

A QUALITATIVE ANALYSIS OF LOCAL POTENTIAL DEVELOPMENT AS A REGIONAL ECONOMIC DEVELOPMENT STRATEGY: A CASE STUDY OF CENTRAL BUTON REGENCY

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Abstract

This study qualitatively analyzes the development of local potential as a regional economic development strategy, focusing on the case of Buton Tengah Regency. Utilizing a Systematic Literature Review (SLR) methodology following PRISMA guidelines, relevant literature was identified from Scopus, ScienceDirect, Google Scholar, and Garuda databases. The review findings indicate that local potential development positively contributes to economic growth, increasing community income, creating employment, and strengthening the competitiveness of local products, alongside contributing to cultural preservation and boosting Regional Gross Domestic Product (RGDP) through investment. Key supporting factors include village government initiatives, transformative leadership, community involvement, optimization of unique commodities through green and digital marketing, product innovation, and multi-stakeholder collaboration. However, implementation faces constraints such as limited human resource expertise, insufficient promotion and market access, financial limitations, and undeveloped business planning. This study extends understanding of the interplay between benefits and implementation challenges, highlighting the complexity of local internal capacities and suboptimal supporting ecosystems. The research concludes that local potential development is a vital strategy, but requires adaptive approaches and multi-stakeholder collaboration to overcome challenges and maximize positive impacts in regional contexts such as Buton Tengah Regency.

Keywords: Local potential, Regional economic development, Development strategy, Buton Tengah Regency, Systematic literature review

INTRODUCTION

Regional economic development is highly dependent on optimizing a region's local potential. This strategy is crucial for inclusive economic growth and the sustainable improvement of community welfare. Natural resources, culture, community skills, and local wisdom offer unique opportunities

to drive innovation and create added value. Harnessing this potential can strengthen regional economic independence, reduce dependence on external sectors, and create new jobs for local communities. An integrated approach is needed to effectively identify, develop, and market local-based products or services. Cross-sector integration is key to successfully transforming potential into tangible economic strength

Research on the development of local potential has been an ongoing focus over the past few decades. Various studies have identified diverse dimensions of local potential, ranging from tourism, agriculture, and fisheries to the creative industry (Fitri, 2022; Huda & Askafi, 2021). Researchers have explored effective development models, including the roles of government, communities, and the private sector in regional development collaboration (Mahanani et al., 2021). Several studies have highlighted the importance of participatory approaches and community empowerment to ensure the sustainability of development programs (Fahmy et al., 2024). Analyses of economic and social impact are also frequently included, illustrating the significant contribution of local potential to regional income and improved quality of life (Pebrianto et al., 2025).

Implementing local potential development strategies often presents complex challenges. Reports indicate that implementation success varies across regions, influenced by geographic, socio-cultural, and institutional capacity factors (Anif & Yusfi, 2025). Policy synchronization and resource allocation remain major obstacles in many contexts (Hati et al., 2022). Conflicts of interest among policymakers, limited access to capital and technology, and a lack of local human resource capacity often hinder the development process. A comprehensive understanding of the benefits, constraints, and research gaps in this field has not yet been holistically integrated, necessitating an in-depth systematic review.

The variation in findings and implementation challenges indicates the need for a comprehensive synthesis of knowledge. An in-depth understanding of trends, benefits, constraints, and research gaps in this field is essential for formulating more effective policy recommendations. The available literature is widely scattered across various journals and publications, requiring a systematic approach to identify patterns, gaps, and future research directions. A systematic literature review (SLR) can provide the comprehensive overview needed to map the research landscape and identify areas requiring further attention.

This study aims to qualitatively analyze the literature on the development of local potential as a regional economic development strategy. A Systematic Literature Review (SLR) approach was applied to achieve this goal. This review specifically seeks to answer several research questions: (1) What are the current research trends regarding the development of local potential as a regional economic development strategy? (2) What are the benefits and impacts of local potential development on regional economic development? (3) What are the main constraints and challenges in implementing local potential development strategies for regional economic development? (4) What research gaps exist in the study of local potential development as a regional economic development strategy?

RESEARCH METHOD

This study applied the Systematic Literature Review (SLR) method following the Preferred Reporting Items for Systematic Reviews and Meta-Analyses (PRISMA) guidelines. A comprehensive literature search was conducted through the Scopus, ScienceDirect, Google Scholar, and Garuda databases. A series of keywords and Boolean search strings were used to

identify relevant articles. The search strings included: "local potential" AND "regional economic development" AND strategy; "local economy" AND "development strategy" AND "economic growth"; "regional economy" AND "local resources" AND "development strategy"; and "local potential" AND "economic development" AND strategy. The analysis focused on articles published between 2021 and 2026.

