

Can Prostitution in Indonesia be Eliminated?

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Abstract—Previous studies have revealed a lot of personality factors to explain the negative behavior of a society. In this study, the concept of personality is adopted to predict the behavior of prostitution which is seen from the intention to leave prostitution. In addition, this study also observed Age as one of the variables conceptualized to moderate the relationship between personality and intention to leave prostitution. Data was collected through a survey of 100 respondents as the study sample, which was carried out non-randomly, because to select the target respondents need to be asked first about the possibility of leaving prostitution. The sampling area is a number of places where prostitutes are held, including in several hotels, at bus terminals or on roadside, or other places where they hang out. Surveys are carried out at night when they would start their work or during the day when they rested. Furthermore, the collected data was analyzed using Cluster Analysis to create personality groups and Hierarchical Multiple Regression Analysis to test the effect of moderation. The results indicate that on the one hand, neuroticism and consciousness are personality types that are not significantly associated with the intention to leave prostitution, and also age is not significantly associated with the intention to leave prostitution, but on the other hand it is found that Age significantly moderates the relationship between all types of personality (Extroversion, Neuroticism, Agreeableness, Consciousness, and Openness) and intentions to leave prostitution. The study also discusses insignificant results, as well as the implications of the study, as well as study limitations.

Keywords—*behavior of prostitution; intention to leave; personality; extroversion; neuroticism; agreeableness; consciousness; and openness*

I. INTRODUCTION

The study of prostitution is still relatively interesting to study, because some literature indicates that prostitution is the oldest profession in the world, whose existence is difficult to eliminate, because this profession for the perpetrators is the easiest way to earn money [1-3]. Although prostitution is a job that makes money, but the negative stigma is given because of the negative impact caused by the existence of prostitution, including social problems, psychology, health, even political

problems [4,5]. Related to this, various ways are carried out to reduce the development of prostitution.

Different reasons are that although previous studies have conducted various studies to explain the phenomenon of prostitution, their studies are still limited both in terms of approach, setting and method built. Miller et al. [6] is one of the researchers who focused his study on the relationship between personality and environment, several other studies tried to identify personality to control prostitution [7]; there is a link between personality and interpersonal behavior [8], there is a link between personality and talent and life experience [9]. If examined more deeply, each focuses on the problems that are happening at that time so that the results are in conditional.

This study develops concepts that have been designed in previous studies to solve the problems of prostitution in Indonesia, namely the reluctance of prostitutes to leave the prostitution profession which has been involved even more and more in terms of quantity. This study only focuses on the problem of prostitution reluctance to leave the prostitution profession, and try to understand the determinants so that they are willing to leave prostitution. This study uses a behavioral approach by conceptualizing personality as an effective predictor variable against the intention to leave prostitution.

It can be explained here that, personality is inherent in individuals who form a person's characteristic in behaving [6,8,10]. It was further explained that personality is related to the way of seeing, how to interact, and how to respond to stimuli both internally and externally. He also said that by recognizing the personality of the prostitutes, it would be easier to provide solutions and control them.

The personality developed in this study is based on the 5 personalities that have been stated in previous studies, namely extroversion, agreeableness, conscientiousness, and neuroticism [7]. Because the study was conducted outside of the settings observed in this study, namely prostitution in Indonesia, there are some adjustments to the indicators that aim to have high relevance between the concept of measuring variables and the settings observed. Intention to leave prostitution is a variable conceptualized as a proxy of

prostitution behavior [11-13]. This is related to efforts to control prostitution, which is seen from the intentions of prostitutes to leave prostitution. If the higher the individual's intention to leave prostitution means that the predictor variable used as an approach to solving the problem of prostitution is effective.

In this study, age is a variable conceptualized as moderating. This is based on previous studies which explain that the higher the age, the lower the physical attractiveness of individuals which causes a decrease in customers who impact on reduced income [14]. In this study, age was conceptualized as moderating the relationship between personality and intention to leave prostitution. This means that the higher age further strengthens the relationship between personality and intention to leave prostitution.

II. THEORY AND HYPOTHESIS

A. *Personality Characteristics towards Prostitution Practices*

Personality characteristics are an illustration of a person's way of thinking, feeling and behaving grouped into Neuroticism, Extraversion, Openness, Agreeableness, and Conscientiousness [15]. Research on personality traits indicates that 40-50% variation in personality traits is due to genetic factor and the rest are environmental and social influences [16,17]. Personality is a dynamic organization that is in a psychophysical person that can determine how a person adapts to his environment that can distinguish a person from others [18]. Personality is a specific characteristic of a person that is stable over time related to oneself and his environment and influences behavior [1,8].

