



Analysis of Productivity Dynamics and Shallot Price Fluctuations Viewed From An Islamic Economics Perspective

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ABSTRACT

This research aims to analyze the dynamics of productivity and fluctuations in shallot prices in Indonesia. The method of this research is qualitative method. Data collection was carried out using interviews, observation, and documentation methods. The results of this research show that the productivity of shallots produced by farmers is fluctuating dynamic. This dynamic cause by weather change, pest and disease attacks, plant care and maintenance, and capital adequacy. In line of this, fluctuations in the price of shallots on the market are also quite high. This is due to several factors, namely consumer demand, stock supplies at traders, offers from farmers, the big harvest momet, and the presence of supplies from other sources. Analysis of productivity dynamics in the perspective of Islamic economics is studied with The Theory of Maqasid Sharia. While the analysis of price fluctuations studied from the thought of Al Ghazali, Ibn Taymiyyah, and Ibn Khaldun. In accordance with the three expert thoughts that the onion pricing mechanism is formed directly in the market without any government intervention. The three experts emphasized on reasonable and fair pricing, by holding the principles of pleasure, healthy competition, openness, and honesty.

Keywords: dynamics of productivity, price fluctuations, shallots, islamic economics perspective.

INTRODUCTION

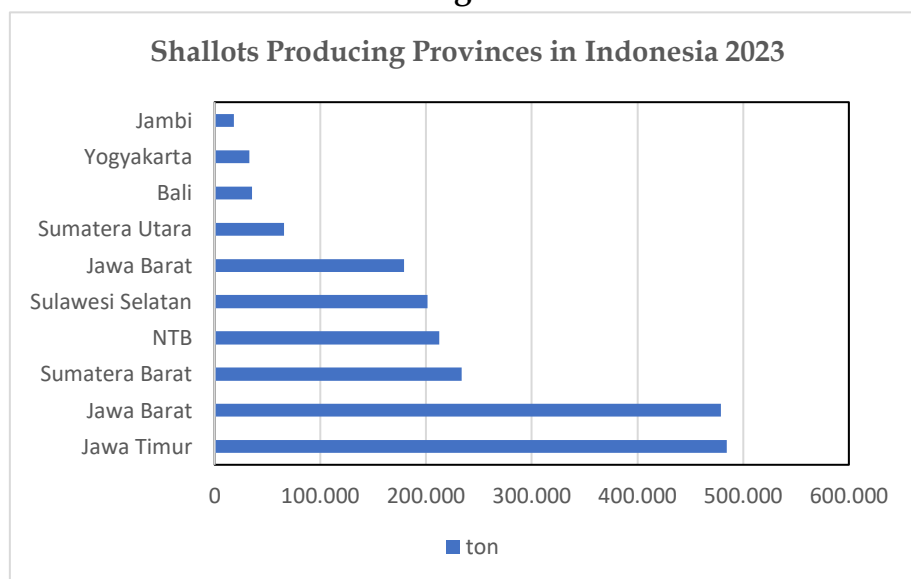
The agricultural or agrarian sector is the employment of the majority of Indonesian people, especially rural communities. In addition to the availability of agricultural land, for rural communities, the agricultural sector has become a part of their socio-economic life. Especially the cultivation of crops that become the leading commodity of each region in addition to rice as a staple food of the community. One of the horticultural commodities that farmers are interested in is shallots. The agricultural sector produces food commodities with high economic value and become a priority for community needs that are always available in the market.¹

¹ N Fajriyah et al., *Kiat Sukses Budidaya Bawang Merah* (Yogyakarta: Bio Genesis, 2017), <https://books.google.co.id/books?id=YVSeDgAAQBAJ>.

The high demand for shallots commodities with high prices also makes farmers interested in cultivating these horticultural commodities. Shallot is one of the horticultural crops pursued intensively by farmers, both from seed selection, land preparation, maintenance to plant care. All of these processes will certainly have an impact on the yield obtained by farmers. Considering that this commodity is much needed by the community, both for flavoring ingredients and as traditional medicine ingredients. This makes shallots a source of income for farmers who can contribute to the country's Gross Domestic Income (GDP).

Some provinces in Indonesia are the largest onion producing regions that can meet the demand for national-scale onion supply. As data from the Central Statistics Agency (BPS) related to vegetable crop production in 2021-2023, there are ten shallot-producing provinces, including East Java, Central Java, West Sumatra, East Nusa Tenggara, South Sulawesi, West Java, North Sumatra, Bali Yogyakarta, and Jambi.² From the sata, East Java was ranked first in onion production. In East Java province, there are two largest producing areas, namely Probolinggo and Nganjuk regencies.