This time range ensures the relevance and currency of the information extracted. Article selection was carried out based on established inclusion and exclusion criteria:

Table 1

Criteria	Inclusion	Exclusion
Publication Type	Scientific articles published in journals or proceedings.	Articles in the form of news, blogs, opinion pieces, books, or book chapters.
Topic	Relevant to the development of local potential as a regional economic development strategy.	Articles not relevant to the main topic of local potential development and regional economic development.
Language	Articles in English or Indonesian.	Articles in languages other than English or Indonesian.
Text Availability	Full text of the article available.	Articles without accessible full text.
Year Range	Published between 2021 and 2026.	Articles published outside the 2021-2026 range.
Study Focus	Focused on empirical studies, literature reviews, or conceptual frameworks related to the topic.	Studies not focused on economic development strategy or policy.

The article selection process followed the four stages of the PRISMA framework: identification, screening, eligibility, and inclusion. The initial identification stage produced a total of 375 articles from all databases used. A total of 21 duplicate articles were then removed. The number of articles remaining for the screening stage reached 354. Title and abstract assessment identified 280 articles as irrelevant.

The remaining seventy-four articles proceeded to the full-text assessment stage. Full-text eligibility assessment identified 51 articles that did not meet the criteria or were of low quality. Twenty-three selected articles were ultimately analyzed in depth. Article quality assessment was conducted to ensure the integrity and validity of the findings. Each article was evaluated based on five criteria: topic relevance, clarity of method, clarity of data or sample, clarity of results, and contribution to the field of study.

Article quality was assessed using a scale of 1 (poor) to 3 (very good). Articles with low quality scores were excluded from the analysis. The average quality score for the 23 selected articles reached 2.9 out of 3. Data extraction from the selected articles was carried out systematically. Key information such as research objectives, method design, study context, main findings, and policy implications was recorded.

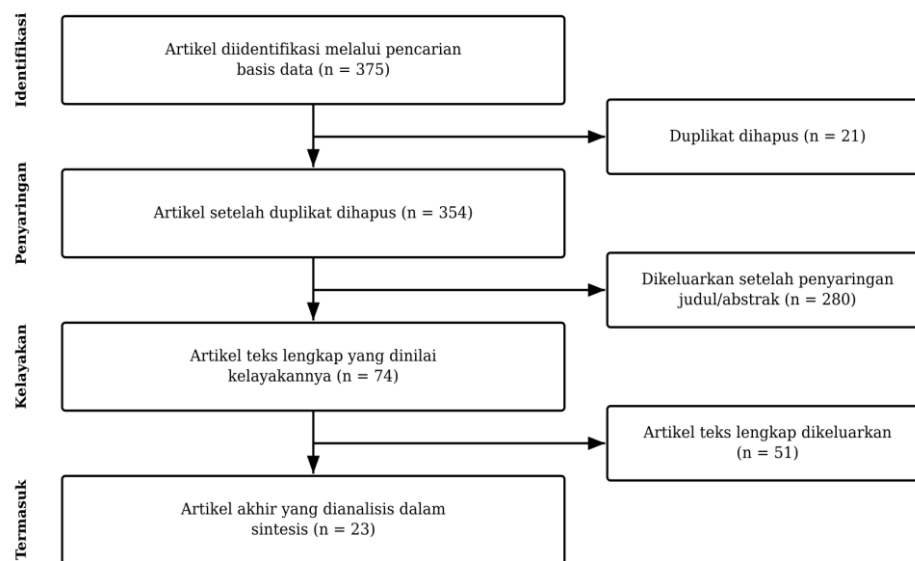


Figure 1. PRISMA flow diagram of the article selection process

RESULTS

The article selection process in this systematic review followed the PRISMA flow, beginning with the identification of 375 articles from various databases. After the duplicate removal stage, 21 articles were identified as duplicates, leaving 354 unique articles. In the title and abstract screening stage, 280 articles were excluded for not meeting the inclusion criteria, leaving 74 articles whose full-text eligibility was assessed. Of these, 51 articles were subsequently excluded after full-text evaluation, ultimately resulting in 23 articles that passed selection and were included in the final analysis.

Article Characteristics

Table 2

Aspect	Finding
Number of final articles	23
Year range	2021–2026
Dominant countries	Indonesia, Japan, China, Iran
Dominant methods	Descriptive qualitative, Qualitative case study, Descriptive, Mixed-method
Dominant themes	Benefits and Regional Economic Impact, Supporting Factors and Local Potential Development Strategy, Implementation Constraints and Challenges

Publication Trends.