Until now, big five personalities are still considered as the dominant paradigm in various personality studies [19]. While some previous studies have tried to correlate between these 5 typologies with empathy, where empathy shows individual care for other individuals. It is explained in detail that empathy is expected to correlate primarily with Agreeableness, because this is primarily a dimension of interpersonal behavior, and represents the quality of interaction from compassion to antagonism [20]. Agreeableness is also very involved in predicting prosocial and aggressive behavior [21]. On the other hand, there are two reasons to expect a positive correlation between empathy and caution. High scores on these traits inhibit aggressive behavior in adolescent populations [22], and Conscientiousness is negatively correlated with Eysenck's Psychotic dimension [23], defined by lack of empathy.

The relationship between personality and sexual behavior at high risk is interesting to do research, because personality is a person's character that influences his behavior and experience. Previous research indicates that of the five personality traits, four personality traits are associated with high-risk sexual behavior, namely extraversion, agreeableness, conscientiousness, and neuroticism [24]. Extraversion personality traits have a tendency to start having sex at a younger age, change partners more and not choose partners and tend to be unfaithful to their marriage or partner [25,26].

Characteristics of neuroticism tend to have problems with marriage, sexual dissatisfaction, tend to accept high-risk sex

[27]. Characteristics of neuroticism are relatively easy to feel anxious, depressed and irritable, less able to withstand negative emotions, so that high-risk sex behavior is allegedly carried out to overcome the pressure of negative emotions [7,28].

The characteristics of low agreeableness and conscientiousness personality are the strongest personality traits in high-risk sex behavior because someone who has a low agreeableness and conscientiousness personality traits tends to like the sensations that are closely related to high-risk sexual behavior [4,29]. This opinion is supported by the research of Wilson, Manual, and Lavelle which indicates that a person tends to seek high sensations tend to have more frequent sexual intercourse at high risk and rarely use condoms [30].

Research by Buss and Shackelford identifies problems in marriage often experienced by someone who has low agreeableness and tends to be unfaithful to his partner and tends to accept high-risk sexual relations [31].

Based on the previous research, the research hypothesis is:

H1: there is a relationship between extraversion and intention to abandon the practice of prostitution

H2: there is a relationship between neuroticism and the intention to abandon the practice of prostitution

H3: There is a relationship between Agreeableness and intention to abandon the practice of prostitution

H4: there is a relationship between conscientiousness and intention to abandon the practice of prostitution

H5: There is a relationship between openness and intention to abandon the practice of prostitution

B. *The Role of Age in Moderating Personality Characteristics and Prostitution Practices*

Personality is a reflection of thoughts, emotions and behaviors that are influenced by one's life [32]. Personality traits change during the course of a person's life, for example discipline is higher in people at an older age than young, this is likely due to social influences [7]. This opinion was confirmed by the research of Harris et al. for 63 years, the results of which indicate a low personality stability in the life journey of a person from adolescence to old age due to the influence of social and biological environment [33]. The results of the study show that positive behavior changes from adolescence to older age in terms of discipline, altruism, adherence are also likely to be influenced by social roles as a person's interaction with their environment [34]. This means that personality traits in adolescence are not related to personality traits in old age [33]. Beadle et al. research also indicates that prosocial behavior is greater in older age, relevant to the socioemotional context that the more mature a person is, the higher the prosocial nature [35]. Increasing prosocial nature will encourage someone to do good and avoid negative behavior.

In the context of prostatic treatment, in addition to increasing the prosocial nature of older people, the intention to leave prostitution is probably due to a decrease in sexual attraction when entering old age. Weidermann and Hurst's study indicates that the attractiveness of the body and face has

a positive and significant effect on sexual self-schemes, so that it causes a woman to have a belief that the more attractive the body and face have higher self-confidence in sexual relations. Other studies say that the attractiveness of the body and face have a positive effect on the number of sexual experiences during his life [36], so that the higher the attractiveness of women, the more sexual experiences [37].

Lennon's research indicates that in addition to the body's attractiveness, age is also an important variable that affects women's attractiveness. The attractiveness of young women is higher than older women.

In the context of the practice of prostitution in Indonesia, the results of Lennon's study indicate that prostitutes who are older have lower appeal than young people. The decline in attractiveness of prostitutes has resulted in a decline in income because users of their services have begun to reduce their satisfaction and seek younger prostitutes. This is confirmed by the fewer number of prostitutes older.

