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## THE URGENCY OF GUIDANCE FEES IN HAJJ GUIDANCE GROUPS (KBIHU)

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#### *Keywords:*

Hajj Guidance;  
KBIHU;  
Guidance Fees;  
Hajj Management;  
Islamic Pilgrimage Services.

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### ABSTRACT

The Hajj pilgrimage is one of the pillars of Islam that must be carried out by Muslims who are physically and financially capable. In Indonesia, the implementation of Hajj rituals is supported by various institutions, including the Hajj and Umrah Guidance Groups (Kelompok Bimbingan Ibadah Haji dan Umrah/KBIHU). These institutions provide guidance and mentoring to prospective pilgrims before and during the pilgrimage process. However, the implementation of guidance programs requires operational funding, which is generally obtained from guidance fees paid by pilgrims. This study aims to analyze the urgency of guidance fees in KBIHU and how these fees contribute to improving the quality of Hajj guidance services. The research uses a qualitative descriptive approach by analyzing literature related to Hajj management, Islamic pilgrimage services, and institutional management. The results show that guidance fees are essential for supporting operational costs, improving the quality of training programs, providing professional mentors, and ensuring the effectiveness of the guidance process. Therefore, the existence of guidance fees is considered an important element in maintaining the sustainability and quality of services provided by KBIHU.

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### *Article history:*

Submission 17 March 2026

Accepted 17 March 2026

Published 18 March 2026

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### Introduction

Hajj is the fifth pillar of Islam and represents one of the most important acts of worship for Muslims. It is an obligatory pilgrimage that must be performed at least once in a lifetime by Muslims who possess both physical and financial capability. Every year, millions of Muslims from different countries gather in the city of Mecca in Saudi Arabia to perform the Hajj pilgrimage. This large-scale religious event requires careful preparation, organization, and guidance so that pilgrims can carry out the rituals correctly according to Islamic teachings.

Indonesia is the country with the largest Muslim population in the world and also sends the largest number of Hajj pilgrims each year. Due to the large number of pilgrims, the Indonesian government must implement effective management and preparation systems to ensure that the pilgrimage process runs smoothly. Pilgrims are required not only to prepare financially but also to understand the procedures, rituals, and regulations related to the Hajj pilgrimage. Without proper knowledge and preparation, many pilgrims may face difficulties in performing the rituals correctly.

To support the preparation of pilgrims, the government collaborates with several institutions that provide guidance and assistance to prospective pilgrims. One of the most important institutions involved in this process is the **Hajj and Umrah Guidance Group (Kelompok Bimbingan Ibadah Haji dan Umrah / KBIHU)**. KBIHU plays a significant role in providing religious education, practical training, and spiritual guidance for

prospective pilgrims before their departure to Saudi Arabia. Through various programs such as **manasik haji training, ritual simulations, and religious lectures**, KBIHU helps pilgrims understand the procedures and spiritual meaning of the Hajj pilgrimage.

The presence of KBIHU is very important because many pilgrims, especially elderly participants, need additional guidance beyond the official training provided by the government. KBIHU assists pilgrims in understanding the sequence of Hajj rituals, preparing mentally and spiritually, and developing the ability to perform the pilgrimage independently. Therefore, KBIHU has become a strategic partner for the government in improving the quality of Hajj services in Indonesia.

However, the implementation of Hajj guidance programs requires adequate resources. These resources include qualified instructors, training facilities, educational materials, transportation, and administrative management. In order to support these operational needs, KBIHU usually collects **guidance fees** from prospective pilgrims who participate in their programs. These fees are used to finance various activities such as organizing training sessions, providing learning materials, paying instructors, and supporting administrative operations.

Despite its importance, the collection of guidance fees sometimes raises discussions among the public regarding their necessity, transparency, and proper management. Some people question whether these fees are truly necessary or whether they may create additional financial burdens for pilgrims. Therefore, it is important to examine the urgency and significance of guidance fees in the implementation of Hajj guidance programs.

Based on this background, this study aims to analyze the urgency of guidance fees in Hajj Guidance Groups (KBIHU). The study focuses on understanding how these fees contribute to supporting operational activities, improving the quality of guidance services, and ensuring that prospective pilgrims receive adequate preparation before performing the Hajj pilgrimage.