Analysis of publication trends shows fluctuations in the number of articles published per year. In 2021, 5 articles were found, followed by 3 articles in 2022, and 1 article in 2023. There was an

increase to 4 articles in 2024, peaking at 7 articles in 2025, before declining again to 3 articles in 2026.

Data Extraction Table

Table 3

No	Author (Year)	Country	Method	Main Findings
1	Anif & Yusfi (2025)	Indonesia	Descriptive qualitative	The village government aims to develop local potential from village produce into value-added products to improve family economic welfare, with a UMKM (micro, small, and medium enterprise) driving team led by the village head's wife.
2	Fitri (2022)	Indonesia	Qualitative, case study	The implementation of OVOP (One Village One Product) in Silungkang has had a positive impact on local economic development and improved community welfare, including increased income, job creation, and enhanced competitiveness of local products.
3	Fahmy et al. (2024)	Indonesia	Descriptive qualitative	The role of the kiai has transformed from religious authority to economic actor, integrating spiritual values with modern management principles, optimizing local potential, establishing role distribution, and involving santri (students) and the community in the value chain.
4	Huda & Askafi (2021)	Indonesia	Descriptive	There are 50 local product potentials that can be developed to support urban tourism based on the Kampung Keren cluster, involving various types of marketing product entities.
5	Pebrianto et al. (2025)	Indonesia	Mixed-method	The main strengths of Samar Village lie in its unique orange commodity, strong community involvement, and the appeal of educational tourism, though weaknesses include limited

No	Author (Year)	Country	Method	Main Findings
				expertise, minimal promotion, and financial constraints.
6	Ahmadi et al. (2026)	Indonesia	Quantitative, Structural Equation Modeling–Partial Least Squares (SEM-PLS)	Green marketing has a positive and significant effect on the sustainable competitiveness of MSMEs, and digital marketing strategy also shows a positive and significant effect with a stronger influence than green marketing.
7	Hati et al. (2022)	Japan	Qualitative, case study	The Chokubaisho system is a strategy for farmers to address profitability issues within the JA Chokubaisho system, characterized by high-quality, low-priced products, supported by interdependence in relational cooperation and 'trust' within the agri-food network mechanism.
8	Wulandari & Hutabarat (2025)	Indonesia	Descriptive qualitative, empirical approach	The Ponorogo chicken satay business plays an important role in the local economy and preservation of regional culture, and has opportunities to expand its market competitiveness.
9	Helmi et al. (2025)	Indonesia	Qualitative	MSMEs in Kampar have strengths such as abundant raw materials, skilled local labor, and government policy support, but have weaknesses such as limited technology, financial resources, and underdeveloped distribution channels.
10	Trisetyasi et al. (2026)	Indonesia	Descriptive qualitative	MSMEs in Baubau City utilize product, packaging, and service innovation based on digital platforms as well as digital marketing strategies across various platforms, although the level of utilization varies, supported by technology and high consumer interest, but hindered by limited knowledge and capital.

No	Author (Year)	Country	Method	Main Findings
11	Firmansyah et al. (2025)	Indonesia	Partial Least Squares Structural Equation Modeling (PLS-SEM)	The Special Economic Zone (SEZ) itself has a limited influence on economic development, while factors such as economies of scale, urban economy, and localization contribute more significantly, and regional economic development is one important predictor of SEZ sustainability.
12	Sungkar et al. (2026)	Indonesia	Quantitative	Minimum wage and investment have a positive and significant effect on labor absorption, while RGDP has a positive but not significant effect on labor absorption.
13	Nusantari (2025)	Indonesia	Quantitative, Location Quotient (LQ), Shift Share, Klassen Typology	The Agriculture and Processing Industry sectors are base sectors with LQ values > 1; the economic growth of Tulang Bawang Regency is dominated by national influence, but several sectors show local competitive advantages, and the Klassen Typology identifies developing and lagging sectors.
14	Mahanani et al. (2021)	Indonesia	Descriptive and qualitative quantitative, SWOT analysis	The main strength of the agrotourism is its strategic geographic location, its weakness is the lack of business planning and development, its opportunity is the prospect of agrotourism development, and its main threat is low community interest in business development.
15	Chen et al. (2023)	China	Quantitative, empirical formula	The Guanzhong Plain urban agglomeration in China has formed a 'core-periphery' development pattern, and population density can significantly and stably drive economic growth of districts and counties within the urban agglomeration.

