used as Social Studies teaching materials in schools. The research questions are:

3. What are the survival strategies employed by informal sector traders during the Covid-19 pandemic?
4. How can the results of this research be used as Social Studies teaching materials to realize the SDGs?

Literature Review

Informal Sector Traders Amid The Covid-19 Pandemic

The implementation of *lockdown* has disrupted the daily life of the community; the pandemic has caused an unprecedented economic shrinkage in major countries and business closures all over the world (Tetro, 2020; Man Ha, 2020). To deal with this issue, the government in every country has globally provided financial support to businesses and the informal sector by equalizing up to 80% of their monthly wages. Due to the high demand for emergency funding, many entrepreneurs use short-term bank loans to maintain the income level (Iken, et al., 2020). Those who have low-paying jobs or economic activists from the informal sector feel insecure because they have experienced the biggest impact of Covid-19 such as job loss or temporary closure of their businesses.

Until today, the definition of the informal sector has often been associated with the main characteristics of middle to lower-class entrepreneurs or economic actors (Kuckertz, 2020). The characteristics of informal sector actors include carrying out business activities that are primarily based on people's independence, utilizing simple technology, mainly coming from family labor without wages, using local resources for business raw materials, mostly serving the needs of the lower middle class, their education level and the quality of the resources are low (Kuckertz, 2020).

The existence and continuity of informal sector activities in the contemporary economic system is not a negative symptom, but rather a social-economic reality that plays an important role in both community and national development (Davenport, et al., 2020). At least, when the development program is not able to provide job opportunities for the people, the informal sector with all its shortcomings is able to play a role as a shelter and alternative job opportunities for job seekers. Most of the development that occurred in big cities of the third world countries, especially in Southeast Asia, is often not balanced with the availability of adequate employment opportunities, even though it actually shows quite rapid economic development (McGee, 1977).

The overflow of the workforce that occurs in rural areas due to high population growth rates and the very limited employment opportunities has driven a large-scale migration process from rural to

urban areas which aim to gain a better livelihood. This can be seen in the emergence of slum pockets, with odd jobs in the informal sector, low productivity, and subsistence which aims only to survive (Evers and Rudiger, 2000). The process of informalization occurs due to the nature of subsistence, low productivity, capital accumulation, and weak investment, as well as strong pressure of the formal macro system coming from outside (Rachbini, 1994).

According to The Ministry of Cooperatives and Small and Medium Enterprises, the development of MSMEs in Indonesia in 2018 was recorded at 64,194,057 businesses. This number has increased by 2.02% from 2017, where there were 7,817 people categorized in the informal sector working as street vendors (PKL) in Surabaya. The data were obtained from the Surabaya City Cooperative Office. The Covid-19 pandemic has given significant impacts on MSME players. The Ministry of Cooperatives and Small and Medium Enterprises stated that there were around 37,000 MSMEs seriously affected by this pandemic. According to the report, it has also been stated that around 56% of them experienced a decline in sales. A further 22% reported difficulties in terms of financing, 15% reported difficulties in distributing goods, and 4% reported difficulties in obtaining raw materials.

In Surabaya, Covid-19 has had a significant impact on economic trade. Transactions in traditional markets have decreased by 50% because people rarely go outside amid the pandemic. They feel that leaving the house, especially going to the traditional market, is an unsafe act. The traditional market is identical to a place with a narrow space for movement between one trader and another. Moreover, crowds of people are also easy to find while shopping at the traditional market. The solution of providing the convenience of buying and selling online is also not very significant. This is because the level of people's purchasing power has decreased due to the big number of layoffs. This was disclosed by the Head of the Surabaya City Regional Business and Economic Administration Section.

Survival Strategies

Survival strategies referred to in this research are related to the strategies employed by informal sector traders to fulfill their daily needs both today and in the future. Sustainability may only be an important factor for people whose ecological consumption is important (Juho, et al., 2015). It means that sustainability is an important thing for humans in an effort to do consumption activity which is used as a survival strategy. In recent years, the Circular Economy (CE) has received increasing attention worldwide as a way of addressing current production and consumption models based on sustainable growth and increasing resources worldwide (Ghisellini, et al., 2016). The survival strategies should be based on sustainability so that they can be used in the long term in an effort to meet their economic needs.

In general, knowledge management is seen as a strategy to collect, store, and retrieve knowledge systematically and then distribute the results to people in need promptly (Tatham and Spens, 2011). Knowledge must be able to help students in understanding one of the strategies to survive in the face of a pandemic. Education is a key factor in creating a sustainable economy (Dewi, et al., 2018). This means that education must be able to help students in efforts to create economic stability for themselves in a sustainable manner, especially when facing the Covid 19 pandemic. Sustainable economy is one way that can be used as a method to realize SDGs.

Social Studies Teaching Materials

In achieving excellence in Social Studies learning, the learning process will be more impactful if it is meaningful, integrated, value-based, challenging, and active (NCSS, 1994). In line with that, the theme taken is about the survival strategies of informal sector traders during the pandemic which are used as teaching materials. It is the only tool that can change people's behavior so that they can evaluate their actions and take decisions by taking into account the needs of sustainable development education and enlightenment in all its forms and manifestations (Fedulova, et al., 2019). In-class learning seems theoretical and considers social science as a non-contextual subject. While, contextuality is a part of social science itself, referring to Barr (1978), it can be seen from the extent to which the social science curriculum can be dynamically applied to solve social problems in society (Wasino, et al., 2020).

Education is a very important pillar to strive for SDGs. Through education, community behavior can be changed according to the education they attend in schools so that various knowledge they get can be taken as provisions when living life in the community. Social Studies is a suitable lens for seeing and appreciating the experience (Pope and Timothy, 2012). The experience in question can be used as knowledge which can be packaged into Social Studies teaching materials.

Knowledge related to readiness to meet the SDGs is an important dimension for students to know and understand. This was chosen to prepare students from an early age to be able to keep up with changes in economic conditions through strategies in running micro-businesses when a disease outbreak such as the Covid 19 pandemic occurs today. There are several bad possibilities for events that could happen or that have happened to be used as a lesson. Teaching materials are chosen because they can be made in a form that suits the needs of students and the characteristics of the teaching material presented (Prastowo, 2015). The purpose of teaching materials is to deliver messages, stimulate the thoughts, feelings, and willingness of students, to encourage the creation of a learning process in students. In fact, teaching materials have the function to provide learning information to students (Sudjana, 2010). Many research studies reveal that the quality and achievement of students in a school depends significantly on educators (Studies & Bilgiler, 2021a), which means that when teaching materials can support teachers in innovating with the teaching materials used, the quality and achievement of students can be improved.

Social Studies is an appropriate subject that can be used as a medium because, in Social Studies learning materials for Junior High School level, there is an integration of various social and humanities disciplines, as well as basic human activities that are organized and presented for educational purposes (Sapriya, 2016). The teaching materials, referred to in this research, are in the form of audiovisual teaching materials where the results of this research are combined with audio signals and moving images. The objective is to attract attention, stimulate students to think critically, train social sensitivity, foster an entrepreneurial spirit, and implement social problem-based Social Studies learning presenting an interesting concept for Social Studies educators (Studies & Bilgiler, 2021b).

Sustainable Development Goals (SDGs)

Sustainable Development Goals (SDGs) are a series of global goals set in 2015 through Resolution 70/I of the UN General Assembly which are targeted to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the development of humans and nature for the life in the future, namely people, planet, prosperity, peace, and partnerships. One study states that the Indonesian government supports the resolution by stipulating Presidential Decree No.59 / 2017 on SDGs, which is further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti, et al., 2018).

This strategy puts forward the agenda of democratization, equitable development, and good governance (Seregig, et al., 2018). The resolution gives a positive impact on the Human Development Index (HDI) (United Nations Development Program / UNDP, 2016). In the SDGs road map for Indonesia towards 2030, it has been stated that there are 17 Sustainable Development Goals, one of which is the fourth goal, namely quality education. Quality education is included in the pillars of social development in addition to goals such as No Poverty, Zero Hunger, Good Health and Well-Being, and Gender Equality. This condition shows that the goal of quality education aims to ensure the distribution of quality education and increase learning opportunities for all people, ensure inclusive and equitable education, and encourage lifelong learning opportunities for all people (Metadata Indicator SDGs Indonesia Edition II, 2020).

It can be indicated that education is recognized as the key to creating a sustainable economy (ISSC, 2016) because quality education will be able to reduce the unemployment rate in a country (Passey & Samways, 2016). A study states that the goals of quality education can be achieved if the country, in this case, the government, is able to guarantee the quality of education services itself (Dewi, et al., 2018). In this research, the focuses that will be supported with the implementation of survival strategies for informal sector traders during the pandemic used as teaching materials in Social Studies.

Research Methods

Research Design

Determine what theory and expert you rely on to adapt. If you refer to Yin, it means you fully rely on your methods on a case study design. Consequently, in your data analysis, you should follow how Yin analyzes data for a case study.

The research aims to analyze the survival strategies by traders from informal sector during Covid-19 pandemic as social studies teaching materials. This research used qualitative method by study-case design (Yin, 2018). The chosen design was multi-analytical unit (Yin, 2018), because providing samples from several cases, namely small street vendors and small traders who have their own places or kiosks. The design was chosen because it was adapted to the research purpose, that is to observe the survival mechanism as traders to deal with the pandemic situation and government regulation which limit their space. Then, the results were implemented as social studies teaching materials by focusing on the uniqueness (best practice) which was carried out by the traders in creating innovation during the social limitation.

Yet, you describe what you meant by qualitative approach and how the qualitative approach will be operated in Yin's case study you adapted

Participants

The research participants were obtained using the purposive sampling technique. The characteristics of the traders analyzed in this research were street vendors and small traders who have their own places or kiosks, street vendors who keep selling their goods even though other traders in the vicinity have closed their stalls, and traders who made certain innovations in selling strategies during the Covid-19 pandemic. In this research, the researchers have selected 8 street vendors and 7 small traders who have their own small shops (*kiosks*) to be observed. This research was carried out from May to June 2020. The subjects of this research were informal sector traders who are members of Micro, Small, and Medium Enterprises (MSMEs). The selection of subjects was also based on the consideration of ethnic representation in Surabaya, namely Javanese and Madurese.

Table 1 Informants Demography (a total of 15 Informants)

Number	Characteristics	Total	
1	Gender	Male	10
		Female	5
2	Age	26–35 Years old	1
		36–45 Years old	2
		46–55 Years old	11
		> 55 Years old	1
3	Ethnic Group	Javanese	5
		Madurese	10
4	Religion	Islam	15
5	Educational Background	Elementary School	5
		Junior High School	7
		Senior High School	3
6	Origin	Surabaya	5
		Other City than Surabaya	10
7	Selling Time	Morning - Afternoon	3
		Afternoon – Night	12

Research Procedures----what do mean by research procedure? It did not specify what you are going to do in your research. It is confused. If you refer to data collection please mention

specifically.

The researcher followed the recommendation by Stake (1995) and Yin (2018) that in revealing a case, a researcher should pay attention to information accuracy, informant suitability and critical interpretation. Hence, to find information accuracy, triangulation technique was used (Carter, et al., 2014), that is the technique of checking data validity by using various sources of data (informants) as comparison. Informants were selected based on their survival skills during pandemic.