Figure 1
Shallots Producing Provinces in 2023



(Source: BPS, retrieved October 2024)

The cultivation of shallots is currently in great demand by farmers, but in the process there are still some obstacles that are economic and technical.³ As a sector that is very dependent on natural conditions, farmers are affected by

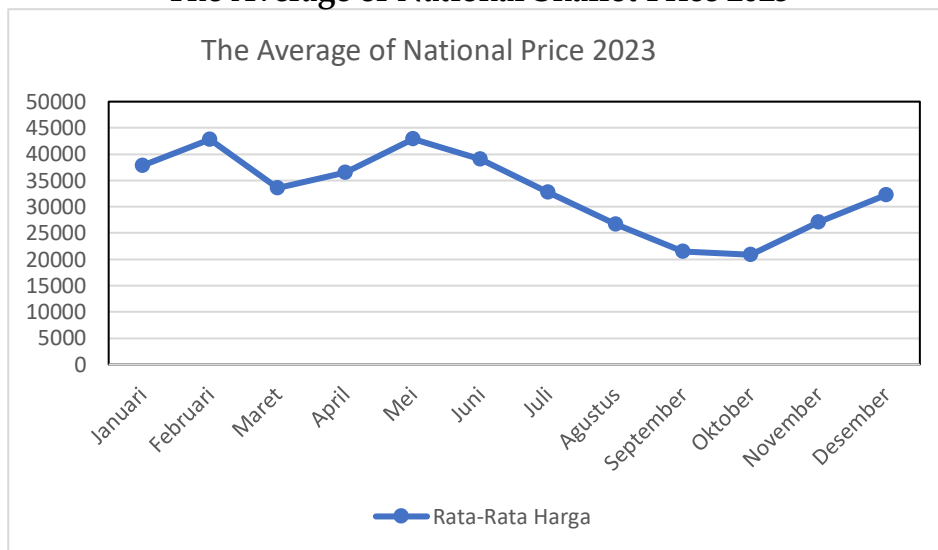
² BPS, "Badan Pusat Statistik (BPS). 'Data Perkembangan Harga Bawang Merah'. Diakses Oktober 2024."

³ Nurliana Harahap, Yusra Muharami Lestari, and Ameilia Zuliyanti Siregar, "Pemberdayaan Dalam Meningkatkan Kesejahteraan Petani Bawang Merah Di Kecamatan Medan Marelan," *Jurnal Penyuluhan* 19, no. 01 (2023): 170-180.

weather changes. To address this, they must have a strategy of care and maintenance of shallots plants. This cannot be separated from the needs of farmers for fertilizers and plant medicines to maintain plant resistance from pests and weather changes. Other obstacles faced by farmers are capital constraints, such as production infrastructure and maintenance costs are large enough compared to other horticultural crops. However, farmers revealed that the shallots commodity planting business is “High Risk High Return”, which means the greater the risk the greater the profit.

The risk of shallots farming is in crop productivity and price fluctuations that tend to decrease. Shallots productivity tends to fall will make farmers lose, because the crop can not meet market demand. As data from the Central Statistics Agency (BPS) related to the development of onion prices in 2023 nationally shows a fairly steep fluctuation.⁴ It appeared in May that almost touched the price <Rp 45,000, - then declined in October in the price range of Rp 20,000, -. Of course this has passed the price changes every week even per day.

Figure 2
The Average of National Shallot Price 2023



(Source: BPS, retrieved October 2023)

As price fluctuations occur, this study will take a field study in East Java province as the highest onion producing province in 2023. The two largest onion producing regions in East Java are Nganjuk and Probolinggo. With that, this study will take the locus of research in Probolinggo Regency which has a superior level of quality and quantity of shallots. Transactions and distribution of shallot commodities are specifically located in the shallot market of Dringu district, so that shallots become an iconic commodity of Probolinggo Regency

⁴ BPS, “Badan Pusat Statistik (BPS). ‘Data Provinsi Penghasil Bawang Merah’. Diakses Oktober 2024.”

A fact that also occurs is the gap between high crop productivity faced with low market prices. Of course this condition is also not desirable for farmers, because it could be farmers break even or the worst possible conditions are also a loss. If farmers experience losses, it can be estimated that the loss is quite large because of capital costs such as procurement of seeds, maintenance and maintenance costs are also large. With this fact, it can be seen that the price of shallots is very volatile, depending on the interaction of supply and demand in the market mechanism.