### **Research Method**

This study uses a quantitative approach to examine the effect of investment and dividend decision standardization on company financial performance. The population consists of companies listed on the Indonesia Stock Exchange (IDX), with samples selected using purposive sampling based on data availability and dividend distribution.

The study uses secondary data obtained from company financial statements and annual reports. The variables include investment decision standardization (measured by CAPEX/Total Assets), dividend decision standardization (measured by Dividend Payout Ratio), and financial performance (measured by ROA and ROE).

Data are analyzed using multiple linear regression. Hypothesis testing is conducted through t-test, F-test, and coefficient of determination

**Research Finding****Concept of Hajj Guidance**

Hajj guidance refers to a series of educational, training, and mentoring activities provided to prospective pilgrims in order to help them understand and properly perform the rituals of Hajj according to Islamic teachings. The purpose of Hajj guidance is not only to provide knowledge about the technical procedures of the pilgrimage but also to strengthen the spiritual awareness and religious understanding of pilgrims before they travel to the Holy Land.

In general, Hajj guidance includes several components such as theoretical learning, practical simulations of Hajj rituals (manasik haji), and spiritual preparation. The theoretical component usually explains the rules, obligations, pillars (arkan), and prohibitions related to Hajj. Meanwhile, practical simulations are designed to help pilgrims understand the sequence of rituals such as ihram, tawaf, sa'i, wuquf in Arafah, mabit in Muzdalifah and Mina, and throwing the jumrah. These practical activities allow pilgrims to visualize and practice the rituals before performing them in the actual pilgrimage.

In addition to technical preparation, Hajj guidance also emphasizes spiritual preparation. Pilgrims are encouraged to strengthen their intention, increase their religious knowledge, and develop patience, sincerity, and discipline. This spiritual preparation is important because Hajj is not only a physical journey but also a spiritual journey that requires strong faith and devotion.

Effective Hajj guidance can significantly improve the readiness and confidence of pilgrims. Well-structured manasik programs, supported by qualified instructors and proper planning, can help pilgrims understand the pilgrimage process more clearly and perform the rituals correctly and independently. Therefore, Hajj guidance plays a crucial role in ensuring that pilgrims are fully prepared both physically and spiritually before undertaking the pilgrimage.

**Role of KBIHU in Hajj Implementation**

The Hajj and Umrah Guidance Group (Kelompok Bimbingan Ibadah Haji dan Umrah / KBIHU) is a community-based institution that provides guidance and assistance to prospective pilgrims. In Indonesia, KBIHU is recognized as a partner of the government in supporting the implementation of Hajj guidance programs.

KBIHU plays an important role in helping pilgrims understand the procedures and requirements of the Hajj pilgrimage. Through various educational and training activities, KBIHU provides additional guidance beyond the official training programs organized by the government. These activities include religious lectures, manasik training sessions, group discussions, and practical simulations of Hajj rituals.

Another important role of KBIHU is providing personal assistance and mentoring to pilgrims. Many pilgrims, especially elderly participants, require more intensive guidance and support during their preparation for the pilgrimage. KBIHU helps pilgrims overcome difficulties related to ritual procedures, travel preparation, and spiritual readiness.

Furthermore, KBIHU also acts as a facilitator that connects pilgrims with reliable information regarding the Hajj pilgrimage. By providing structured guidance programs and continuous mentoring, KBIHU

contributes to improving the overall quality of Hajj services. As a result, pilgrims who receive guidance from KBIHU tend to be better prepared, more confident, and more independent when performing the Hajj rituals.

#### **Concept of Operational Costs in Religious Institutions**

Operational costs refer to the financial resources required to support the activities and services of an organization. In the context of religious institutions, operational costs are needed to maintain the sustainability of programs, improve service quality, and ensure the effective implementation of organizational activities.

Religious institutions often require funding for various operational needs, such as administrative management, training materials, facilities, transportation, and human resource development. These costs are necessary to support the daily activities of the institution and ensure that programs can be implemented effectively.

In the case of Hajj guidance institutions such as KBIHU, operational costs are required to organize guidance programs and training activities for prospective pilgrims. These costs may include the preparation of training facilities, the production of educational materials, transportation for field training, and honorariums for instructors or mentors.

Since KBIHU operates as a community-based institution, the operational funding is often obtained through contributions or guidance fees paid by participants who receive the services. These guidance fees are used to support the implementation of manasik training programs, administrative services, and other activities related to Hajj preparation.