Instruments

In case-study research, the researcher plays a role as the key instrument because he can develop the knowledge base and do dynamic process in clarifying and interpreting the discourse of research subject (Fairclough, 2013; Yin, 2018; Creswell, 2018). Additionally, the complementary instruments were used in order to assist the researcher playing a role as the key instrument, such as interview guidelines and observation. Interview guidelines are reference sheets which contain several questions designed by the researcher to understand the strategies and innovation carried out by the informal traders who still exist during the covid-19 pandemic as survival efforts. Interview guidelines can be developed according to the situation and condition during the interview process. Observation guidelines are instruments used to assist the researcher in fully observing data during the research process.

You mention observation and interview as your instruments, but no proper descriptions on observation and interview you provided. A case study will also use document analysis. Why did you not indicate in this section?

Data collection

Data collection techniques in this research was carried out by observation and interviews. The researcher conducted participant observation by visiting traders and being a buyer to observe their adaptive strategy empirically in addition to use *guidance open ended question*. Participant observation was used to write what the researcher listened, saw, experienced and thought in order to collect the data and conduct data reflection (Yin, 2018). This was used to understand discourse and language which establish the social reality social (Smith, et al., 2009; Fairclough, 2013). Secondly, interviews were used to collect data including economic condition of the traders before pandemic, during pandemic and their survival strategies. The interviews were transcribed through audio-visual technique. The interviews then were transcribed by grouping the strategy pattern used by the traders.

-confused and unfocused. You should display techniques to collect data from

a. observation

b. interview

c. document analysis

Data analysis

The data from interviews and participant observation were transcribed and analyzed. The data were analyzed by coding the subject in the pattern and theme based on the purpose of this research. The researcher also provided opportunity of new findings which have uniqueness in order to find out the complexity of data. The next stage is that the researcher verified the information reliability and validation which collected by analyzing data from other sources (data triangulation). Data analysis used formula Yin (2018) by comparing dominant analysis and less dominant forms carried out by research subject.

-you did not describe how you analysed your data. Fundamentally, you did not refer to your design (a case study) and how Yin works in this paradigm

Results and Discussion

Research Question 1: What are the survival strategies employed by informal sector traders during the Covid-19 pandemic?

Themes as suggested in the review comments are ignored

Before the Covid-19 pandemic, the economic conditions in the informal sector still showed positive growth and were relatively sufficient to fulfill daily needs. Based on the analysis that has been carried out, the economic conditions in the informal sector before the pandemic in Surabaya were identified, namely the informants in this research were able to fulfill their daily needs; the turnover obtained was in accordance with the capital spent, even sometimes it was more than enough; they were not confused about finding customers and strategic locations to market their products; they did not take a long time to market their merchandises; and their activities were not limited by the rules of time in marketing the merchandises.

Since the Covid-19 pandemic hit Indonesia, the government began to implement various policies such as issuing a call for *social distancing* and the *Work From Home* policy for employees. Additionally, the imposition of territorial restrictions and the construction of a special hospital for handling Covid-19 were also implemented. Therefore, this policy will have an impact on society, both the lower middle class and the elite.

There was an unavoidable fact created by the impact of the spread of coronavirus (COVID-19), namely the economic turnover of the community has decreased drastically in every region including Surabaya. After the *social distancing* or *physical distancing* policies were applied, the impact was immediately felt by the tourism, transportation, service, trade, financial, and industrial sectors. The impact of the economic downturn was getting wider that workers were also threatened with the termination of employment. Informal sector actors ranging from small traders, daily workers, to online motorcycle taxi drivers were also at risk of losing their income and jobs.

The large-scale social restrictions implemented in several stages by the Surabaya Municipal Government have given a significant impact on informal sector actors such as street vendors and shop owners. The decline in consumption activities in the community has led to a decrease in the sales turnover they earned. This decrease in turnover certainly led to an impact on the decreasing household income which results in the inability of informal sector actors to fulfill their household needs and reach the household costs that must be met.

"... I experience a decrease in sales. Usually, I can earn up to 500 thousand per day. Now, the maximum that I could earn is only 300 thousand, even less than that. " (Sundari, 48 years old - Seblak Seller)

As we know, schools or academic environments are strategic locations to find consumers of products/goods sold by traders/street vendors. The existence of the activities of students can greatly affect the income of traders. With the existence of schools, traders also do not need to worry about finding a crowded place to sell their goods to achieve the return of the capital. Meanwhile, when all schools in Indonesia, including in Surabaya, were closed to prevent the spread of the Coronavirus, traders who used to sell in every school admitted that their sales turnover had decreased drastically and sometimes it was difficult for them to return their initial capital.

".... There are no buyers. It's not like it used to be before the covid pandemic. My customers are mostly students who live in the boarding houses around here. Now the campus is closed,

so there are only very few buyers. Usually, I can earn 1 to 2 million, now only 700 thousand to 1 million ". (Sri Utami, 60 years old – basic needs seller)

Every day, the number of buyers is indeed uncertain so that the daily income cannot be predicted. However, the conditions before Covid-19 were very different compared with the conditions, today. Places that were previously crowded with buyers are now deserted. Therefore, all traders are confused about finding a new location with lots of buyers to sell their goods.

".... my income decreased. Before the coronavirus hit, I could earn 300 thousand. However, now it is even very difficult for me to get 100 thousand. (Rosiah, 57 years old - Angsle Ronde Seller)

The curfew, which was implemented in several areas in Surabaya also influenced the sales of the sellers' products. Many regions have imposed curfew by closing portals or restricting activities in and out of their areas. This, of course, gives an impact on decreasing consumer activities at night and limiting the space for the sellers or traders to sell their products at night. The following are the differences in the average turnover of Informal Sector Traders before and after the Covid-19 (Table 2):

Table 2. Average Turnover Of Informal Sector Traders Before And After The Covid-19

No	Types of Business Sector	Turnover	
		Before Pandemic	During Pandemic
1.	Street Vendor	300.000 – 500.000	<100.000 – 300.000
2.	Shop Owner	1.000.000 – 3.000.000	< 1.000.000

Table 2 shows that many informal sector traders, especially street vendors and shop owners have experienced a decline in their turnover. In general, they have experienced a significant impact on their business due to decreased customer demand and felt that there was limited room for them to sell their goods.

The strategies undertaken by traders for business continuity in Surabaya are as follows:

Online Sales

Themes as suggested in the review comments are ignored

After the enforcement of the transitional *Large-Scale Social Restrictions* (PSBB) policy, the traders experienced a decrease of income of 20% because there were still many office workers who brought their own foods to avoid food stalls or restaurants and workers who were working from home. This situation becomes a problem, especially in terms of decreasing turnover and income of traders. The decline in turnover is often the reason for a business to go bankrupt, while some traders begin to think and innovate on how to trade, including by marketing their products online. This method becomes the reason for them to survive because, during the PSBB period, direct sales were restricted and even strictly controlled. One of the online marketing methods carried out by affected traders is to use social media (*WhatsApp*), by promoting their goods and asking for their relations such as family, relatives, friends, and even neighbors to help promote the goods. It is in line with what has been stated by Grannovetter (1985) regarding the use of the *embeddedness* concept to emphasize network theory to analyze economic problems. The concept of embedded social action in social networks explains that family, relatives, friends, and even neighbors are traders' social networks and this is what underlies the traders to take advantage of the social network for promotion as a form of survival in the face of a pandemic situation.

Granovetter emphasizes that actually, social relations encourage rather than hinder economic performance.

... I've been selling [food] for more than two years. When PSBB was implemented, many buyers used drive-thru system and I was also helped by go food and grab online system, the peak time is from 10.30-13:00 am (Nurrackhmawati 50 years old- lontong balap seller)

Before pandemic, I've used online system by Gojek and Grab application. During pandemic, the orders were disserted, so I innovate by giving around 15%-20%. These promos are initiated by Gojek and Go food, and from ourselves as a seller. I used these two systems to increase sales. Additionally, I also create food packages which are more affordable (Yudi 46 years old- food stall seller).

Considering that the scope is not too wide, sales are also made by utilizing delivery services directly to the house and payments made at the time the goods are received (Cash On Delivery). Marketing the business and goods through service provider platforms such as Gojek, Grab, etc., is one of the survival strategies used by traders to carry out their business. By using the application features such as Go Food, Go Send, etc., the traders can reach distant consumers without having to come to them. It goes the same way to consumers. *Cash On Delivery* sales, during a pandemic, involves sellers, service providers, and buyers in which there is a system that is interrelated and beneficial to one another. Traders benefit from selling their goods even without conducting direct selling, buyers benefit from being able to buy products without having to leave the house during the pandemic, while Cash On Delivery service providers benefit from wages. This situation is in line with what Polanyi has explained (in Blikololong, 2012). He based his theory on three principles of behavior, namely reciprocity, redistribution, and householding. Reciprocity sees a mutually beneficial relationship between sellers, buyers, and service providers. This business strategy is sufficient to assist the community in meeting their daily needs, especially food needs, without having to leave the house.

Moving To A New Location

Themes as suggested in the review comments are ignored

Some traders complained that their business turnover had decreased drastically due to the policies implemented by the Surabaya Municipal Government. The Large-Scale Social Restrictions policy has resulted in many public sectors such as education, economy, social, and culture not fully operated. Indirectly, this condition which encouraged people to stay at home and do activities online disrupted the economy. Potential places such as campus areas, schools, and offices that are usually busy have turned into deserted places. This impact was felt by the traders who were in these locations. To overcome the lack of buyers, traders choose to move their selling location to a more strategic location.

Therefore, those who previously stayed only in one location now move around looking for buyers to sell their goods directly or visiting other areas. To some people, this seems to be something irrational. Traders who usually stay, now prefer to move around and traders who usually settle in strategic positions now have to sell from door to door or from a place to another place.

When this location is quiet due to PSBB, I sell the basic needs at home. Praise the lord, many people come to my home to buy their daily needs because they are afraid to go out. In addition, I also sell food in roadside at sahur time during Ramadhan (from 12.00 to 03.30), Thank God many people are coming (Sumila, 57 years old, food seller).

The traders who sell their goods at the kiosks were also affected by the lack of buyers, which in the end makes them choose to walk out of places that have been rented and occupied for years due to the policies implemented. Choosing to move to a more strategic location at the moment is the choice taken by actors in the informal sector. The choice made by traders to leave the place that has been rented for years is often considered irrational to others. While according to those, who felt the impact of the lack of buyers due to the implementation of the Large-Scale Social Restrictions policy, consider moving to a more strategic place rational choice. If they stay in that location, they will not be able to pay the rental fee. This rational choice is taken as an explanatory model of individual actions which are intended to provide a formal analysis of rational decision making based on the reasons and goals achieved by the actor. According to the explanation of rational choice orientation by James S. Coleman (Ritzet and Douglas, 2011: 391), a person's actions intentionally lead to a certain goal and another goal (and also the actions taken) determined by values or preferences. Something can be said to have value if it has benefits and advantages to meet the satisfaction of the actor.

The choices made by traders are to sell their goods at a location that is easily found by many people but does not trigger a crowd, such as in sports circles and jogging spots, and not staying in one place. Coleman says that all social behavior is caused by the behavior of each individual who makes their own decisions. For example, street traders make a decision to trade around and do not stay on the grounds as the solution to the lack of buyers.

Selling Frozen Food (Foods that are frozen during the pandemic)

Large-scale Social Restrictions have forced people to limit their movement outside the house. Thus, it will be very influential to people who work as street vendors and other small traders. Decreased turnover and the goods not in demand made it more difficult for traders to find profits and meet their needs, especially for traders who sell perishable items, such as food that spoils quickly. This condition requires traders to be creative in selling their goods even during the Covid-19 pandemic, especially for traders whose basic commodities do not last long and must be sold out within a certain time.