No	Author (Year)	Country	Method	Main Findings
16	Widawati et al. (2022)	Indonesia	Descriptive qualitative	The Halaman Belakang and Sisi Kiri coffee shops use several strategies, including expanding marketing through event-based promotion, which has had a positive impact on business progress and labor absorption in Bogor City.
17	Pazhuhan & Shiri (2021)	Iran	Quantitative, fuzzy accreditation tool, TOPSIS model, spatial distribution analysis	Based on the capacity of Hormozgan Province, at least 15 axes can be identified, highlighting regional tourism planning as a tool for urban and rural socio-economic development.
18	Basunari et al. (2025)	Indonesia	Qualitative, case study analysis	The implementation of regional innovations such as the development of superior local products, the use of digital technology, and improved human resource quality can significantly increase regional competitiveness, supported by collaboration between government, the private sector, and the community.
19	Amrita & Handayani (2021)	Indonesia	Descriptive qualitative, SWOT analysis	Strategic planning is needed for business development so that Tedung craft operations run effectively and efficiently, with the aim of improving efficiency, productivity, production scale, and business competitiveness for better welfare.
20	Lestari & Muttaqin (2024)	Indonesia	Qualitative, SWOT analysis, Business Model Canvas (BMC)	MSMEs in Padamulya are in a growth phase focused on improving short- and medium-term profitability as well as product and technology innovation, and through product diversification, quality improvement, and distribution channel development, MSMEs can strengthen their competitiveness.

No	Author (Year)	Country	Method	Main Findings
21	Ramdan et al. (2024)	Indonesia	Descriptive, IFE, EFE, IE Matrix, SWOT Analysis, QSPM	The durian agribusiness economy in Boven Digoel Regency is in quadrant I (growth and investment), with three main strategies resulting from the SWOT analysis: market expansion, diversification of processed durian products, and restructuring of the production system, with processed product diversification being the most effective strategy.
22	Sharabati et al. (2024)	Not stated	Analytical, survey	Digital marketing is very important for SME effectiveness, serving as a driver of digital transformation, leading to stronger economic outcomes and broader market presence.
23	Lis (2021)	Poland	Collaborative study, survey	There is significant differentiation in expectations regarding entity cooperation in the process of innovation- and change-based local development in this area of cooperation.

Research Findings Themes

The development of local potential has been shown to significantly enhance regional economic development, reflected in increased community income, job creation, and strengthened competitiveness of local products (Pebrianto et al., 2025; Huda & Askafi, 2021). These positive impacts also include the preservation of regional culture, the advancement of MSME businesses, and contributions to the growth of the Regional Gross Domestic Product (RGDP) and labor absorption through investment (Firmansyah et al., 2025; Hati et al., 2022). The identification of base sectors and local competitive advantages, along with regional tourism planning, are important factors in driving economic growth and community welfare (Wulandari & Hutabarat, 2025).

The success of local potential development is heavily supported by village government initiatives, transformative leadership roles such as that of kiai (Islamic religious leaders), and active community involvement (Anif & Yusfi, 2025; Mahanani et al., 2021). Effective strategies include optimizing unique commodities, applying green marketing and digital marketing to expand markets, product and technology innovation, and diversification of processed products (Fitri, 2022; Fahmy et al., 2024). Collaboration between government, the private sector, and communities, supported by

strategic planning and policy support, is essential for improving efficiency, productivity, and regional competitiveness (Helmi et al., 2025; Nusantara, 2025).

The implementation of local potential development faces various obstacles, including limited human resource expertise, insufficient promotion and market access, and financial and capital constraints (Ahmadi et al., 2026; Firmansyah et al., 2025). Other challenges include limited technology, underdeveloped distribution channels, a lack of mature business planning, and low community interest in business development (Sungkar et al., 2026). Limited knowledge of digital innovation is also a hindrance despite high consumer interest (Trisetyasi et al., 2026).

Further research is needed to understand the differing expectations regarding cooperation between entities in the process of innovation- and change-based local development (Fahmy et al., 2024). There is a need to further explore the factors that significantly drive regional economic growth beyond the influence of Special Economic Zones (SEZs), as well as further exploration of effective collaboration models to address existing implementation obstacles (Pebrianto et al., 2025).

DISCUSSION

The literature review shows a significant increase in studies related to the development of local potential as a regional economic development strategy in recent years. Publication peaked in 2025, indicating the relevance and urgency of this topic on the current research agenda. A number of studies have identified various dimensions of this phenomenon, ranging from direct economic impacts to supporting factors and implementation obstacles. Analysis of these aspects provides a comprehensive picture of the efforts of local governments and communities to optimize local resources to achieve economic independence.