Based on the previous research, this research hypothesis is.

H6: age moderates the relationship between Extraversion and intention to leave prostitution

H7: age moderates the relationship between neuroticism and intention to leave prostitution

H8: age moderates the relationship between Agreeableness and intention to leave prostitution

H9: age moderates the relationship between conscientiousness and intention to leave prostitution

H10: age moderates the relationship between openness and intention to leave prostitution.

III. RESEARCH METHODS

A. Population, Sample and Sampling Technique

The population in this study were prostitutes in who intended to abandon the practice of prostitution.

The number of samples in this study was 100 and the data collection research was carried out using a survey method guided by a questionnaire. To increase the response rate, the technique used is by giving the questionnaire directly to the respondent and waiting for the respondent to finish answering all the questionnaire questions.

Sampling plans in nightlife venues and indicated as a place for prostitutes, such as massage parlors, hotels around the terminal and stations. The location was chosen because it is a gathering of many prostitutes so that it is hoped that this research sample can represent the population.

B. Operational Definition and Measurement

Extraversion is a form of personality that focuses more on social life and likes interaction with others. The indicators of extraversion personality in this study are that they are open, active in organization, friendly, sociable, easily accepted in the community.

Neuroticism shows the level of anxiety shown by depression, anger. The indicator of neuroticism in this study is often feeling worried, often restless, difficult to work with others, irritable, often feeling sad.

Agreeableness tends to be cooperative, easy to believe, warm, easy to give in, avoid conflict, and tend to like to go along. The indicator of agreeableness in this study is that it tends to budge, be easily influenced, easy to believe, avoid conflict, pleasant personal.

Conscientiousness is shown to be cautious, reliable, orderly, and responsible and focused on goals. The indicator of conscientiousness in this study is to be careful in deciding, reliable, responsible, focused on goals, discipline, on time.

Openness is easy to make adjustments and accept new ideas and consider experiences. The indicator of openness in this study is to accept the opinions of others, enjoy new experiences, be creative, easily accept new ideas, easily accept change

Intention is defined as a measure of how strongly a person is motivated to perform certain behaviors [38]. The indicator of the intention to abandon the practice of blood prostitution in this study is: I want to leave the practice of prostitution, I will abandon the practice of prostitution, I intend to abandon the practice of prostitution, I am committed to abandoning the practice of prostitution, I promise to abandon the practice of prostitution.

All indicators are measured using a Likert scale of 1 = strongly disagree up to 5 = strongly agree.

C. Data Analysis

Demographic Analysis is done by describing demographic data that has been collected as it is without intending to make a conclusion that applies to the public or generalization. Furthermore, the validity and reliability test of the research data was conducted to ensure that the data obtained was feasible to test so that the results obtained were able to explain the phenomenon of research.

Cluster analysis is a technique for grouping individuals or objects into certain groups, where each object in the same cluster has similarities with each other compared to other cluster members. In particular, the purpose of this cluster analysis is to classify sample entities (individuals or objects) into a small number of special groups based on similarities between entities. In this study the cluster method used is the hierarchical cluster analysis method, in this method the number of clusters is not determined, because the number of clusters to be formed is not yet known, which in turn results in a clustered dendrogram.

Finally, the moderation test used Hierarchical Multiple Regression Analysis to explain the role of age in strengthening or weakening the relationship between personality factors and intention to leave prostitution.

IV. RESULTS AND DISCUSSION

A. Personality Group

Cluster analysis is carried out to classify individuals or objects into several homogeneous groups. This study uses hierarchical cluster analysis method which is presented in the form of dendrogram, and result indicates that there are 5 personality types namely extraversion, neuroticism, agreeableness, conscientiousness, and openness (See figure 1).

B. The Test Results of Hierarchical of Multiple Regression Analysis

1) *The relation between extraversion, intention to leave, and age:* The test results show that there is a significant and negative relationship between Extraversion and intention to leave prostitution, so hypothesis 1 is supported but with an inverse relationship pattern ($b = -.233$; $SE = .080$; $t = -2.899$). The relationship between these two variables is still consistent, when age is included as a moderating variable ($b = -1.253$; $SE = .051$; $t = -24.626$). These test results indicate that the higher the personality characterized by Extraversion, the lower the intention to leave prostitution. In this study also found that age does not affect them to leave prostitution ($b = -.051$; $SE = .046$; $t = -1.122$). The relationship is still consistent when moderated by age ($b = -.006$; $SE = .017$; $t = -.344$). But the test results are different, when age is interacted with personality, the results show a significant and positive relationship pattern. ($b = 0.068$; $SE = 0.003$; $t = 24.725$). The results of this test support the 6 hypotheses conceptualized [24,28].