I am Tahu Campur seller. During PSBB, the buyers decreased, so I thought how to incur losses. Meat will be mushy or even crumble if it is often heated, it tastes bad and not worth to sell, so I separate the meat from its soup and froze it. I bring it to my stall then I heat tahu campur soup if the consumer comes, then put the meat based on the portion (Iga Chandra Setiawan, 44 years old, Tahu Campur seller).

To deal with this condition, the frozen food business is an attractive solution to offer because this food is durable, practical, and easy to serve. With the frozen food business, buyers can save time for shopping and minimize the expenses greatly. It is because they can immediately shop for frozen foods such as frozen meatballs, nuggets, chicken, sausages, potatoes, dim sum, and others for food stock for several weeks. These foods can be served quickly without further processing, they just need to be fried or steamed. This method is also used to raise the level of buyer's confidence that frozen foods are no less competitive than fast food or processed food. Additionally, this food has another advantage, namely, it lasts long without changes in shape and taste. The importance of trust in achieving economic prosperity is a major highlight in the research conducted by Francis Fukuyama (Zulida, 2012), saying that the welfare condition and competitiveness of a society are determined by the level of trust among citizens. This *frozen food* has managed to reach the level of buyer's trust, especially amid the covid-19 pandemic. It is also influenced by the belief that frozen food can last a long time without any changes in shape and taste. As a consequence, many buyers are interested in buying frozen food. Trust is hope that grows in a society that is determined by the existence of honest, well-mannered, and cooperative behavior based on shared norms (Fukuyama, 1995).

This belief arises in the circle of society so that it is common for traders who usually sell food that does not need to be frozen to switch to processing the frozen foods. One of the findings in the field

that represents this condition is the existence of frozen satay sellers where the meat that is usually processed into satay is frozen beforehand. When there is an order, the meat will be grilled and processed into satay. This is carried out by traders as the answer to low order and the solution to survive the pandemic. Even though the orders are not as many as before the pandemic, traders can still maintain the quality of the food ingredients used. Thus, traders are able to control the amount of capital that will be spent as an effort to fulfill their daily needs.

Research Question 2: How can the results of this research be used as Social Studies teaching materials to realize the SDGs?

Themes as suggested in the review comments are ignored. Why ADDIE appears? You never mentioned in your design, research questions, data collection and data analysis. You should not emphasize on the developing process of materials, rather you record teachers perception about your teaching materials.

In utilizing the results of the research as teaching materials for Social Studies teaching materials, the steps used were referring to the Dick and Carry (1996) suggestions namely Analyzes, Design, Develop, Implement, and Evaluation (ADDIE) models and in this case, we refer it until in the third step (i.e. Develop Step). The first step is to analyze the Social Studies curriculum at the Junior High School level and looking for basic competencies related to the research results. In accordance with the steps above, it was identified that the basic competencies in the curriculum in accordance with the results of the research is Basic Competency for Grade 1 Junior High School, namely The Factors of Production Problems and Basic Competency regarding the effort in presenting the results of problem-solving in production factors which include natural problems, labor problems, capital problems, and entrepreneurial problems factors. These Basic Competencies in Social Studies Curriculum for Junior High School level can be seen in Table 3 below:

Table 3. Basic Competencies and Competency Achievement Indicators

Basic Competencies	Competency Achievement Indicators
3.3. Understanding / Analyzing the concept of interaction between humans and space resulting in various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the sustainability of Indonesia's economic, social, and cultural life.	3.3.3 Identifying problems of 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors)
4.3. Explaining / Presenting the results of an analysis of the concept of interaction between humans and space generating various economic activities (production, distribution, consumption, and supply-demand) and interactions between spaces for the sustainability of Indonesia's economic, social, and cultural life.	4.3.2 Presenting the results of problem-solving on how to overcome negative things in the 4 production factors (Natural Production Factors, Labor Production Factors, Capital Production Factors, Entrepreneurship Production Factors)

Source: Grade 7 Junior High School Curriculum

The next step is to design and to develop the Lesson Plan

At this step, the lesson plan was designed then tested on a limited basis in the Postgraduate Students of Social Studies Class at the State University of Surabaya. The results of the Lesson Plan are presented in table 4.

Table 4. Lesson Plan for Survival Strategies in Informal Sector During the Covid-19 Pandemic

Learning Objectives : 3.3.3 Identifying problems of 4 production factors during the Covid-19 pandemic
4.3.2. Presenting the results of problem-solving on how to overcome negative

things in the 4 production factors during the Covid-19 pandemic

Learning Model : Research-Based Learning		
Learning Section	Time (Minutes)	Activities
Part 1:	5	Teachers give perception and convey the survival strategies in the informal sector during the Covid-19 pandemic
	40'	Most Indonesians work as informal sector traders: 1) Discuss the reasons why people choose to trade over other jobs, give rational reasons. 2) Analyze the types of traders that exist in Indonesia, continue the activity by discussing the types of traders that are in great demand. 3) Students are divided into several groups to explore the experiences faced by street vendors and small shop owners when selling their goods 4) Study and find out the income of the informal sector traders (street vendors and small shop owners).
Part 2:	30'	Street vendors and small shop owners in the Covid-19 pandemic era:
		6) Study the condition of informal sector traders during the Covid-19 pandemic 7) Investigate the survival strategies employed by informal sector traders during the Covid-19 pandemic. 8) Divide students into several groups to analyze the survival strategies employed by informal sector traders during the Covid-19 pandemic 9) The students discuss the results of their investigation on why informal sector traders still can survive during the Covid 19 pandemic 10) The students make a formula for steps that should be taken by informal sector traders during the Covid 19 pandemic and recommend those steps to other traders both in times of a pandemic such as today and similar disasters in the future
Closing	10'	Summary Drawing
	5"	Formative Test

Based on the Lesson Plan table 4, it shows that Social Studies learning which use the results of this research as teaching materials has fulfilled the SDGs elements. In the teaching design, it is clearly depicted that the students' activity starts from investigating the survival strategies until make a formula for steps that should be taken by informal sector traders during pandemic and recommend those steps to other traders. Hence, the students will understand the aspects of social and economic life sustainability supporting the elements of SDGs, especially point 1 (No Poverty) and point 2 (Sustainable Production and Consumption).

-define your gaps and indicate your novelty here; theoretical novelty, methodological novelty or findings novelty

Conclusion

Please start your conclusion by referring back to general statement of your results, then elaborate your conclusion based on your specific findings you identify from your research question. Inform the limitation of your study then propose your suggestions.

This study supports the theory of Polanyi, that the survival mechanism of the traders is always required to create innovation. By using the application features such as Go Food, Go Send, etc., the traders can reach distant consumers without having to come to them. He based his theory on three principles of behavior, namely reciprocity, redistribution, and householding. Reciprocity sees a mutually beneficial relationship between sellers, buyers, and service providers. This business strategy is sufficient to assist the community in meeting their daily needs, especially food needs, without having to leave the house.

Several traders also use rational option by moving to another place when the complicated government regulation is troublesome, this is in line with Coleman's thesis. If they stay in that location, they will not be able to pay the rental fee. This rational choice is taken as an explanatory model of individual actions which are intended to provide a formal analysis of rational decision making based on the reasons and goals achieved by the actor.

Many traders may survive by building trust with their costumers as stated by Fukuyama. This *frozen food* has managed to reach the level of buyer's trust, especially amid the covid-19 pandemic. It is also influenced by the belief that frozen food can last a long time without any changes in shape and taste. As a consequence, many buyers are interested in buying frozen food.

Some traders use social networks to engage with their consumers and to survive during the pandemic. This may strengthen the theory from Embeddedness Granoveter. One of them is to promote the goods by using social media networks and making advertisements (both in electronic media and printed media). Promotions can be more attractive to consumers by providing tasters and discounted prices at the start of product launching. The use of social media is an important role in the strategy of marketing products for traders who focus their sales online.

The results of this research can be used as Social Studies teaching materials for junior high school, namely the Basic Competency of 3.3. and Basic Competency 4.3. in Junior High School Curriculum. The use of the results of this research as Social Studies teaching materials also can define as the effort to achieve the SDGs elements, especially in the aspects point 1 (No Poverty) and point 2 (Sustainable Production and Consumption).

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-update with 2021 journal references

-add with at least 2 papers from JSSER group

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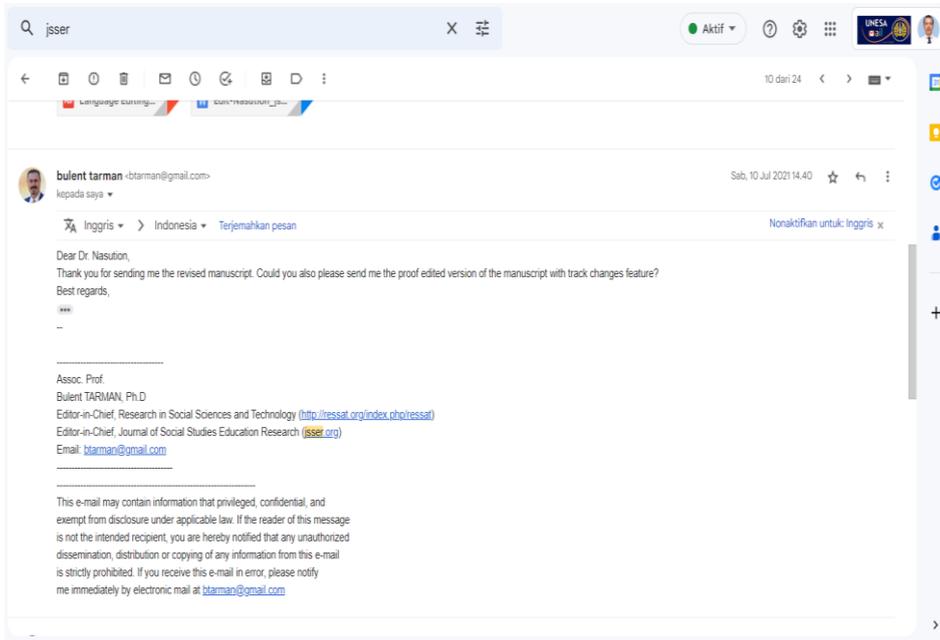
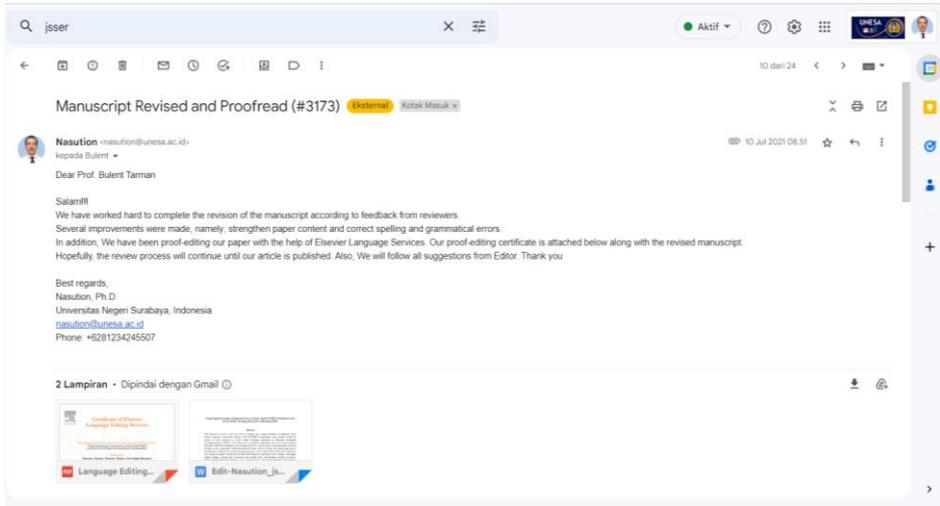
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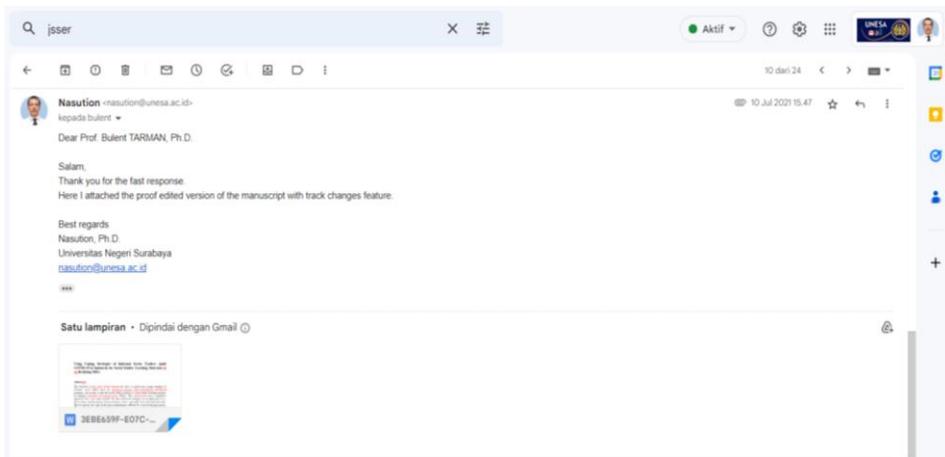
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"Using Coping Strategies of Informal Sector Traders Amid COVID-19
in Indonesia for Social Studies Teaching Materials in Realizing SDGs"

