

**INTRODUCTION TO AGRIBUSINESS**  
**AGRI 220 – Spring 2023**  
**School of Agriculture – Western Illinois University**

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**INSTRUCTOR**

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**Office Hours:** 11:00 to 11:50 a.m. on M, W, TH, and F  
or by appointment

**CLASS TIMES AND LOCATIONS:** AGRI 220 will meet on M, W, and F in Knoblauch 306 from 10:00 to 10:50 a.m.

**EMAILS:** Please be sure to include the course and section in which you are enrolled in any email.

**TEXTBOOK:**

- Principles of Agricultural Economics, Third Edition. Barkley, Andrew and Barkley, Paul W. ©2016. Routledge Taylor& Francis Group.

**COURSE DESCRIPTION AND OBJECTIVES:**

The goal of AGRI 220 is to introduce students to agricultural management concepts and general knowledge base needed to run a small profit oriented agribusiness in today's competitive environment. The course serves as an opportunity for students:

1. To develop a basic understanding of the principles of agribusiness and to apply them in addressing agricultural issues.
2. To understand agriculture in the U.S. and world economies.
3. To improve the ability to think critically and to articulate responsible decision-making by using graphical and quantitative tools to address economic problems.
4. To be exposed to the socioeconomic aspects of public policy issues regarding the agricultural/rural sector.

**EXPECTATIONS OF STUDENTS:**

**Participation/ Attendance & Sitting Chart:** Attendance is required and will be graded through Kahoot! Quizzes. Students' participation in class is strongly encouraged. Students are expected to read the chapter and activities assigned each week – see course outline at the end of this document.

**Absences:** If at any time you have a family emergency, funeral, or illness (including Covid), please use the Online Absence Reporting System (OARS) system to report your absence ([www.wiu.edu/oars](http://www.wiu.edu/oars)). Please note that OARS system does not excuse your absence – it merely documents it. It is still up to the instructor to excuse the absence (see above for valid excuses). I will need the email generated from this system prior to class and not after. If I receive the email after class has started then the late grade policies come into effect. Excessive absences will result in failure of the course. The student remains responsible for contacting the instructor to arrange to complete missed work as soon as possible and is ultimately responsible for material covered in class.

**Academic Integrity:** The rules and regulations outlined in the University's policy on academic integrity are applied to this course. See <http://www.wiu.edu/policies/acintegrity.php>. Any violation of the Academic Integrity Policy in Student Handbook will result in an automatic failure in the course.

Plagiarism is not tolerated in this class. Works evidenced as plagiarism (accidental or willful use of someone else's words, ideas) will be penalized by a failing grade on the homework, quiz, or exam. In addition, the instructor will follow the procedure according to the Student Academic Integrity Policy- see link above.

**Student Rights and Responsibilities:** Detailed information regarding student rights and responsibilities can be found at <http://www.wiu.edu/provost/student/php>. It is your responsibility to be familiar with the posted information.

**Policy on disruptive behavior:** Students will face disciplinary action if they are found to be non-compliant with WIU's COVID-19 Health and Safety Policy ([http://www.wiu.edu/policies/covid\\_safety.php](http://www.wiu.edu/policies/covid_safety.php)). Non-compliance may be considered disruptive student behavior and disciplinary action will follow general process outlined in disruptive student behavior procedures (<http://www.wiu.edu/policies/disrupst.php>) and/or other applicable enforcement measures applicable to the Code of Student Conduct.

**Special Accommodations:** Students with disabilities: In accordance with University values and disability law, students with disabilities may request academic accommodations where there are aspects of a course that result in barriers to inclusion or accurate assessment of achievement. To file an official request for disability-related accommodations, please contact the Disability Resource Center at 309-298-2512, [disability@wiu.edu](mailto:disability@wiu.edu) or in 143 Memorial Hall. Please notify the instructor as soon as possible to ensure that this course is accessible to you in a timely manner.

**University values:** University values, Title IX, and other federal and state laws prohibit sex discrimination, including sexual assault/misconduct, dating/domestic violence, and stalking. If you, or someone you know, has been the victim of any of these offenses, we encourage you to report this to the Title IX Coordinator at 309-298-1977 or anonymously online at: [http://www.wiu.edu/equal\\_opportunity\\_and\\_access/report.php](http://www.wiu.edu/equal_opportunity_and_access/report.php). If you disclose an incident to a faculty member, the faculty member must notify the Title IX Coordinator. The complete Discrimination, Harassment, and Sexual Misconduct Policy policy is available at: <http://www.wiu.edu/policies/dhsm.php>.