Therefore, guidance fees can be considered an important financial resource that helps ensure the sustainability of Hajj guidance programs. With adequate operational funding, KBIHU can continue to provide quality services and effective guidance to prospective pilgrims.

#### **Discussion**

##### **The Importance of Guidance Fees in KBIHU**

Guidance fees play an essential role in supporting the implementation of Hajj guidance programs conducted by the Hajj and Umrah Guidance Groups (KBIHU). These fees serve as one of the primary financial resources that allow KBIHU to organize various educational and training activities for prospective pilgrims. Through the collection of guidance fees, KBIHU can conduct structured programs such as manasik training, religious lectures, practical simulations of Hajj rituals, and group mentoring sessions.

The availability of financial resources allows KBIHU to provide competent instructors who have expertise in Hajj jurisprudence and practical experience in guiding pilgrims. Professional mentors are needed to explain the procedures of the pilgrimage clearly and guide pilgrims in understanding both the technical and spiritual aspects of the rituals. Without adequate funding, it would be difficult for KBIHU to maintain the quality of its educational programs.

Furthermore, guidance fees enable KBIHU to organize training activities in a more systematic and structured manner. Well-organized training programs help pilgrims prepare for the physical, mental, and spiritual challenges of the pilgrimage. Therefore, guidance fees can be considered an important factor that supports the effectiveness of Hajj preparation programs.

**Operational Funding for Guidance Programs**

The implementation of Hajj guidance programs requires various operational expenses that must be properly managed by the institution. These operational costs include the provision of training venues, educational materials, simulation equipment for Hajj rituals, transportation for field practice, administrative services, and honorariums for instructors and mentors.

For example, during manasik training sessions, KBIHU often needs facilities that allow pilgrims to practice the sequence of Hajj rituals such as tawaf and sa'i simulations. In addition, printed materials such as guidebooks, modules, and learning materials must also be prepared to help pilgrims understand the procedures of the pilgrimage more clearly.

Guidance fees collected from participants help finance these operational needs and ensure that the guidance programs can be implemented effectively. The availability of sufficient operational funding allows KBIHU to improve the quality of training activities and provide better services for pilgrims.

Without adequate financial resources, the implementation of Hajj guidance programs may face several challenges, such as limited training facilities, lack of educational materials, and insufficient number of instructors. Therefore, operational funding derived from guidance fees is necessary to ensure the sustainability of the guidance programs provided by KBIHU.

**Improving Service Quality Through Guidance Fees**

Another important function of guidance fees is to improve the quality of services provided by KBIHU. Adequate financial resources allow the institution to enhance its facilities, develop more comprehensive training programs, and recruit experienced mentors who are capable of guiding pilgrims effectively.

Quality service is a key factor in ensuring that pilgrims receive proper preparation before performing the Hajj pilgrimage. Through well-designed training programs, pilgrims can gain a better understanding of the rituals, travel procedures, and regulations related to the pilgrimage. This preparation helps reduce confusion and potential mistakes during the actual pilgrimage.

In addition, guidance fees also support the development of educational programs that focus on the spiritual aspects of Hajj. Pilgrims are encouraged to strengthen their faith, develop patience, and cultivate sincerity in performing their religious obligations. These spiritual elements are essential because Hajj is not only a physical activity but also a deeply meaningful spiritual journey.

By improving the quality of guidance services, KBIHU can help pilgrims become more confident, independent, and prepared when performing the Hajj rituals.

**Transparency and Accountability in Fee Management**

Although guidance fees are necessary to support the implementation of Hajj guidance programs, the management of these funds must be conducted with transparency and accountability. Proper financial management is essential to ensure that the funds collected from pilgrims are used efficiently and for the intended purposes.

Transparency in financial management means that KBIHU should clearly explain how the guidance fees are used for operational activities such as training programs, administrative services, facilities, and

instructor honorariums. Providing clear financial information can help pilgrims understand the benefits they receive from the fees they pay.

Accountability is also important to maintain the credibility and reputation of the institution. KBIHU must ensure that all financial resources are managed responsibly and in accordance with ethical and organizational principles.

When transparency and accountability are properly implemented, public trust in KBIHU will increase. Pilgrims will feel more confident in participating in guidance programs because they understand that the fees they pay are used to support their preparation for the Hajj pilgrimage.