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Date: 05-Jul-2021

Serial number: LEEEX-14583-957DBDA6D5BF



Using Coping Strategies of Informal Sector Traders Amid COVID-19 in Indonesia for Social Studies Teaching Materials in/on Realizing SDGs

Abstract

The objectives of this study are: first, to analyze the coping strategies of informal sector traders amid the coronavirus disease 2019 (COVID-19) pandemic; and second, to take the results of this research as social studies teaching materials in realizing sustainable development goals (SDGs). This study uses a qualitative approach with a case study method. The data collection techniques are in-depth interviews, observations, and documents of micro business actors, especially street food and food stalls. The two groups are some of the micro-entrepreneurs affected by social distancing policies. The results of the study show that there are various strategies carried out by food stall businesses and food street vendors, including: online trading, storage and conversion into frozen food, and finding strategic locations. Online food application features are a mainstay for expanding marketing. Meanwhile, moving to a trading location becomes a rational choice when there are additional rules because of the COVID-19 transmission prevention policy, such as limiting business time, and not being allowed to accept food orders on the spot. To reduce losses due to the fluctuating purchasing power of customers, they process their food into frozen food and sell it via their social network, the frozen food can be sold. The ability to adapt to this pandemic situation is on the one hand a material for teaching students, especially junior high schools, about adaptive economic activities. On the other hand, moreover, this also shows human efforts in overcoming economic problems, so as not to increase the poverty level as expected in the SDG's are required; especially regarding this can take the form of efforts to minimize poverty and develop sustainable production and consumption.

Keywords: Coping strategy, Informal sector traders, Sector Traders, Social studies education, Studies Education, Teaching materials, Materials, Sustainable Development Goals, COVID-19.

Pengantar/Introduction

The coronavirus disease 2019 (COVID-19) was first identified in November 2019 in Wuhan, Hubei-China (Davenport et al., 2020; Huang et al., 2020). This incident is classified as a non-natural disaster caused by a disease outbreak. Since then, the disease outbreak has spread rapidly. Furthermore, it has also been stated that the possibility of the number of infected people who have not been registered or show the symptoms is expected to be much higher (Wu et al., 2020). Therefore, the World Health Organization (WHO) declared this incident a global pandemic (Cucinotta & Vanelli, 2020; Lloyd-Sherlock et al., 2020; Sohrabi et al., 2020; Watkins, 2020), affecting all sectors of society and all aspects of life, and even those who are not directly affected by the virus (Davenport et al., 2020).

The increasingly wide spread of COVID-19 has driven the government to take a decisive step, namely locking down large parts of society and economic life (Ye, et al., 2020; Iken, et al., 2020). This decision is a type of disaster response efforts undertaken to reduce the risk of the spread (Pourezzat, et al., 2010; Lai, et al., 2020). The determination of the COVID-19 disaster status imposed by the government has led to natural disasters, increased unemployment rate, and increased economic hardship for the community. The COVID-19 pandemic has caused many economic difficulties for the community, especially traders in the informal sector. It was due to restrictions on community activities which resulted in a decrease in people's purchasing power. This compelling situation has led to many polemics in society because it attacked business people

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engaged in the field of procurement of goods and services

Currently, the COVID-19 outbreak is considered a transnational emergency (Man Ha, 2020; Lele, et al., 2020). After ~~the report~~, several countries implemented entry screening measures for immigrants from China and repatriated their residents who lived in Wuhan (Phelan, et al., 2020; Chinazzi, et al., 2020). Various policies have been enforced by affected countries, such as China, Thailand, Japan, the Republic of Korea, South Korea, and the United States (WHO, 2020). In addition, when a patient is ~~identified~~~~found~~, the government handles it carefully, starting from the use of personal protective equipment to providing special isolation rooms. Given the characteristics of the transmission of COVID-19, health workers carry out tracing of people who have direct contact with sufferers. In the ~~final~~~~last~~ stage, a number of governments conducted a regional quarantine, and ~~every~~~~a~~ person was prohibited from doing activities outside the home. The policy was carried out by the governments of Malaysia, Singapore, India, ~~as well as~~ Italy and ~~a number of~~ other European countries. This policy, ~~namely lockdown~~, follows ~~what was done by that of~~ the Chinese government in Wuhan City and succeeded in suppressing the transmission of COVID-19. ~~This policy is known as the lockdown.~~

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In Indonesia, ~~the~~ COVID-19 cases ~~were~~~~as~~ confirmed from March to December 2020. Various efforts to suppress the spread of the virus are still being carried out at all levels of the community because during ~~the disaster~~ and after the disaster, institutions at the community level ~~in general~~, also experience the breakdown (Prihatin, 2018). One of them is the implementation of Large-Scale Social Restrictions (PSBB) which have been regulated in Law no. 6 the Year of 2018 concerning Health Quarantine and the issuance of the Chief of Police Declaration Number: Mak/2/III/2020 concerning Compliance with Government Policies in Handling the Spread of the ~~Corona Virus~~ (COVID-19).

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The policy has ~~hugely also given a big~~ impacted ~~on~~ both the local and global economies. Fear of the unexpected effects of COVID-19 has had a significant impact on the world economy, ~~and so~~ ~~that~~ many economic actors are currently experiencing a recession. This condition ~~is evident~~ ~~can be seen~~ from the ~~fact that has occurred such as~~ job losses ~~that have occurred~~ due to layoffs and reduced working hours (Adams, 2020). The crisis has threatened the function and performance of economic actors (Boin, 2009; Williams et al., 2017). The reduction in labor in this industrial sector indirectly affects food stalls and food street vendors because they are consumers. The condition of food stall business actors and food street vendors is becoming increasingly difficult because restrictions on business hours and regulations on how to trade are also problems that can reduce their turnover. At the beginning of the PSBB, because of the potential ~~of to become~~ a place of transmission, they were prohibited from trading. After that, business hours are limited and buyers are not allowed to eat on the spot, especially at food stalls. Instead, customers take the food they bought home (take away). ~~As a consequence~~ ~~Consequently~~, traders in the informal sector need a coping strategy to avoid poverty. Significant turbulence has ~~had~~ ~~given~~ impacts, ~~including starting~~ ~~from~~ disrupted structure, routine, and ability (Williams et al., 2017).

~~As~~ ~~On the one hand~~, ~~as the~~ ~~an~~ informal sector, food stalls and food vendors are actually believed to be one of the sectors in urban areas that are able to provide employment opportunities ~~on the one hand~~. On the other hand, with employment and decent income, they have helped reduce the number of poor people. ~~Moreover, sustainable development goals~~ (SDGs) is one of the efforts ~~to~~ adopted by the Indonesian government to achieve the safety of humans and the planet, which is the world's agenda. The knowledge of ~~SDGs among~~ future teachers ~~about SDGs~~ is very important because there is a significant direct impact of learning ~~regarding~~ certain SDGs in higher education institutions (Bekteshi & Xhaferi, 2020). Thus, it is ~~crucial very important~~ to ~~consider~~ ~~take~~ the SDGs ~~concept~~ as one of the goals in learning. Economic welfare encourages sustainable development at the community level (Ajayi et al., 2009; Yuliati & Hartatik, 2019), namely the elimination of poverty. ~~From~~ ~~As per~~ BPS records, the number of poor people has increased to 27.55 million, ~~or~~ an increase of 2.76 million, during the pandemic (Fauzia, 2021). This means that at the local level, the existence of informal sector traders is highly expected in a pandemic situation.

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This struggle of food traders can be used for the academic community as a meaningful record of human efforts in crisis situations. ~~Furthermore~~~~More than that~~, the essence of the struggle is ~~also~~ useful for children who are forced to study online during the pandemic; ~~Especially~~, for junior high school students, this event can be used to understand socio-economic and cultural phenomena in a pandemic situation. The COVID-19 pandemic is no longer just an epidemiological event; ~~rather~~~~but~~, it can ~~also~~ be analyzed based on social studies education as a human effort to overcome the destruction of the socio-economic structure that occurred (Dölek, et al., 2011; Suharso, et al., 2020; McCorkle, 2020). The teaching materials that underlie these contemporary issues will build meaningful experiences for social studies education learners.

Research Questions

The current pandemic has ~~greatly had a lot of~~ impacted ~~on~~ various sectors of life, one of them is the economic and education field. ~~This study revealed After the research is carried out, the facts found indicated~~ that there are efforts and strategies carried out by people affected by the pandemic. Among them are strategies carried out by informal sector traders who still exist during the COVID-19 pandemic era. The adaptations used by these traders will be used as teaching materials in ~~s~~Social ~~s~~Studies learning. This research focuses on the adaptation used by informal sector traders as an effort to survive the COVID-19 pandemic. The results of this research will be used as ~~s~~Social ~~s~~Studies teaching materials in schools. The research questions are ~~as follows~~:

231. ~~What~~~~How~~ are the coping strategies employed by informal sector traders during the COVID-19 pandemic?

24—How can the results of this research be used as ~~s~~Social ~~s~~Studies teaching materials to realize the SDGs?

2.