#### **USE OF CELLULAR PHONES, SMART WATCHES, TABLETS, AND LAPTOPS:**

As a courtesy to other students and to the instructor, all cell phones should be turned off prior to class. Continued disregard of this policy may result in ejection from the course. If, due to medical or public safety concerns, a student needs an exception to this policy he/she should inform the instructor prior to class. Cell phones are not allowed under any circumstances on exams.

Use of laptops or tablets is not allowed in class unless it is required by the instructor to conduct research or any class activity related to the topic being covered. Lecture notes will be available at Western Online and must be printed in advance. **Texting or surfing the internet** is not allowed during class and repeated violations may lead to dismissal from the course with an assigned grade of F.

#### **TOBACCO POLICY:**

Tobacco use of any kind will not be tolerated in class. This includes chewing tobacco.

#### **IMPORTANT DATES:**

Monday, Jan 16	Dr. Martin Luther King Day – No Class/ University Closed
Monday, Feb 13	Lincoln's Birthday – No Class/ University Closed
March 13 – 17	Spring Break – No Class/ University Closed
Sunday, Apr 02	Last day to drop classes or withdraw from the university
Monday, May 08	Final Comprehensive Exam: 10:00 a.m. – 11:50 a.m.

## GRADING POLICY:

The course grade will be based on the following factors, with weightings as indicated:

Midterm Exam I	15%	A = 93% or above	C = 73 - 76.99%
Midterm Exam II	15%	A- = 90 - 92.99%	C- = 70 - 72.99%
Midterm Exam III	15%	B+ = 87 - 89.99%	D+ = 67 - 69.99%
Comprehensive Final Exam	15%	B = 83 - 86.99%	D = 63 - 66.99%
Homework & Class Exercises	15%	B- = 80 - 82.99%	D- = 60 - 62.99%
Weekly in-class quizzes	15%	C+ = 77 - 79.99%	F = <60%
Online quizzes	5%		
Participation & Kahoot! quizzes	5%		
Total		100%	

Grade breaking points may be lowered, but in no case will they be raised. These breaking points will be evaluated only after final numerical grades have been calculated.

**Attention Education Majors:** The changes within the Illinois State Teaching License requirements, students are required to receive a grade of a "C-" or better in this course in order to meet state requirements. With the university's +/- grading system, receiving a grade below a "C-" will require you to retake this course or find a substitute course to meet School of Agriculture graduation requirements.

## EXAMS:

There will be 3 midterms and one final exam. Exams will consist of True/False, fill in the blank, matching, multiple-choice, open-ended, and/or problem solving questions. **The final exam will be comprehensive** (same format as semester exams). Makeup exams will only be given in extreme situations.

## HOMEWORK AND CLASS EXERCISE:

Homework will focus on understanding key concepts with heavy reliance on graphing and problem solving. I strongly encourage you to work on your own before checking your answers with your classmates. You will have one assignment related to each chapter and/or **reading related to that chapter**. Late assignments will be docked 10% per day and will not be accepted after the assignment key has been uploaded on Western Online or the rest of the students have received back their homework graded.

*Readings related to the chapter being covered will be uploaded on Western Online. It is my goal to use these readings to help you understand the principles covered in class and link them to real life situations. Questions related to the reading will be in the assignments, quizzes, and/or exams.*

Class exercises will be used to reinforce your understanding of each topic, primarily calculations. I will provide you with a problem, so you can work on it. To solve the problem, you can use your notes, work with a classmate, and/or ask the instructor. **Class exercises must be submitted immediately after the class session. No submission of a class exercise will be reported as a zero.**

## WEEKLY IN-CLASS QUIZZES:

Ten-point quizzes on lectures, readings and/or other references – True/False, fill in the blank, multiple choice, essay, and/or problem solving questions will be **scheduled each Friday**. There will be no makeups, no taking the quizzes early or coming to class late just to take quizzes. The lowest score quiz will be dropped. **If a student has an official excused absence in writing (illness, judging team, etc.) reported before class has started, the student is responsible to work with the instructor to arrange to take the quiz before class starts on Monday. Not completed quizzes after the following Monday, will be reported as a zero.** The instructor reserves the right to: 1) use both announced and unannounced quizzes; and 2) drop the lowest in-class quiz grade at the end of the semester, provided the student has not missed any quiz.

