

INTRODUCTION TO AGRIBUSINESS
AGRI 220 – Spring 2025
School of Agriculture – Western Illinois University

INSTRUCTOR

Dr. Graciela Andrango

Office: 312 Knoblauch

E-mail: GC-Andrango@wiu.edu

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 include the course you are enrolled in in the subject line of your email.

TEXTBOOK:

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

COURSE DESCRIPTION:

The goal of AGRI 220 is to introduce students to agricultural management concepts and the general knowledge base needed to run a small profit-oriented agribusiness in today's competitive environment.

COURSE OBJECTIVES:

The course serves as an opportunity for students:

1. To develop a basic understanding of agribusiness principles and 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 articulate responsible decision-making 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 the course outline at the end of this document.

Absences: If at any time you have a **family emergency, funeral, illness, or any university activity (including Judging Team, AgVocators)**, please use the Online Absence Reporting System (OARS) system to report your absence (www.wiu.edu/oars) – make sure you state the reason why you are not coming to class. Please note that the 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 before class and not after. If I receive the email after class starts, the late grade policies come into effect.** Excessive absences will cause them to fail the course. The student remains responsible for contacting the instructor to complete the missed work as soon as possible and is ultimately accountable for catching up with the material covered in class during the student's absence.

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

Plagiarism is not tolerated in this class. Works evidenced as plagiarism (accidental or willful use of someone else's words or 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 the 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.

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 Disability Resources in the Student Development and Success Center at 309-298-1884, disability@wiu.edu, or at 125 Memorial Hall. Please notify the instructor as soon as possible to ensure that this course is accessible to you in a timely manner.

Military/Veteran Support Statement: As a military-friendly institution, and in accordance with federal regulations and Illinois statutes, Western Illinois University has established policies and procedures to accommodate military service students. In addition to the supports available at WIU's Veterans Resource Center (wiu.edu/student_success/veterans / 309-298-3505), veterans, members of the National Guard or Reserves, and active-duty military personnel with military obligations (e.g., deployments, trainings, drill) are encouraged to communicate these, in advance whenever possible, to the instructor. The Military Service Policy can be found at <https://www.wiu.edu/policies/military.php>

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. 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. The policy is available at: <http://www.wiu.edu/policies/dhsm.php>.

Technical Support for Western Online:

- Provided through the Western Online Brightspace Virtual Assistant by clicking on the **Get Help! link/icon at the bottom right corner of every page** in Western Online.
- Instructions for using the Virtual Assistant can be found at https://wiu.edu/citr/home/get_help.php.
- All other technical support, including issues with enrollment in online courses, should be requested by contacting:

University Technology (uTech) Support Center

Website: http://www.wiu.edu/university_technology/

Phone: (309)298-TECH (8-8324)

University Writing Center: The University Writing Center (UWC) is your go-to resource at any stage of the writing process! Appointments are available in three formats: in-person (3rd Floor, Malpass Library or QC Riverfront 205), online (real-time with video or chat and document sharing), and eTutoring (asynchronous feedback on an uploaded paper).

Visit wiu.mywconline.com to schedule an appointment, or call (309) 298-2814. **Spring 2025 UWC Hours at the 3rd Floor, Malpass Library:** M – Th: 9 AM - 8 PM, F: 9 AM - 4 PM, and Sun: 2 - 8 PM

USE OF CELLULAR PHONES, SMART WATCHES, TABLETS, EARSETS, AND LAPTOPS:

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

Laptops or tablets are prohibited in class unless the instructor requires them for research or a class activity. Lecture notes will be available at Western Online, allowing you to print them in advance. **Texting or surfing the**

internet is not permitted 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 20	Dr. Martin Luther King Day – No Class/ University Closed
Wednesday, Feb 12	Lincoln's Birthday – No Class/ University Closed
Mon-Friday, Mar 10-14	Spring Break – No Class/ University Closed
Sunday, Mar 30	Last day to drop classes or withdraw from the university
Monday, May 5	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 they will never be raised. They will be evaluated only after calculating final numerical grades.