Literature Review

Food and beverage informal sector traders during the COVID-19 Pandemic

~~S~~As ~~has been stated by various~~ studies on COVID-19 ~~have revealed that~~; the disease is an airborne disease; ~~Tr~~ansmitted~~ssion~~ through the air. ~~COVID-19~~Corona virus ~~partieles~~, in the form of droplets, ~~moves~~ from ~~sufferers~~~~those who are infected~~ to other people through the air. Therefore, the governments of ~~many a number of~~ countries have taken the decision to quarantine (lockdown) to stop the movement of people, ~~to prevent so that there is no~~ transfer of the virus to other humans. The problem, ~~however~~, is ~~that~~, to meet their needs, humans must move. ~~A~~The implementation of lockdown has disrupted the daily life of the community; the pandemic has caused an unprecedented economic shrinkage in major countries and business closures all over the world (Tetro, 2020; Man Ha, 2020). This means that economic activity as a marker of human effort to fulfill their needs cannot be carried out. All business centers in the region experiencing health quarantine are suspended (Tetro, 2020; Man Ha, 2020). The temporary suspension in the business sector inevitably affects the informal economy sector.

~~Notably~~~~It should be noted that~~, in the study of economics, especially urban areas, the economic sector is divided into ~~two, namely~~ the formal and informal sectors. The formal sector is a business that is registered with the government as a business entity. There are many variants within the formal sector, from industry to trade. Meanwhile, although some have been registered with the government, there are economic sectors that have micro and small capital, and are usually only owned by families and use labor from family members. The characteristics of informal sector actors include carrying out business activities that are primarily based on people's independence,

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utilizing simple technology, mainly coming from family labor without wages, using local resources for business raw materials, mostly serving the needs of the lower middle class, their education level and the quality of the resources are low (Kuckertz, et al., 2020).

In urban areas, this informal sector moves from small traders to food and beverage traders, both food vendors and food stalls. In urban studies, the presence of the informal sector is the answer to excess urbanization. The urban bias of economic development has resulted in a very high impetus for migration to urban areas (McGee, 1985). The problem, however, is that the availability of jobs in urban areas is limited and the qualifications of urbanites are often not in accordance with the formal sector. As a result, although it is often done consciously, they choose to go to the informal sector. The informal sector is a balance between the formal sector and the limited availability of employment.

The overflow of the workforce that occurs in rural areas ~~because of~~ due to high population growth rates and the very limited employment opportunities has driven a large-scale migration process from rural to urban areas which aim to gain a better livelihood. This can be seen in the emergence of slum pockets, with odd jobs in the informal sector, low productivity, and subsistence which aims only to survive (Evers and Korff, 2000). The process of informalization occurs due to the nature of subsistence, low productivity, capital accumulation, and weak investment, as well as strong pressure of the formal macro system coming from outside (Rachbini, et al., -1994).

In a crisis situation, the existence of the informal sector as one of the micro, small, and medium enterprises becomes very important in economic growth. According to Mehrotra (2009), during the economic crisis of the 1990s in East Asia, workers and children in the informal sector experienced extraordinary vulnerability, especially if their business relied on exports. One reason is that they do not have a social safety net. The government's fiscal policy towards this sector has greatly helped them face the crisis. This policy will in turn help economic growth at the national level. This ~~was~~ also observed by Gerry Finnegan and Andrea Singh (2004) in Thailand and Zambia, highlighting which shows that the role of fiscal policy is less needed in the informal sector based on production for local communities to better cope with the crisis. With this fact, the Ministry of Finance of the Republic of Indonesia in its press release is quite worried about the condition of the micro and small industrial sector. Its existence is needed because of the ability to absorb labor. ~~Based on data,~~ the ~~The~~ number of MSME business actors is 64.2 million or 99.9% of the total number of business actors. The absorption of its workforce ~~reaches is~~ 97% and its contribution to the ~~n~~ National ~~e~~ Economy is 61.1% (Nainggolan, 2020).

Coping Strategy or Survival Strategy for the Urban Poor

When linking the informal sector with the urban poor, ~~there are~~ two terms are used when facing a crisis situation. The first term is survival strategy. This term was ~~actually~~ first used by Charles Darwin in explaining the theory of evolution. Survival strategy is an effort or process of creatures in overcoming environmental obstacles. The environment becomes an instrument of natural selection. In theory, the living things that exist today were produced by means of survival. One of them is behavioral and physical modifications carried out by these creatures (Darwin, 1859). In the context of industrial society, the term survival is used by Karl Marx when describing the relation of two classes, namely the bourgeoisie and the proletariat. The class struggle (proletarian) (struggle for class) as an effort or strategy for the survival of the class (Marx, 1971).

~~In the context of~~ Meanwhile, the urban poor, ~~they are present as~~ a product of urbanization. They are part of the rural poor who have moved to a new environment. Poverty in the place of origin is shaped by structures, namely: the order of values and social structures. Values and social structures make them physically and socially vulnerable. In a new place, with their objective conditions, they encounter obstacles from the surrounding environment. Survival strategy is how they overcome these obstacles and strengthen their social position. Thinkers of human geography and environmentalist-structuralists prefer this term when looking at communities trying to deal with the problems of a changing environment. The unit of analysis in assessing survival strategy is the family and does not pay attention to the problem of rationality developed by the family in overcoming the crisis (Najman, 2019).

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The second term is coping strategy. This term is usually used to indicate that humans are consciously dealing with the problems that are the pressures of their lives. When faced with problems that are personal or interpersonal, people take various adaptation actions. If consciously, it is called coping, otherwise if the action is subconscious, it is called a self-defense mechanism. This coping action can be positive or negative, can be reactive or proactive. It depends on the outcome. When done in an orderly manner ~~and~~ considering the pressure that will arise from the action, then the coping is proactive. If the results minimize stress, then the coping is positive; ~~If if they the results actually worsen, then~~ it is negative or maladaptive (Wechsler, 1995; Amendah, et.al, 2014). In this ~~study article~~, COVID-19 and government policies to overcome transmission are not considered appropriate as an environment for micro-enterprises, especially street vendors and food stalls. Both things are more appropriate as a psychologically perceived stressor. These actors perform cognitive processing to respond and minimize these stressors. What is ~~acheiveddone~~ is the outcome of the cognitive process. Therefore, the term coping strategy is much more appropriate ~~to use~~ to understand the actions of street vendors and food stalls.

The Use of Coping Strategies in Social Studies Teaching Materials to Realize the SDGs

When ~~discussing talking about~~ coping strategies for the urban poor, the main source of stress is poverty. ~~Because As~~ they are poor, they have difficulty in making ends meet. ~~The poverty trap in Chambers's (1985) -understanding- explains poverty trap as~~ the causes of poverty. However, internal factors, especially education, are the key words to overcome the crisis situation they face. Mardiharini (2005) states that family structure, parental education level, demographic conditions and economic status are the basis for families to overcome the crisis they face.

~~The problem lies that what~~ However, Mardiharini (2005) does not discuss ~~is~~ how education helps cognitive processes to overcome the life problems of the urban poor. The ~~real answer solution is has been~~ given by Paolo-Freire (2008); ~~who-It~~ offers a curriculum and learning that no longer uses the traditional model, ~~namely termed~~ the banking model. In this model, a teacher becomes the subject of the process, ~~an- He became an~~ all-knowing person, and students ~~becomewere~~ passive. In this model, students cannot gain meaningful knowledge; ~~the teacher-He~~ offers a liberating education (liberation pedagogy). In this educational model, the use of dialogic with attention to and being more sensitive to problems around the environment is ~~the key-word~~. In this way, students and teachers stay grounded in their world, solve everyday problems, and ultimately provide meaningful processes of cognition and knowledge.

~~This suggestion by What is offered by Paolo~~ Freire (2008) is ~~very appropriate suitable~~ and in line with the learning objectives of social studies. In social studies learning, the observed phenomenon becomes a meaningful experience for the learner. In achieving excellence in ~~sSocial sStudies~~ learning, the learning process will, ~~aAs~~ already mentioned, be affected by the current problem faced by the world community; ~~is~~ the COVID-19 pandemic. This pandemic has ~~actually~~ caused structural damage to society. The state and society undergo a process of impoverishment. The problem of poverty and efforts to overcome it becomes a study in social studies learning. This study is also inseparable from this in line with the ~~sustainable development goals (SDGs)~~. Knowledge related to the readiness to fulfill SDGs is an important dimension for students to know and understand. This was chosen to prepare students from an early age, enabling them to be able to keep up with changing economic conditions through strategies in running micro-enterprises during disease outbreaks such as the current Covid-19 pandemic. There are some ~~negavtivebad~~ possibilities for events that could happen or have already happened to be learned from. Teaching materials were chosen because they can be made in a form that suits the needs of students and the characteristics of the teaching materials presented (Prastowo, 2015, Pope and Timothy, 2012). In achieving excellence in ~~sSocial sStudies~~ learning, the learning process will be more impactful for civic life if it is meaningful, integrated, value-based, challenging, and active (NCSS, 1994; Chalkins, et al., 2021). ~~In line with that~~ Accordingly, the theme ~~taken-considered here is about concerns~~ the coping strategies of informal sector traders during the pandemic which are used as teaching materials. It is the only tool that can change people's behavior so that they can evaluate their actions and take decisions by taking into account the needs of sustainable development education and enlightenment in all its forms and manifestations (Fedulova, et al., 2019). In-class

learning seems theoretical and considers social science as a non-contextual subject. ~~Although~~ While, contextuality is a part of social science itself, referring to Barr (1978), it can be seen from the extent to which the social science curriculum can be dynamically applied to solve social problems in society (Wasino, et al., 2020) .

The purpose of teaching materials is to deliver messages, stimulate the thoughts, feelings, and willingness of students, to encourage the creation of a learning process in students. In fact, teaching materials have the function to provide learning information to students (Sudjana, 2010). Social Studies is an appropriate subject that can be used as a medium because, in ~~s~~ Social ~~s~~ Studies learning materials ~~for at the j~~ Junior ~~h~~ High ~~s~~ School level, there is an integration of various social and humanities disciplines, as well as basic human activities that are organized and presented for educational purposes (Sapriya, 2016).

When discussing poverty and efforts to overcome it, social studies lecturers talk about ~~Sustainable Development Goals~~ (SDGs), ~~which~~ ~~SDGs~~ are a series of global goals set in 2015 through Resolution 70/I of the UN General Assembly ~~while, h~~ are targeted to be achieved by 2030. The SDGs include five basic principles of development that cannot be separated for the development of humans and nature for the life in the future, namely people, planet, prosperity, peace, and partnership social studies. One study states that the Indonesian government supports the resolution by stipulating Presidential Decree No.59 / 2017 on SDGs, which is further responded by President Joko Widodo by initiating a national development strategy called Nawacita (Purwanti, et al., 2018).

This strategy puts forward the agenda of democratization, equitable development, and good governance (Seregig, et al., 2018). The resolution ~~gives a~~ positively impacts ~~on~~ the Human Development Index (~~HDI~~) (UNDP, 2016). In the SDGs road map for Indonesia towards 2030, it has been stated that there are 17 Sustainable Development Goals, two of which are ~~the goals,~~ ~~namely~~ No Poverty, and Zero Hunger (Kementrian PPN/Bappenas, 2020).

It can be indicated that education is recognized as the key to creating a sustainable economy (ISSC, 2016) because quality education will be able to reduce the unemployment rate in a country (Passey & Samways, 2016). ~~Dewi, et al. (2018) A study states~~ that the goals of quality education can be achieved if the country ~~in this case, the government,~~ is able to guarantee the quality of education services itself (~~Dewi, et al., 2018~~). ~~In this~~ This research, ~~the~~ focuses ~~that will be supported with~~ on the implementation of coping strategies for informal sector traders during the pandemic used as teaching materials in ~~s~~ Social ~~s~~ Studies.