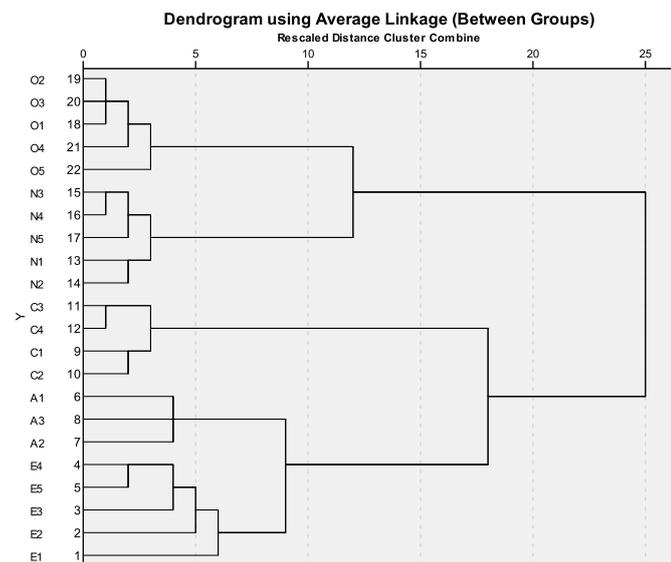


Fig. 1. Cluster groups.

2) *The relation between neuroticism, intention to leave, and age:* The test results indicate that there is no significant relationship between Neuroticism intention to leave prostitution, so hypothesis 2 is not supported ($b = .151$; $SE = .108$; $t = 1.399$). Different results occur when age is included as moderation, the relationship between the two variables

becomes significant but negative ($b = -1.032$; $SE = .043$; $t = -23.892$). This shows that the higher the neuroticism personality, the lower the intention to leave prostitution [28]. In this study also found that age itself is insignificantly related to the intention to leave prostitution ($b = -.058$; $SE = .047$; $t = -1.238$). The results are different when age is positioned as moderating, the relationship with the intention to leave prostitution becomes significant and negative ($b = -.022$; $SE = .12$; $t = -1.762$). This means that the more age, the lower their desire to leave prostitution.

The results of the test were different when the age was moderating the relationship between neuroticism and intention to leave prostitution, found a positive relationship pattern ($b = .058$; $SE = .022$; $t = 36.290$). This means that the higher age, the stronger the relationship between Neuroticism and the intention to leave prostitution, so the hypothesis 7 is supported [24,28].

3) *The relation between agreeableness, intention to leave, and age:* Agreeableness is a personality that is hypothesized to have a significant and positive relationship with the intention to leave prostitution, and the test results are significant and positive ($b = .475$; $SE = .100$; $t = 4,737$). The results of this test are still consistent with the relationship pattern when entered age as a moderating variable ($b = 1.486$; $SE = 0.045$; $t = 33.128$). The results of this test mean that the higher agreeableness the higher the intention to leave prostitution. Thus hypothesis 3 is supported in this test.

In addition, it was also found that age is a variable that is not significantly associated with the intention to leave prostitution ($b = .033$, $SE = .043$; $t = .075$), and this relationship becomes significant when age as a moderating variable ($b = .022$; $SE = .013$; $t = 1.684$). When age is considered as moderating, the test results indicate a significant and positive relationship pattern ($b = .079$; $SE = .003$; $t = 30,792$), so hypothesis 8 is supported. This means that the higher the age, the stronger the relationship between agreeableness and the intention to leave prostitution [4,29,31].

4) *The relation between conscientiousness, intention to leave, and age:* The test results show a significant and negative relationship between conscientiousness and intention to leave prostitution ($b = -.97$; $SE = 0.123$; $t = 0.785$) (see Table 4), so that hypothesis 4 is supported, but a negative relationship pattern indicates that the higher the conscientiousness, the lower the intention to leave prostitution. The results of this test are still consistent with the relationship pattern even though it is controlled by age as a moderating variable ($b = -1.806$; $SE = 0.060$; $t = -30.146$). This phenomenon occurs because individuals who have a conscientiousness personality type will have seriousness in dealing with, careful in deciding, and full of responsibility to make decisions. This nature has an impact on their reluctance to leave prostitution that has been carried out during this time, so that if they want to leave the prostitution profession that has been done so far, they will think carefully, because this will have an impact on life in the future, especially related with their economy and family. Furthermore age was found to be

insignificantly associated with the intention to leave prostitution ($b = -.052$; $SE = .048$; $t = -1.080$), as well as when controlled by moderation effects ($b = .018$; $SE = .013$; $t = .175$) for sex workers, in general, age is not a significant consideration to get out of the prostitution, because they will carry out sex work regardless of their age, until there are no more customers who expect.