Islamic economics considers the price is an agreement between buyers and sellers on the value of a good/product. The transaction must be based on the willingness of both parties without any coercion from the other party. The agreement is expressed through a sale and purchase agreement between both parties. The Prophet saw. when asked about the price, he did not set the price, and only God set the price and arrange sustenance. It is this fact that forms the price in the market, the interaction between supply and demand that meets at the equilibrium point. However, often these fluctuating price changes do not benefit farmers, because of the lack of price information when farmers will harvest.

Previous research by Nuri Zamaniah Luluun, Handayani Tuty and Ratna Saraswati found that the influence of natural weather on shallots productivity in Probolinggo Regency. This is related to the changing productivity conditions.⁵ Research on price fluctuations by Kustiari found that producer prices have no relationship with consumer prices *kasualitas shallot*, because of market power and market failure.⁶ While Fuad Hasan and Isdiana Suprapti found that the mechanism of shallots price formation occurs in the market. Previous studies have not linked changes in productivity and prices with an Islamic Economic point of view. Therefore, this study was conducted to analyze the dynamics of productivity and price fluctuations shallot viewed from the perspective of Islamic Economics.⁷

METHODS

This study uses qualitative methods with descriptive and explorative approaches. Discussion of the dynamics of productivity and price fluctuations shallots studied with a descriptive approach through field research. While the discussion of the concept of productivity and price fluctuations in the perspective of Islamic Economics is exploratory. Location determination using purposive area technique is East Java province Probolinggo Regency which is one of the

⁵ Nuri Zamaniah Luluun, Handayani Tuty, and Saraswati Ratna, "Pengaruh Hujan Ekstrem Terhadap Produktivitas Bawang Merah Di Kabupaten Probolinggo Jawa Timur," in *Prosiding Seminar Nasional Pendidikan Geografi FKIP UMP 2018*, 2018.

⁶ Reni Kustiari, "Perilaku Harga Dan Integrasi Pasar Bawang Merah Di Indonesia," *Jurnal Agro Ekonomi* 35, no. 2 (2017): 77-87.

⁷ Fuad Hasan and Isdiana Suprapti, "Fluktuasi Harga Dan Integrasi Horisontal Pasar Bawang Merah Di Madura" (2021).

commodity producers of shallots. The subjects of the study were farmers and traders of shallots in Probolinggo, with research informants including shallot farmers and workers (cultivators), traders/collectors in the shallot market and the head of infrastructure and extension of the District Agricultural Office. Probolinggo. This study uses data collection techniques observation method (observation), interviews, and documents. While the data analysis techniques in the form of, data collection, data reduction, data presentation, and conclusion. The technique of data validity of this study using triangulation techniques, namely method triangulation, triangulation between researchers, theory triangulation, and data source triangulation.

RESULT AND DISCUSSION

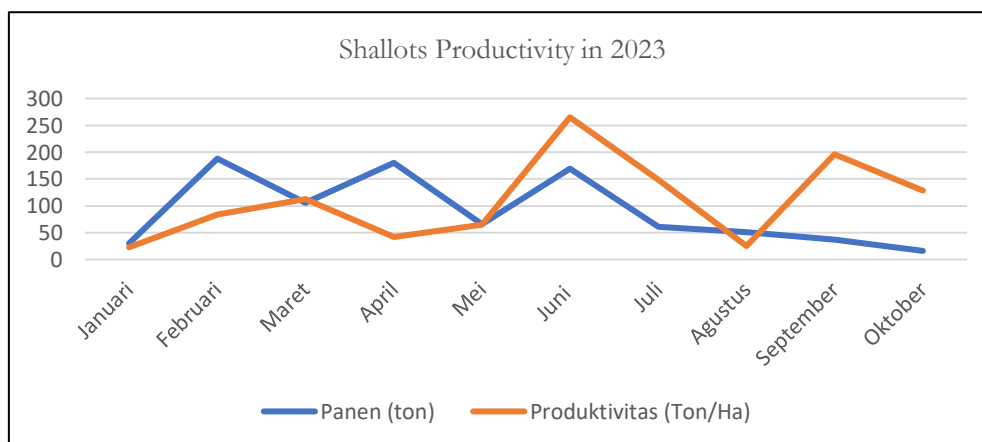
1. Dynamics of Productivity and Fluctuations in Shallots Prices

a) The Dynamics of Shallot Crop Productivity

Shallot commodity becomes the leading commodity of Probolinggo Regency. As stated by the head of Agricultural Extension, that there are several sub-districts that produce shallots, including dringu district, Leces, Gending, Kraksaan, Pajajaran, Tegalsiwalan, Maron, and Banyuanyar. The red shallot commodity typical of Probolinggo Regency has become an agricultural product that is favored by the community, both within and outside the region and even abroad. This makes the commodity has the branding "Bawang Merah Probolinggo " because it is superior in quality.