Research methods

Approach, Perspective Theory, and Research Design

This study uses a qualitative approach with the perspective of ~~the ethnomethodology theory proposed by Harold~~ Garfinkel's (1984) ~~ethnomethodology theory~~. ~~In the perspective of~~ According to this theory, related to coping strategies, perpetrators perform actions repeatedly in everyday life. This steady pattern is a method and practice that produces order in daily life. This answers ~~the question of~~ how the coping strategy is carried out by the informant for ~~one~~ 1 year during the COVID-19 pandemic in 2020.

The research design used in this perspective is the case study of ~~Robert K.~~ Yin (2018). In accordance with the perspective of ethnomethodology theory, case studies are very appropriate to record naturally the daily conditions of the subjects. Through the case study design, researchers can gain a subjective understanding of the COVID-19 pandemic situation as psychological stress experienced by the subject, ranging from prohibitions on human movement to restrictions on public spaces. These policies are ~~"real"~~ and ~~have become a~~ psychologically ~~have become~~ pressure for business actors. This understanding is only obtained if the relationship between the researcher and the subject is qualified. The quality of this relationship occurs when the researcher is present and jointly carries out daily activities with the subject.

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Determination of Locations and Participants

The research location is the city of Surabaya. ~~The city of Surabaya is~~ the second largest metropolitan city in Indonesia. The people of Surabaya have multi-ethnic characteristics. ~~In addition~~ ~~Besides to~~ the original inhabitants being Coastal Javanese, the city of Surabaya has become an attraction for immigrants from Mataraman (Inland) Java, Madurese, and other ethnicities, such as Minangkabau, Batak, Makasar, and Banjarese. According to the pattern noted by Huub de Jonge (1989), the Madurese who migrated to Surabaya are Bangkalan people with a more straightforward character than other regions. They inhabit the western part of Surabaya, starting from the ports of Tanjung Priok, Sidotopo to Semampir. Meanwhile, others live sporadically outside the area. Together with the Javanese, they developed micro-enterprises, particularly trading in traditional markets, selling food either by opening ~~a~~ ~~stalls~~ or using ~~a~~ wheelbarrows. Traders of these two ethnicities ~~became~~ ~~are~~ the subject of research.

As is characteristic of the informal sector, there ~~is~~ ~~are~~ no accurate data on the number of these traders in Surabaya. Therefore, according to the case study design, the researcher explored and studied 15 traders from the two ethnic groups, such as Javanese and Madurese. From the start, the fifteen traders were willing to be observed and interviewed in their daily lives, from shopping, cooking, preparing to open a shop or pushing a cart, to selling and returning home. Demographically, they are married with children and wives who help when selling. The age of the subjects ranged ~~from within 26-26 years to~~ 60 years. Their trading time is day and night. The two ethnic groups of food traders/food stalls are the unit of analysis, while the observed daily life is the context (Yin, 2018).

Data collection technique

To understand the strategies used by the subjects, the researchers conducted participant observations. In order to participate in daily life, the research team ~~first started by~~ ~~conducting~~ interviews ~~first, starting from~~ asking questions such as where they came from; to the pandemic situation they experienced. Empathy for what the subject is experiencing is the key word in building report cards (good relationship between researcher and subject) (Warren, 2012). After the report card was built, the researcher proposed that the subject's willingness to be observed or in the politeness of the Javanese and Madurese people as a "form of desire" to learn to live with the subject. The ~~latterst thing~~ is not easy, there are some subjects who refuse, some accept. There are several reasons for refusal, ~~for one~~ example, ~~is~~ there is no place if the researcher stays overnight or feels disturbed when the researcher works to help the subject (Yin, 2016).

The second data collection technique is in-depth interviews. In-depth interviews were conducted by asking in more detail about what was done and why it was done. In the theory of coping strategy, every action taken by the subject basically has a reason or explanation for why the action was taken. The reason for what to do is to consider the factors that become stressors. ~~It will not~~ This can only be obtained ~~without~~ through an in-depth interview.

Documentation ~~is done by~~ includes recording the subject's activities and in-depth interviews. ~~Basically,~~ ~~o~~ Observation cannot rely on the senses, but camera aids can record activities and environments that are missed. The same applies to the use of sound recording equipment. Voice recording equipment, whatever its form, is an attempt to save the conversation during an in-depth interview.

The third data collection technique ~~is~~ includes documents. The documents of the demographic data contained in, for example, the identity card, ~~etc.~~ are ~~very~~ useful for researchers to know the migration process to living permanently in the research location. From ~~this~~ ~~these~~ data, researchers can also ask the reasons for moving from their place of origin.

Data analysis

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There are several steps in data analysis. First, the researcher made field notes from the results of in-depth interviews, observations, and documentation. Second, the researcher ~~made~~ undertook coding on ~~each~~ all field notes. The first coding is related to the ethnic and cultural background of the subject. The second coding is related to the form of business being undertaken, whether it is a street vendor or a food stall. The third code is the income before and after the pandemic. The fourth code relates to views on pressure during the pandemic and beyond. The third step in the analysis is to observe and ~~focus on~~ pay attention to the patterns of each subject based on the coding in the field notes. Related to the case of this research, the pattern in question is a decision and action to diversify in its business, from product to marketing (Atkinson, 2002). The fourth step is to build statements that explain these patterns, ranging from less dominant patterns to dominant patterns (Yin, 2018).

Before compiling into an article, these four steps are also compared with the results of previous studies, theories and other data. This step is triangulation. The discrepancy between the phenomena found with previous research must be explained logically. This explanation is important so that the research results are tested for transferability, meaning that the propositions built in this article can only be applied to studies that are similar or have conformity to the conditions they have. After this process is passed, the researchers developed a proposition that explains the pattern found in this study (Yin, 2018).

Findings and Discussion

Coping strategies employed by informal sector traders during the COVID-19 pandemic

Decreased Income as a Stressor for Business Actors due to Government Policies to Overcome COVID-19

Before the COVID-19 pandemic, the economic conditions in the informal sector still showed positive growth and were relatively sufficient to fulfill daily needs. Based on the analysis ~~that has been~~ carried out, the economic conditions in the informal sector before the pandemic in Surabaya were identified, namely the informants in this research were able to fulfill their daily needs; the turnover obtained was in accordance with the capital spent, even sometimes it was more than enough; they were not confused about finding customers and strategic locations to market their products; they did not take a long time to market their merchandises; and their activities were not limited by the rules of time in marketing the merchandises.

Since the COVID-19 pandemic hit Indonesia, the government began to implement various policies such as issuing a call for *social distancing* and the work from home ~~Work From Home~~ policy for employees. Additionally, the imposition of territorial restrictions and the construction of a special hospital for handling COVID-19 were ~~also~~ implemented. Therefore, this policy will have an impact on society, both the lower middle class and the elite.

~~There was an unavoidable fact created by the~~ The impact of the spread of eoronavirus (COVID-19) unavaoidably caused, ~~namely~~ the economic turnover of the community has to drastically decreased ~~drastically~~ in every region including Surabaya. After the social distancing or physical distancing policies were applied, the impact was immediately felt by the tourism, transportation, service, trade, financial, and industrial sectors. The impact of the economic downturn was getting wider, such that workers were also threatened with the termination of employment. Informal sector actors ranging from small traders, daily workers, to online motorcycle taxi drivers were also at risk of losing their income and jobs.

The large-scale social restrictions implemented in several stages by the Surabaya Municipal Government have had given a significant impact on informal sector actors such as street vendors and shop owners. The decline in consumption activities in the community has led to a decrease in

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the sales turnover they earned. This decrease in turnover certainly led to an impact on the decreasing household income which results in the inability of informal sector actors to fulfill their household needs and reach the household costs that must be met.

"... I experience a decrease in sales. Usually, I can earn up to 500 thousand per day. Now, the maximum that I could earn is only 300 thousand, even less than that. " (Sundari, 48 years old, Seblak Seller)

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As we know, schools or academic environments are strategic locations to find consumers of products/goods sold by traders/street vendors. The existence of the activities of students can greatly affect the income of traders. With the existence of schools, traders also do not need to worry about finding a crowded place to sell their goods to achieve the return of the capital. Meanwhile, when all schools in Indonesia, including those in Surabaya, were closed to prevent the spread of the Coronavirus COVID-19, traders who used to sell in every school admitted that their sales turnover had decreased drastically and sometimes it was difficult for them to return their initial capital.

".... There are no buyers. It's not like it used to be before the covid pandemic. My customers are mostly students who live in the boarding houses around here. Now the campus is closed, so there are only very few buyers. Usually, I can earn 1 to 2 million, now only 700 thousand to 1 million ". (Sri Utami, 60 years old, basic needs seller)

Every day, the number of buyers is indeed uncertain, and therefore so that the daily income cannot be predicted. However, the conditions before COVID-19 were very different compared with the conditions today. Places that were previously crowded with buyers are now deserted. Therefore, all traders are confused about finding a new location with lots of buyers to sell their goods.

".... my income decreased. Before the coronavirus hit, I could earn 300 thousand. However, now it is even very difficult for me to get 100 thousand. (Rosiah, 57 years old, aRonde Seller)

The curfew, which was implemented in several areas in Surabaya, also influenced the sales of the sellers' products. Many regions have imposed curfew by closing portals or restricting activities in and out of their areas. This, of course, gives an impact on decreasing consumer activities at night and limiting the space for the sellers or traders to sell their products at night. The following are the differences in the average turnover of informal sector traders before and after the COVID-19 (Table 2).

Table 1. Average Turnover Of Informal Sector Traders Before And After The COVID-19

No	Types of business sector	Turnover	
		Before the pandemic	During the pandemic
1.	Street vendor	300.000—500.000	<100.000—300.000
2.	Shop owner	1.000.000—3.000.000	< 1.000.000

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Table 1 shows that many informal sector traders, especially street vendors and shop owners, have experienced a decline in their turnover. In general, they have experienced a significant impact on

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their business due to decreased customer demand and felt that there was limited room for them to sell their goods.

Online Sales as an Effort to Expand the Market

After the enforcement of the transitional ~~Large Scale Social Restrictions (PSBB)~~ policy, the traders experienced a decrease of income of 20% because there were still many office workers who brought their own foods to avoid food stalls or restaurants and workers who were working from home. This situation becomes a problem, especially in terms of decreasing turnover and income of traders. The decline in turnover is often the reason for a business to go bankrupt, while some traders begin to think and innovate on how to trade, including by marketing their products online. This method becomes the reason for them to survive because, during the PSBB period, direct sales were restricted and even strictly controlled. One of the online marketing methods carried out by affected traders is to use social media (*WhatsApp*), by promoting their goods and asking for their relations such as family, relatives, friends, and even neighbors to help promote the goods. ~~It is in line~~This agrees with ~~what has been stated by~~ Granovetter (1985), regarding the use of the *embeddedness* concept to emphasize network theory to analyze economic problems. The concept of embedded social action in social networks explains that family, relatives, friends, and even neighbors are traders' social networks and this is what underlies the traders to take advantage of the social network for promotion as a form of coping in the face of a pandemic situation. Granovetter emphasizes that ~~actually,~~ social relations encourage rather than hinder economic performance.