Attention Education Majors: With the changes within the Illinois State Teaching License requirements, students are required to receive a grade of a "C-" or better in this course 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 three midterms and one final exam. Exams include True/False, fill-in-the-blank, matching, multiple-choice, open-ended, and/or problem-solving questions. **The final exam will be comprehensive** (in the same format as semester exams) but longer. Makeup exams will only be given in extreme situations. Cell phones are not allowed during the exam, so please **bring a calculator for every midterm and final exam**.

HOMEWORK AND CLASS EXERCISE:

Homework will focus on understanding key concepts, heavily relying on graphing and problem-solving. I strongly encourage you to work independently 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 their homework graded.

Readings related to the chapter being covered will be uploaded on Western Online. I aim 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 reinforce your understanding of each topic, primarily calculations. I will provide you with a problem to work on during class. 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 to take quizzes. Suppose a student has an official excused absence in writing (illness, judging team, etc.) reported before class starts. In that case, the student is responsible for working with the instructor to arrange to take the quiz before class starts on the following Monday. Quizzes not completed 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. One quiz per chapter will help you study and practice each topic. Online quizzes will open as we start each chapter and close on Wednesday, Dec 11 at 11:59 pm. Quizzes not completed after May 05 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 open-ended questions format. Kahoot! quizzes will be used during class to reinforce your understanding of the many concepts we will cover in AGRI 220. No participation in Kahoot! Quizzes without previous notice will be reported as a zero.

GRADING DISAGREEMENTS:

If a student disagrees with a particular answer, the student must provide a logical reason in writing 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 mistakes to the instructor's attention immediately.

ACCREDITATION:

The School of Agriculture is housed in the College of Business and Technology, 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 13 – Jan 17	Intro to the Economics of Ag	1	<i>Due: Friday, Jan 17</i> ▪ Quiz 1
2	Jan 20 – Jan 24	The Economics of Production <i>Jan 20 – MLK Day – No Classes</i>	1	<i>Due: Friday, Jan 24</i> ▪ Quiz 2
3	Jan 27 – Jan 31	The Economics of Production	2	<i>Due: Friday, Jan 31</i> ▪ Midterm 1: Ch 1 – 2
Midterm 1. Friday, Jan 31				
4	Feb 03 – Feb 07	The Costs of Production	3	<i>Due: Friday, Feb 07</i> ▪ Quiz 3
5	Feb 10 – Feb 14	The Costs of Production <i>Feb 12 – Lincoln's Birthday – No Classes</i>	3	<i>Due: Friday, Feb 14</i> ▪ Quiz 4
6	Feb 17 – Feb 21	Profit Maximization	4	<i>Due: Friday, Feb 21</i> ▪ Quiz 5
7	Feb 24 – Feb 28	Profit Maximization	4	<i>Due: Wednesday, Feb 28</i> ▪ Midterm 2: Ch 3 – 4
Midterm 2. Wednesday, Feb 28				
8	Mar 03 – Mar 07	Optimal Input Selection	5	<i>Due: Friday, Mar 07</i> ▪ Quiz 6
9	Mar 10 – Mar 14	<i>Spring Break</i>	<i>No classes/ No Homework</i>	
10	Mar 17 – Mar 21	Optimal Output Selection	6	<i>Due: Friday, Mar 21</i> ▪ Quiz 8
11	Mar 24 – Mar 28	Optimal Output Selection	6	<i>Due: Friday, Mar 28</i> ▪ Quiz 9
12	Mar 31 – Apr 04	Consumer Choices	7	<i>Due: Friday, Apr 04</i> ▪ Midterm 3: Ch 5 – 7
Midterm 3. Friday, Apr 04				
13	Apr 07 – Apr 11	Supply	8	<i>Due: Friday, Apr 11</i> ▪ Quiz 10
14	Apr 14 – Apr 18	Demand	9	<i>Due: Friday, Apr 18</i> ▪ Quiz 11
15	Apr 21 – Apr 25	Demand	9	<i>Due: Friday, Apr 25</i> ▪ Quiz 11
16	Apr 28 – May 02	Markets	10	No quizzes/ No Homework
17	May 05 – May 11	<i>Final Comprehensive Exam – Chapters 1 to 10</i> <i>Monday, May 05, 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 content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.