Among the shallot producing areas, Pajajaran district is the fourth most producing area of shallot plants. The following data related to the dynamics of productivity and shallot yields from Pajajaran district were processed from documents from the Probolinggo Regency Agriculture Office related to data on the development of shallot commodities in January - October 2023.

Figure 3
Dynamics of Productivity and Yield of Commodity
Shallots Year 2023



(Source: Department of Agriculture of Probolinggo Regency)

On The Figure 1. the above shows the dynamics of shallot yields and productivity in Pajarakan Probolinggo district. Crop yields in January started at 30 tons which is quite low, then jumped in February by 188 tons, because the month is the rainy season that makes it easier for farmers to get water needs in the cultivation process. Then it experienced a downward trend from July to October, in the range of the month there was a change of season which had quite an impact on shallot cultivation. Meanwhile, productivity levels showed sharp fluctuations, from 64.91 tons/Ha in May to 265.09 tons / Ha in June. This means that land use and production are carried out quite efficiently, in line with the harvest of 169 tons. The following month did not show a consistent figure with a downward trend. This is due to the amount of production and planting area decreased simultaneously, this indicates a decrease in the intensity of farmers in shallot cultivation due to difficulty obtaining water and uncertain transition season.

Shallot production carried out by farmers in Pajarakan district changes every planting period. Based on the data that has been presented in the research results, the productivity of shallots in Probolinggo Regency (see Figure 1) in 2023 is quite volatile. Starting in January 2023, total shallot production amounted to 83,987 tons with a productivity level of 22.64 (ton/Ha), then jumped up in May to 210,428 tons from 12 districts that actively produce shallots. However, the highest level of productivity occurred in June with a production of 13,520 tons on a planted area of 51 Ha resulting in productivity of 265.09 (ton/Ha). This indicates that the use of cultivated land and production is carried out quite efficiently. The level of productivity of the next month is higher than in the January-April period. The Data shows that productivity in 2023 is quite dynamic, for production levels to show an upward trend in line with the crop obtained by farmers.

As according to experts, Kurniawan in Wahyuni, Pradhanawati, and Hidayat who explained that productivity is the ability of the industry to produce the desired output with the general basis of Economics, efficiency and optimization of existing resources so as to generate profits.⁸ In this case, the optimization of the land used to grow shallots to produce quality commodities. It appears from these data, land use for shallot planting media also changes every month. This is in line with the amount of commodity crops produced. That is, land efficiency can be achieved if the resulting productivity also increased.

⁸ Sri Wahyuni, Ari Pradhanawati, and Wahyu Hidayat, "Pengaruh Tingkat Pengalaman Berwirausaha, Produktivitas Dan Inovasi Terhadap Pengembangan Usaha Kulit Lumpia (Studi Kasus Pada Umkm Kulit Lumpia Di Kelurahan Kranggan Kota Semarang)," *Jurnal Ilmu Administrasi Bisnis* 4, no. 1 (2015): 263–274.

b) The Fluctuation of Shallots Price

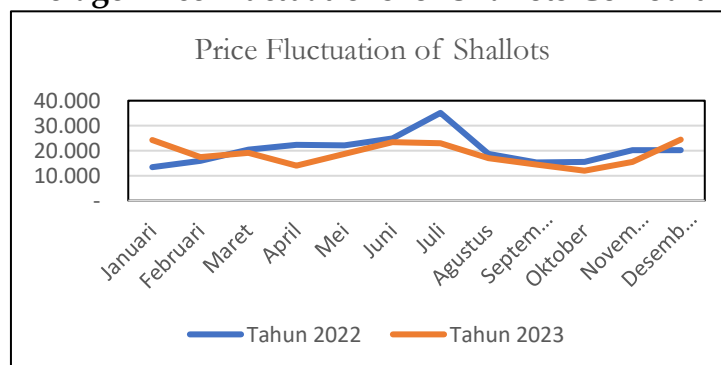
One of the motivations of farmers to plant shallots is the price of these commodities is quite high compared to other commodities, although very volatile. The farmers realized that one of the risks of growing shallots is the quality of the crop that is influenced by several factors and the price of shallots that often change in the market. Therefore, the price of these commodities is quite volatile compared to other horticultural commodities. As delivered by farmers are as follows.

On the other hand, although the shallot is of good quality but when the price goes down, farmers do not get the maximum benefit, and vice versa. The quality of shallots partially from farmers does not directly affect the price formed in the market, but the quality can also be a measure of farmers experiencing profit, loss, or breakeven when the commodity is sold. However, if the quality of shallots in general is experiencing poor conditions due to weather conditions that cannot be controlled by farmers, it can also have an impact on prices in the market.