... I've been selling [food] for more than ~~two~~ 2 years. When PSBB was implemented, many buyers used drive-thru system and I was also helped by go food and grab online system, the peak time is ~~from~~ 10.30-13:00 am (Nurrackhmawati, 50 years old, -lontong balap seller)

Before the pandemic, I've used the online system by Gojek and Grab application. During pandemic, the orders were disserted, so I innovated by giving around 15%-~~%~~-20% off. These promos are initiated by Gojek and Go food, and from ourselves as a seller. I used these two systems to increase sales. Additionally, I ~~also~~ create food packages which are more affordable (Yudi, 46 years old, -food stall seller).

Considering that the scope is not too wide, sales are also made by utilizing delivery services directly to the house and payments made at the time the goods are received (~~cash on delivery~~Cash On-Delivery). Marketing the business and goods through service provider platforms such as Gojek ~~and~~, Grab, ~~etc.~~, is one of the coping strategies used by traders to carry out their business. By using the application features such as Go Food ~~and~~, Go Send, ~~etc.~~, ~~the~~ traders can reach distant consumers without having to come to them; ~~it is goes~~ the same ~~way for~~ consumers. ~~Cash on delivery~~ On-Delivery sales, during a pandemic, involves sellers, service providers, and buyers in which there is a system that is interrelated and beneficial to one another. Traders benefit from selling their goods even without conducting direct selling, buyers benefit from being able to buy products without having to leave the house during the pandemic, while ~~Cash On-Delivery~~cash on delivery service providers benefit from wages. This situation is in line with ~~what the view of~~ Polanyi (2018), ~~has explained~~. ~~How~~ who based his theory on three principles of behavior, namely reciprocity, redistribution, and householding. Reciprocity sees a mutually beneficial relationship between sellers, buyers, and service providers. This business strategy is sufficient to assist the community in meeting their daily needs, especially food needs, without having to leave the house.

Moving to a New Location to Approach Customers and Avoid Restrictions on Business Hours

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Some traders complained that their business turnover had decreased drastically due to the policies implemented by the Surabaya Municipal Government. The Large-Scale Social Restrictions policy has resulted in many public sectors such as education, economy, social, and culture, ~~to~~ not fully operated. Indirectly, this condition ~~which that~~ encouraged people to stay at home and do activities online disrupted the economy. Potential places such as campus areas, schools, and offices that are usually busy have turned into deserted places. This impact was felt by ~~the traders at who were in~~ these locations. To overcome the lack of buyers, traders choose to move their selling location to a more strategic location.

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Therefore, those who previously stayed only in one location now move around looking for buyers to sell their goods directly or visiting other areas. To some people, this seems to be something irrational. Traders who usually stay, now prefer to move around and traders who usually settle in strategic positions now have to sell from door to door or from a place to another place.-

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When this location is quiet due to PSBB, I sell the basic needs at home. Praise the lord, many people come to my home to buy their daily needs because they are afraid to go out. In addition, I ~~also~~ sell food in roadside at sahur time during Ramadhan (from 12.00 to 03.30), Thank God many people are coming (Sumila, 57 years old, food seller).

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~~The~~ Traders who sell their goods at the kiosks were also affected by the lack of buyers, which ~~eventually in the end makes made~~ them choose to walk out of places that have been rented and occupied for ~~several~~ years due to the policies implemented. Choosing to move to a more strategic location at the moment is ~~at the~~ choice ~~taken made~~ by actors in the informal sector. The choice made by traders to leave the place that has been rented for ~~several~~ years is often considered irrational to others. While according to those, who felt the impact of the lack of buyers due to the implementation of the Large-Scale Social Restrictions policy, consider moving to a more strategic place ~~a~~ rational choice. If they stay in that location, they will not be able to pay the rental fee. This rational choice is taken as an explanatory model of individual actions ~~that which~~ are intended to provide a formal analysis of rational decision making based on the reasons and goals achieved by the actor. According to the explanation of rational choice orientation by James S. Coleman (Ritzer and Douglas, 2011), a person's actions intentionally lead to a certain goal and another goal (and ~~also~~ the actions taken) determined by values or preferences;- ~~s~~Something can be said to have value if it has benefits and advantages to meet the satisfaction of the actor.

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The choices made by traders are to sell their goods at a location that is easily found by many people but does not trigger a crowd, such as in sports circles and jogging spots, and not staying in one place. Coleman says that all social behavior is caused by the behavior of each individual who makes their own decisions. For example, street traders make a decision to trade around and do not stay on the grounds as the solution to the lack of buyers.

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Freeze ~~P~~products and Sell them to ~~M~~minimize ~~L~~losses

Large-scale social restrictions ~~seale Social Restrictions~~ have forced people to limit their movement outside the house. Thus, it will be very influential to people who work as street vendors and other small traders. Decreased turnover and the goods not in demand made it more difficult for traders to find profits and meet their needs, especially for traders who sell perishable items, such as food that spoils quickly. This condition requires traders to be creative in selling their goods even during the COVID-19 pandemic, especially for traders whose basic commodities do not last long and must be sold out within a certain time.

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I am ~~f~~Fahu ~~c~~campur seller. During PSBB, the buyers decreased, so I thought how to incur losses. Meat will be mushy or even crumble if it is often heated, it tastes bad and not worth to sell, so I separate the meat from its soup and froze it. I bring it to my stall then I heat

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tahu campur soup if the consumer comes, then put the meat based on the portion (Iga Chandra Setiawan, 44 years old, ~~t~~Fahu ~~c~~Campur seller).

To deal with this condition, the frozen food business is an attractive solution to offer because this food is durable, practical, and easy to serve. With the frozen food business, buyers can save time for shopping and minimize the expenses greatly. It is because they can immediately shop for frozen foods such as frozen meatballs, nuggets, chicken, sausages, potatoes, dim sum, and others for food stock for several weeks. These foods can be served quickly without further processing, they just need to be fried or steamed. This method is also used to raise the level of buyer's confidence that frozen foods are no less competitive than fast food or processed food. Additionally, this food has another advantage, namely, it lasts long without changes in shape and taste. The importance of trust in achieving economic prosperity ~~was signigicantly is a major-highlighted in the research conducted~~ by Francis-Fukuyama (1995), ~~stating saying~~ that the welfare condition and competitiveness of a society are determined by the level of trust among citizens. This *frozen food* has managed to reach the level of buyer's trust, especially amid the COVID-19 pandemic. It is also influenced by the belief that frozen food can last a long time without any changes in shape and taste. As a consequence, many buyers are interested in buying frozen food. Trust is hope that grows in a society that is determined by the existence of honest, well-mannered, and cooperative behavior based on shared norms (Fukuyama, 1995).

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Table 2. Coping Strategy Community of Traders with Different Ethnic Background

Criteria	Javanese Traders	Madura Traders
Objective Conditions		
a. Age	Over 50 year-s old	Under 50 years old
b. Education	Middle and bBasic eEducation	Higher
c. Demography sStatus	Native Marriage between iIndigenous pPeople and mMigrants (Lamongan)	Migrant
d. Amount of cCapital	Micro/sSmall	Middle
e. Bussiness age	Less than 5 years More than 10 years	More than 10 years
f. Form of bBussiness	Street food vendors	Food Stall
Income before the COVID-19 pPandemic	Less than 300.000,00	Rp. 1.000.000,00— Rp. 3.000.000,00
Situation before the pPandemic	Using the street food area Street-Food Area that prepared-designated by the municipal government Depends on Customer Attendance	Initially a home business, growing by opening a shop Actively Distribute Brochures; Offering products via WA.
Coping strategy during Strategy During the Pandemic	Change location on the side of a busy road Change location at home Use health protocol, serve drive-thru Health Protocol, Serve Driven-Thru Follow meal delivery applications Meal-Delivery Applications (Gojek and Grab) -Reduce production costs bythrough lowering quantity	Increasing Intensity of Brochure Distribution Applying Price Discounts, both application and independent promotions Simplify the product and sell at a low price Freezing the product into frozen food
Quality of coping strategyeoping-Strategy	Indigenous people tend to be subsistentee Mixed residents tend to be creative and defensive Women traders are much more tenacious, especially those with single parent status.	More creative, so that the cost flow continues. Low risk for bankruptcy

This belief emerges among the community, and therefore so that it is not uncommon for traders who usually sell food that does not need to be frozen to switch to processing frozen food. One of the findings in the field that represents this condition is the existence of frozen satay sellers where the meat which is usually processed into satay is frozen first. When there is an order, the meat will be burned and processed into satay. This is done asby traders in response to low orders and solutions to survive the pandemic. Although orders are not as many as before the pandemic, traders can still maintain the quality of the food ingredients used. Thus, traders are able to control the amount of capital that will be issued as an effort to fulfill their daily needs.

According toIf you look at Ttable 3, then there are differences in the objective conditions of street

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vendors and food stalls. First, the factors of age, demographic status, and gender determine the coping strategy in dealing with the pandemic. Ethnic Madurese entrepreneurs ~~below~~ the age of 50 ~~years~~ are much more creative in developing their businesses. ~~The same thing happened to~~ Javanese ethnic entrepreneurs ~~experienced a similar situation~~. The problem lies in the demographic status. Migrant status and gender also contribute to their persistence in doing business. For them, trading (food) is their only source of livelihood. Therefore, a decrease in income affects the fulfillment of the needs of family life. This was deeply felt by Javanese female traders with single parent status. Meanwhile, the native population tends to be more subsistence.

Second, the role of information technology, especially applications on smartphones, is also an important factor in the coping strategy. Applications ~~between for food~~ (food delivery) have significantly helped expand the market. Buyers are no longer limited to the surrounding area; ~~but~~ ~~they~~ also ~~come~~ from other areas. The intensity of the use of ~~applications this technology~~ is even higher during the pandemic. This increase in intensity depends on age and education. From the start, with his educational background and age, this Madurese food stall trader is very fluent in using smartphone applications. However, they do not abandon simple technology to promote their products.

Coping Strategy during the Pandemic as Teaching Materials in Understanding Economic Activities in Social Studies Learning

The role of social studies (social studies) education during the COVID-19 pandemic is very important. The problem of the spread of COVID-19 is not just a problem for the government, but also for health institutions. COVID-19 is an infectious disease caused by human movement, such as: SARS ~~and~~ TB ~~and the like~~. The issue of preventing the spread of COVID-19 in reality actually depends on the willingness of citizens to comply with government policies, namely: ~~reducing~~ movement and following health protocols, from wearing masks to washing hands. Implementing the use of strict procedures without awareness is very ineffective. As a result, this situation also affects people's lives, including their economic activities.

Related to social studies learning, economic activity is better understood in normal situations. Under normal circumstances, traditional economic activities, as in the case of informal traders, often rely on face-to-face trading activities. Activities occur when in one place buyers and sellers meet to bargain for the required product (supply-demand theory). Prices will be determined by the number of bids and product availability, as well as distribution costs. With the same principle, economic activity is not only carried out in the smallest economic units, such as: families and communities, but also ~~carried out~~ by modern economic institutions, ranging from medium, large to multinational companies or industries. Its economic activity does not occur in traditional markets, but from modern markets to international trade. Its products no longer come from primary economic activities related to raw materials, but lead to tertiary economic activities in the form of services to quaternary economic activities that generate knowledge, such as the application industry. In the competency standards of social studies education in Indonesia, these matters are discussed in the third basic competence in grade 7.

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involvement of cognitive processes, the spirit of capitalism and resilience in crisis situations. Seventh, coping strategy, wealthy vs un-wealthy, adaptive vs maladaptive. Economic policies and their implementation are within the framework of national development. In addition to having been formulated in national policies based on legislation, the concept of the welfare state is well formulated by the United Nations in the form of SDG's (Sustainable Development Goals).