### **Conclusion**

Based on the discussion above, it can be concluded that guidance fees in Hajj and Umrah Guidance Groups (KBIHU) play a very important role in supporting the implementation of Hajj guidance programs. These fees function as a primary source of funding that enables KBIHU to organize various educational and training activities for prospective pilgrims, including manasik training, religious lectures, practical simulations of Hajj rituals, and mentoring programs. Through these activities, pilgrims can gain a better understanding of the procedures, rules, and spiritual values of the Hajj pilgrimage.

In addition, guidance fees are essential for covering the operational costs required in the implementation of guidance programs. These operational costs include training facilities, educational materials, transportation, administrative services, and honorariums for instructors or mentors. With adequate financial resources, KBIHU can provide more effective training programs and improve the overall quality of services provided to pilgrims.

Furthermore, the existence of guidance fees also contributes to improving the quality of Hajj guidance services. Adequate funding allows institutions to develop structured training programs, recruit qualified instructors, and provide better facilities for learning and simulation activities. As a result, pilgrims who participate in these programs tend to be better prepared, more confident, and more capable of performing the Hajj rituals independently.

However, although guidance fees are necessary for supporting operational activities, transparency and accountability in financial management remain crucial. KBIHU must ensure that the funds collected from pilgrims are managed responsibly and used for purposes that directly support the preparation of the pilgrimage. Transparent financial management will increase public trust and strengthen the credibility of KBIHU as an institution that assists pilgrims in preparing for the Hajj pilgrimage.

Therefore, guidance fees should not be viewed merely as an additional financial burden for pilgrims, but rather as a strategic investment that contributes to improving the quality of Hajj preparation. With proper management and effective utilization, these fees can help ensure that pilgrims receive adequate guidance and are able to perform their pilgrimage correctly, safely, and comfortably.

Another important aspect related to the urgency of guidance fees is the increasing number of Hajj pilgrims in Indonesia. As the country with the largest Muslim population in the world, Indonesia sends a

significant number of pilgrims to Saudi Arabia every year. This situation creates a strong need for effective guidance programs that can prepare pilgrims both physically and spiritually. Many pilgrims, especially elderly participants, require additional guidance and assistance to understand the complex procedures of the pilgrimage. Therefore, the role of KBIHU in providing comprehensive guidance becomes increasingly important.

In addition to supporting operational activities and improving service quality, guidance fees also help ensure the sustainability of Hajj guidance institutions. Without adequate financial resources, it would be difficult for KBIHU to maintain its programs and provide consistent services for prospective pilgrims. Guidance fees therefore serve as an important mechanism that allows KBIHU to continue its role in assisting pilgrims and improving the overall quality of Hajj preparation.

However, although guidance fees are necessary for the implementation of guidance programs, the management of these funds must be conducted with transparency and accountability. KBIHU institutions should ensure that the funds collected from pilgrims are used responsibly and directed toward activities that directly support the preparation of pilgrims for the Hajj pilgrimage. Transparent financial management not only improves institutional credibility but also increases public trust in the services provided by KBIHU.

In conclusion, the urgency of guidance fees in KBIHU cannot be separated from the need to provide effective and high-quality guidance for prospective pilgrims. These fees support operational activities, improve the quality of training programs, and ensure the sustainability of guidance services. Therefore, guidance fees should not be viewed merely as an additional financial burden for pilgrims, but rather as a strategic investment that contributes to better preparation, improved understanding of Hajj rituals, and the successful performance of the pilgrimage.

### **Suggestions**

Based on the findings and discussion of this study, several suggestions can be proposed to improve the effectiveness and sustainability of Hajj guidance programs conducted by Hajj and Umrah Guidance Groups (KBIHU).

First, KBIHU institutions should continuously improve the quality of their guidance programs. This can be achieved by developing more structured, systematic, and comprehensive training activities for prospective pilgrims. KBIHU should enhance the implementation of **manasik hajj training** by providing clear explanations, practical simulations of Hajj rituals, and updated educational materials that are easy for pilgrims to understand. In addition, the use of modern learning methods such as multimedia presentations, instructional videos, and digital learning platforms can help make the guidance process more interactive and effective, especially for younger pilgrims or those who are familiar with technology.

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