The development of local potential has been shown to contribute positively to regional economic development. This strategy significantly increases community income, creates new jobs, and strengthens the competitiveness of local products in wider markets (Anif & Yusfi, 2025). Economic impacts extend to the preservation of regional culture, the advancement of Micro, Small, and Medium Enterprises (MSMEs), and the increase of the Regional Gross Domestic Product (RGDP) through investment (Pebrianto et al., 2025). The identification of base sectors and local competitive advantages plays an important role in driving sustainable economic growth and improving welfare. Regional tourism planning, for example, is often an effective primary economic driver (Hati et al., 2022).

The success of local potential development programs is supported by several key factors. Village government initiatives, accompanied by transformative leadership roles such as that of *kiai*, often serve as catalysts for grassroots-level change (Huda & Askafi, 2021). Active community involvement ensures the sustainability and relevance of programs to local needs. Optimization of unique commodities, for instance through the application of green marketing and digital marketing, opens up broader market access. Product and technology innovation, together with the diversification of processed products, increases added value and appeal. Multi-stakeholder collaboration among government, the private sector, and communities, supported by strategic planning and pro-people policies, is essential for improving efficiency, productivity, and regional competitiveness (Wulandari & Hutabarat, 2025).

The implementation of local potential development strategies faces various substantial obstacles. Limited human resource expertise is a major hindrance to innovation and business management.

Insufficient promotion and market access limit the reach of local products. Financial constraints and limited capital often hinder the expansion and scaling of businesses. Other challenges include limited technology, underdeveloped effective distribution channels, and a lack of mature business planning (Mahanani et al., 2021). Low community interest in business development, coupled with limited knowledge of digital innovation, further slows progress despite consumer interest in local products tending to be high (Fahmy et al., 2024).

An in-depth analysis of the findings reveals a convergence between the desired benefits and the complexity of implementation challenges. The development of local potential offers the promise of improved economic conditions and welfare, but its realization is hindered by regional internal capacity and suboptimal supporting ecosystems. Awareness of the importance of collaboration and innovation as a growing strategy exists, but the gap between ideal policies and practices on the ground remains significant. Differences in needs and priorities among regions can also affect the effectiveness of implemented strategies, indicating the need for approaches tailored to specific contexts (Firmansyah et al., 2025). A comprehensive understanding of the interaction between these factors is crucial for formulating targeted interventions.

This study identifies several important research gaps for further scientific development. Further research is needed to understand the differing expectations regarding cooperation between entities in the process of innovation- and change-based local development. Factors that significantly drive regional economic growth beyond the influence of Special Economic Zones (SEZs) still need to be explored further (Sungkar et al., 2026). An in-depth exploration of effective collaboration models is also needed to address various implementation obstacles. Future studies could focus on evaluating the long-term impact of specific strategies or comparing the effectiveness of various approaches in regions with different local potential characteristics.

The qualitative analysis confirms that the development of local potential is a vital strategy for regional economic development, particularly in areas such as Buton Tengah Regency. Existing research provides a solid framework for understanding the benefits, supporting factors, and constraints. There remains substantial room for further empirical and theoretical research, particularly in the context of collaboration and strategy adaptation to local dynamics. This research's contribution lies in the synthesis of existing knowledge, presenting a holistic overview for policymakers and researchers to formulate a more effective development agenda.

CONCLUSION

The systematic literature analysis identified current research trends in the development of local potential as a regional economic development strategy. Studies show an increasing focus on participatory approaches, cross-sector integration, and the use of innovation and technology to optimize regional resources. Increased community income, job creation, and diversification of the economic structure are the main benefits of this strategy. The development of local potential also contributes to the preservation of culture and the environment, as well as the strengthening of regional identity. Various studies highlight the tourism sector, sustainable agriculture, and micro, small, and medium enterprises (MSMEs) as significant drivers of economic development.

The implementation of local potential development strategies faces various obstacles. Limited access to capital and technology, a lack of skilled human resources, and inadequate infrastructure are common challenges. Weak coordination among stakeholders, government policies that have not fully provided support, and resistance from local communities also hinder progress. The

literature review reveals several significant gaps. Longitudinal studies on the long-term impact of local potential development remain limited, as does comparative evaluation of various implementation models across diverse contexts. The sustainability and resilience of this strategy in the face of global change have not been discussed in depth.

Future research needs to focus on longitudinal studies to measure the effectiveness and long-term impact of local potential development strategies. Comparative analysis across regions, particularly in developing countries with unique demographic and geographic characteristics, could provide valuable insights. The role of digital technology in accelerating the development of local potential, as well as community inclusion in the decision-making process, also requires further exploration. In-depth case studies in specific regions such as Buton Tengah Regency will enrich understanding of the challenges and opportunities of implementation at the local level, while also providing empirical evidence for the formulation of more responsive policies.

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