Table 3. Lesson Plan for Coping Strategies in the Informal Sector During the COVID-19 Pandemic

Learning Objectives	Learning Model	Learning Section	Time (Minutes)	Activities
3.3.3. Identifying problems of 4-four production factors during the COVID-19 pandemic	Research-Based Learning or Problem-Based Learning		5	Teachers present give perception and convey the coping strategies in the informal sector during the COVID-19 pandemic.
4.3.2. Presenting the results of problem-solving on how to overcome negative things in the 4-four production factors during the COVID-19 pandemic			40	Most Indonesians work as informal sector traders: 1) Discuss the reasons why people choose to trade over other jobs, give rational reasons. 2) Analyze the types of traders that exist in Indonesia, continue the activity by discussing the types of traders that are in great demand. 3) Students are divided into several groups to explore the experiences faced by street vendors and small shop owners when selling their goods. 4) Study and find out the income of the informal sector traders (street vendors and small shop owners).
			30	Street vendors and small shop owners in the COVID-19 pandemic era: 1) Study the condition of informal sector traders during the COVID-19 pandemic. 2) Investigate the coping strategies employed by informal sector traders during the COVID-19 pandemic. 3) Divide students into several groups to analyze the coping strategies employed by informal sector traders during the COVID-19 pandemic. 4) The students discuss the results of their investigation on why informal sector traders still can survive during the CovidCOVID-19 pandemic. 5) The students Developmake a formula for steps that should be taken by informal sector traders during the COVID-ovid 19 pandemic and recommend those steps to other traders both in times of a pandemic such as today and similar disasters in the future.
		Closing	10	Summary Drawing
			5	Formative Test

Related to how this teaching material is delivered to students, John Dewey (1997) has taught social science educators that to be a meaningful experience requires through doing it yourself (learning by doing). The process of cognition by itself will occur when he-learners does what he-they wants to know himself. What John Dewey offers, namely learning based on the learner's experience, and develops into various variants of approaches, ranging from contextual learning to constructive learning. The contextual approach occurs when the learner develops experiences through everyday life to shape basic competencies needed for life in society (Putri et al., 2021). In essence, learners

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play an active role in acquiring knowledge and skills. The model can be in the form of problem-based learning or research-based learning. In the ~~former~~ problem-based learning model, the facilitator (teacher) provides problems, the learner solves the problem (Porath and Jordan 2009). Meanwhile, in the ~~latter~~ research-based learning model, the facilitator (teacher) invites students to be in the surrounding environment and use research principles to answer problems (Reid ~~&~~ Ali, 2020; Rijst, 2017). Research-based learning in social studies education is also known as group investigation if it is done in groups.

Table 3 describes the stages of research-based learning. First, the facilitator (teacher) ~~states~~ said that the COVID-19 pandemic had an impact on all aspects of human life. Second, from the economic aspect, the pandemic has actually shaken the country's economy. Macroeconomic data, such as a decrease in the trade balance surplus and inflation, are the starting material to motivate students that there are economic problems due to the COVID-19 pandemic. The next stages are to invite students to observe and examine economic problems in the informal sector around them. The findings and conclusions become an experience useful for learners about the ability to survive and coping strategies ~~on the one hand.~~ ~~On the other hand~~ Meanwhile, by connecting macroeconomic data of a country, such as income per capita and number of poor people, students can understand note that what the informal sector actors do contributes to economic development, especially employment and poverty reduction. This is in line with the government's efforts to achieve the SDGs' SDGs target as an indicator of the success of its national development. In addition, students also gain experience to conduct simple research.

Through this learning process, there are several new things that are known to students and researchers on problems of poverty, urbanization and development. First, the informal sector, especially food vendors and food stalls are always considered as a single entity. Ignoring variances based on demographic status and ethnicity becomes a problem when explaining differences in coping strategies in crisis situations. ~~When it comes to~~ Regarding ethnic issues, research often considers only ~~looks at~~ one ethnicity in the context of a particular region, ~~like such~~ as Brunner, et al. (2012) and Chagomoka et al. (2016). Second, the use of demographic status, particularly between immigrants and natives, has really helped to understand the coping strategies of the microenterprise group. This sheds light on previous research on urbanites and coping strategies. This finding is tested when research is carried out with a quantitative approach that has not been carried out in this study.

In social studies learning, quantitative (survey) and qualitative approaches are taught to students. With a quantitative approach, through a research-based ~~based~~ learning model, a facilitator (teacher) jointly invites students to develop instruments that include these variables in understanding coping strategies. Meanwhile, through a qualitative approach, students observe and learn with research subjects by living together. In essence, by understanding coping strategies, learners gain meaningful experiences about the persistence of business actors and later become part of the knowledge and life skills to deal with handle difficult situations.

Conclusion

The findings yeild ~~re~~ are several things that can be conclusions ded from this finding. First, the problem of the COVID-19 pandemic is not merely a health problem, but a socio-economic, cultural, and political problem. Second, government policies have significantly contributed to the decline in income in various economic sectors. Third, one of the affected economic sectors is food vendors and food stalls. The policy of restricting human movement, along with the hours of business, has clearly "distanced" business actors from their consumers. Fourth, business actors have the ability and coping strategy. Fifth, the capabilities and strategies are influenced by various objective factors of the business actor. Sixth, the results of this study can be used as teaching materials in social studies learning, especially about economic activities in abnormal situations. Seventh, one of the learning models that can be used is research-based ~~based~~ learning.

Related to the fifth conclusion, there are various ways of coping strategies. However, in principle,

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they minimize losses and maximize profits. Actions to minimize losses start from reducing the amount of production to freezing food so that it can be sold in the following days. Meanwhile, profit maximizing actions are carried out by expanding the market or consumers. Consumers are no longer limited by the distance between the consumer and the place to sell, but use the application between food and social networks that they have.

Human enthusiasm and creativity can be conveyed in research-based learning model. This research-based or problem-based learning option is very useful in shaping meaningful experiences, empathy, and social sensitivity.

Apart from the obstacles faced during the learning process, the study of coping strategies is important for understanding that the problem of poverty due to the crisis is not taken for granted. Moreover, these efforts can directly and indirectly help the government in reducing the acceleration of the increase in the number of poor people due to the pandemic. ~~Because As~~ poverty alleviation is one of the SDGs targets, the learning directly provides students with an understanding of how important community involvement is in achieving it.

There are several weaknesses in using research-based learning during a pandemic. First, there is a risk of transmitting COVID-19, if ~~invite~~ students are invited to stay and live with business actors. Second, ~~in addition,~~ research-based learning can only be done if there is psychological maturity for the learner and the willingness of parents. The most important psychological maturity is the attitude of empathy for business actors. This attitude is a form of respect for the actors and ~~in turn~~ will subsequently establish good relations between business actors and learners.

In a pandemic situation where physical encounters are avoided, both between the learner and teacher (as a facilitator), as well as between the learner and the subject being studied, the implementation of research-based learning is not possible. Another alternative is the use of problem-based learning by presenting research results as study material. The Lesson Plan designed above has not been followed up in field practice. Therefore, further research ~~is still needed~~ on the implementation of these results in learning in schools is needed.

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LAMPIRAN E

Accept Submission dari Journal of of Social Studies Education Research

The screenshot shows an email interface with the following details:

- Sender:** Dr. Bulent Tarman (btarman@gmail.com)
- Recipient:** Kepada saya, Sarmini, Warsono, Wasino, Fitri
- Date:** Rabu, 14 Jul 2021 16:51
- Subject:** [JSSER] Editor Decision
- Language:** Inggris
- Content:**

Nasution Nasution:

We have reached a decision regarding your submission to Journal of Social Studies Education Research, "SURVIVAL STRATEGIES OF INFORMAL SECTOR TRADERS AMID COVID-19 PANDEMIC IN INDONESIA AS SOCIAL STUDIES TEACHING MATERIALS TO REALIZE SUSTAINABLE DEVELOPMENT GOALS (SDGs)".

Our decision is to "accept submission."

Thank you for taking the time to revise the manuscript and address the required revisions. Please expect to get further instructions to follow in the near future for the publication procedure.

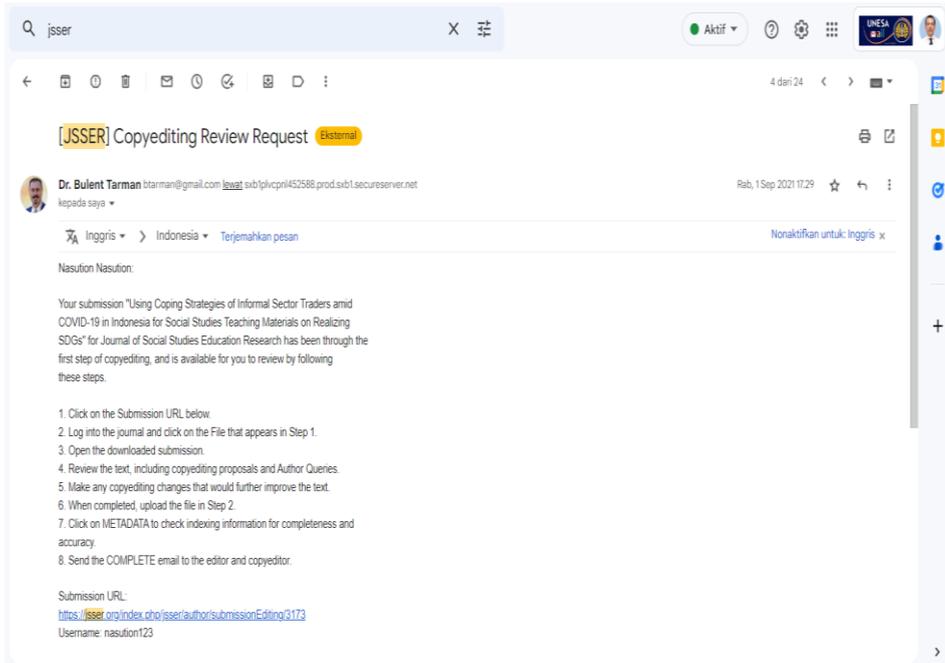
Best regards,

Bulent Tarman, Ph.D
Editor-in-Chief, JSSER

Journal of Social Studies Education Research
<http://www.jsser.org/index.php/jsser>

LAMPIRAN F

Copyediting Review Request dari Journal of of Social Studies Education Research



The screenshot shows an email interface with the following details:

- Sender:** Dr. Bulent Tarman (bitarman@gmail.com)
- Subject:** [JSSER] Copyediting Review Request
- Date:** Rab, 1 Sep 2021 11:29
- Language:** Inggris (Indonesian translation available)

Nasution Nasution:

Your submission "Using Coping Strategies of Informal Sector Traders amid COVID-19 in Indonesia for Social Studies Teaching Materials on Realizing SDGs" for Journal of Social Studies Education Research has been through the first step of copyediting, and is available for you to review by following these steps.

1. Click on the Submission URL below
2. Log into the journal and click on the File that appears in Step 1.
3. Open the downloaded submission.
4. Review the text, including copyediting proposals and Author Queries.
5. Make any copyediting changes that would further improve the text.
6. When completed, upload the file in Step 2.
7. Click on METADATA to check indexing information for completeness and accuracy.
8. Send the COMPLETE email to the editor and copyeditor.

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Username: nasution123