When age is as a moderating variable, the test results show a significant and positive relationship pattern ($b = .94$; $SE = .003$; $t = 34.549$) so hypothesis 9 is supported through testing in this study. This means that the higher the age, the stronger the relationship between conscientiousness and the intention to leave prostitution [7,33].

5) *The relation between openness, intention to leave, and age:* The test results show a significant and positive relationship between openness and intention to leave prostitution ($b = .589$; $SE = .080$; $t = 7.393$), so that hypothesis 5 is supported. In this Openness Personality group, it was found that there was no significant relationship between age and intention to leave prostitution ($b = .007$; $SE = .039$; $t = .183$). Similar results were also obtained when age became the moderating variable ($b = -.011$; $SE = .015$; $t = -.707$). This means that the age of variable opening is an individual's consideration for leaving prostitution. When age is included as a moderating variable, a significant and positive relationship pattern is obtained, so hypothesis 10 is supported in the testing of this study ($b = .048$; $SE = .002$; $t = 23,819$). This means that the higher the age, the stronger the relationship between openness and intention to leave prostitution [7,33]. This argument requires further studies to get a good explanation in the future.

V. CONCLUSIONS, IMPLICATIONS AND LIMITATIONS

A. Conclusion

Test results show that, of the five personality types identified, only neuroticism, agreeableness, and openness can increase their intention to leave prostitution, while extraversion and conscientiousness are personality types that can insignificantly increase intentions to leave prostitution. This study also underlines that age is an effective factor in moderating the relationship between 5 types of personality and the intention to leave prostitution. Test results found that age is a factor that strengthens the five types of personality to further leave prostitution. Because personality is an individual trait that is interpersonal, so to suppress the rate of prostitution needs to understand the personal character involved. Based on the findings obtained it can be explained here that neuroticism, agreeableness, and openness are personality types that have the intention to leave prostitution, while extraversion and conscientiousness is a type of personality that has no intention to leave prostitution. However, by using age as a stimulus, all types of personality become intent to leave prostitution.

B. Implications

Theoretically, this study contributes in the field of social marketing about a concept of overcoming social problems

through a consumer behavior approach. The concept offered is a way to reduce the intention to leave prostitution using a personality approach. There are five types of personalities identified that can be conceptualized to increase the desire of commercial sex offenders to leave prostitution. Not only is the personality observed, this study also conceptualizes age as a moderating variable of the relationship between personality types and intention to leave prostitution. Overall, the model of this study provides a different understanding related to the choice of specific objects and research areas, namely prostitutes in Indonesia.

Practically, this study contributes to parties related to social problems, especially a way to deal with the growing development of prostitution. The concept offered is to overcome the development of prostitution through a personality approach, in this case there are 3 types of personality that have the intention to leave prostitution namely neuroticism, agreeableness, and openness, to stimulate this possibility is relatively easy than individuals who have extraversion personality, and conscientiousness, because they there is no intention to leave prostitution, but this study also found that age is one of the factors that can strengthen their personality to leave prostitution.

For future research, this study still requires further testing, especially some insignificant findings or findings that are contrary to those conceptualized, including neuroticism and conscientiousness that was initially conceptualized significantly related to the intention to leave prostitution, the result was insignificant, besides extraversion which was originally conceptualized to have a significantly positive relationship, it turned out that the result was a reversal that was significant and negative. In addition, although some findings have indicated supported hypotheses, however, these findings still require further study with different contexts or different areas, thus the concepts offered in this study can be generalized.

C. Limitations

This study takes the theme of evidence prostitution in Indonesia, so that the research method built is based on the conditions of prostitution behavior in Indonesia, especially in the selection of research samples, as well as the choice of indicators adapted to the conditions of prostitution behavior in Indonesia, and this makes this study different from other studies with different objects and settings. Therefore, this study may only be able to explain the phenomenon of prostitution behavior in Indonesia, so to apply the findings of this study, caution is needed to examine the characteristics of objects and settings that are profiles of background factors.

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