**ONLINE QUIZZES:**

Ten-point quizzes on lectures, readings and/or other references – True/False, fill in the blank, multiple choice, essay, and/or problem-solving questions will be available through Western Online. There will be one quiz per chapter and they are designed to help you study and practice each topic. Online quizzes will be open as we start each chapter and will close on Monday, May 08 at 11:59 pm. **Not completed quizzes after May 08, will be reported as a zero.**

**PARTICIPATION & KAHOOT! QUIZZES:**

Kahoot! Quizzes will be based on lectures, readings and/or other references. We will use True/False, fill in the blank, multiple choice, and/or open-ended questions format. Kahoot! quizzes will be used during class to reinforce your understanding of the many concepts we will be covering in AGRI 220. **No participation in Kahoot! quizzes will be reported as a zero.**

**GRADING DISAGREEMENTS:**

If a student disagrees with a particular answer, it is the student's responsibility to provide a logical reason in writing as to the reason for their disagreement. This does not apply to scoring errors. All instructors are human and occasional errors in grading will occur. Please bring any such errors to the instructor's attention immediately.

**ACCREDITATION:**

The School of Agriculture is housed in the College of Business and Technology which is accredited by AACSB-International.

## AGRI 220 – COURSE OUTLINE

<i>Week</i>	<i>Date</i>	<i>Topic/ Material</i>	<i>Chapter</i>	<i>Assignments/ Activities/ Due dates</i>
1	Jan 16 – Jan 20	Intro to the economics of ag <i>Jan 16 – Dr. Martin Luther King Day – No class</i>	1	<b>Due: Friday, Jan 20</b> ▪ Quiz 1
2	Jan 23 – Jan 27	Intro to the economics of ag	1	<b>Due: Friday, Jan 27</b> ▪ Quiz 2
3	Jan 30 – Feb 03	The economics of production	2	<b>Due: Friday, Feb 03</b> ▪ Quiz 3
4	Feb 06 – Feb 10	The economics of production	2	<b>Due: Friday, Feb 10</b> ▪ Midterm 1: Ch 1 & 2
<b>Midterm 1. Friday, Feb 10</b>				
5	Feb 13 – Feb 17	The costs of production <i>Feb 13 – Lincoln's Birthday – No class</i>	3	<b>Due: Friday, Feb 17</b> ▪ Quiz 4
6	Feb 20 – Feb 24	The costs of production	3	<b>Due: Friday, Feb 24</b> ▪ Quiz 5
7	Feb 27 – Mar 03	Profit maximization	4	<b>Due: Friday, Mar 03</b> ▪ Quiz 6
8	Mar 06 – Mar 10	Profit maximization	4	<b>Due: Friday, Mar 10</b> ▪ Midterm 2: Ch 3 & 4
<b>Midterm 2. Friday, Mar 10</b>				
9	Mar 13 – Mar 17	<i>Spring Break</i>		<i>No classes/ No Homework</i>
10	Mar 20 – Mar 24	Optimal input selection	5	<b>Due: Friday, Mar 24</b> ▪ Quiz 7
11	Mar 27 – Mar 31	Optimal input selection	5	<b>Due: Friday, Mar 31</b> ▪ Quiz 8
12	Apr 03 – Apr 07	Optimal output selection	6	<b>Due: Friday, Apr 07</b> ▪ Quiz 9
13	Apr 10 – Apr 14	Optimal output selection	6	<b>Due: Friday, Apr 14</b> ▪ Midterm 3: Ch 5 & 6
<b>Midterm 3. Friday, Apr 14</b>				
14	Apr 17 – Apr 21	Supply	8	<b>Due: Friday, Apr 21</b> ▪ Quiz 10
15	Apr 24 – Apr 28	Consumer choices	7	<b>Due: Friday, Apr 28</b> ▪ Quiz 11
16	May 01 – May 05	Demand	9	No quizzes/ No Homework
17	May 08 – May 12	<b>Final Comprehensive Exam – Chapters 1 to 9</b> <i>Monday, May 08 from 10:00 a.m. – 11:50 a.m.</i>		

**NOTE:** Please be advised that this syllabus is tentative. All classes are different and we may or may not be able to address all of the content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.