Exposure of informants showed that in selling shallots farmers follow the price movements in the market. The quality of shallots is indeed one of the price-forming indicators but it is not the main determinant. Good quality if it coincides with low prices, farmers will not experience much loss, only profit margins are not how high. Meanwhile, if the condition of shallot quality is not good, the selling price to traders will be low. But the movement of price variations still follows the direction of market prices.

Fluctuations in shallot prices if they are at low prices are very unfavorable to farmers, they can experience low profit margins, breakeven with capital, to losses. However, the formation of prices remains on the market mechanism associated with the level of demand and supply, as well as several other factors found in the study. Here is the data on shallot prices in 2022 - 2023 which is presented with an average price every day. This Data was taken and processed by the Probolinggo Regency Agriculture Office from farmers and shallot traders in Probolinggo Regency.

Figure 4 The Average Price Fluctuations of Shallots Comodities in 2022 - 2023



(Source: Department of Agriculture of Probolinggo Regency)

On The Figure 2. visible data on shallot price fluctuations from 2022-2023. The price level of 2022 is above the price level of 2023. The highest average price peak occurred in July 2022 at Rp 35.129,- and the lowest in January at Rp 13.387,-, because January was a moment of recovery in farmer investment after Covid-19 and supply while prices experienced a downward trend afterwards, and sideways in September – October. Meanwhile, in 2023, the price of shallots does not have a drastic jump, it tends to range from Rp 17.000, - – Rp 22.000, -. The highest price in December amounted to Rp 24.419, - the end of the year which coincides with the weather changes are quite extreme and risky for farmers to plant shallots so that the supply of farmers a little, while demand is high because it coincides with the national holiday week of Christmas and New Year.

The price of shallots in the market is very volatile because the formation of prices is completely left to the market mechanism. The market mechanism is an interaction between demand and supply that will determine a certain price level.⁹ Based on the shallot price data presented in the research results, it can be stated that it is quite volatile. Price Data obtained from the Department of Agriculture showed a range that is not far apart, but tends to be short in a matter of days.

On The Figure 2. about shallot price fluctuations in 2023 shows that a fairly high price trend ranging from Rp 23.000,- – Rp 30.000,- occurred in January, June, and July. While in February, March, April, May, August, December mid - level prices between Rp 17.000,- Rp 24.000, -. The lowest price .occurs in September-November with a price level ranging only from Rp 10,000 - Rp 17.000,-. The price range recorded in a matter of days is very volatile. Price variations available on the market also depends on the type of shallot available, there is a small size, medium (medium), to large or called super red shallot.

This fact shows the rapid price changes formed from the shallot market mechanism, due to high transaction turnover. Even research Dasipah, et. all., found that there are price deviations above and below the average balance line of onion prices at the farm level, it takes three weeks to adjust to the balance of changes in onion prices.¹⁰ Market demand in the shallot market is not only from local buyers, but also regional to international. Price agreements between traders and farmers follow the trend of market price levels. While the price agreement between traders and buyers outside the region is formed from the price proposed by the trader and then agreed by the buyer. Do not follow the ups and downs of prices in the range of days that occur in the shallot market. The deal takes place until the order is delivered to the buyer (outside the region).

⁹ A A Karim, *Ekonomi Mikro Islam* (Depok: Rajagrafindo Persada, 2021), <https://books.google.co.id/books?id=FxsvNAAACAAJ>.

¹⁰ E Dasipah et al., "Increasing the Productivity of Shallot Planting and Its Impact on the Agricultural Market, West Java," *Brazilian Journal of Biology* 83 (2023): e277745.

While Saptana's research found that improving shallot competitiveness can be carried out by implementing advanced technology, agricultural infrastructure, capacity building of farmers' resources, and government incentive policies to increase productivity and competitiveness sustainability.¹¹ Khorasgani et.al., also found that the selection of plant seeds, planting techniques (planting time, land preparation, spacing, fertilization, and irrigation system) greatly affect the productivity, phytonutrient value and economic benefits produced shallots.¹²

2. Causes of Productivity Dynamics and Fluctuations in Shallot Prices

a). Causes of Shallot Productivity Dynamics

Shallots become a crop that is pursued in the Extension Service of Agriculture, in addition to commodities of rice, corn, chili and tomatoes. This is because shallot plants require intensive land preparation, care, and maintenance during the planting period. In addition to pest factors that interfere with plants, weather conditions also affect the sustainability of plants.

Regarding weather factors, farmers have specific forecasts regarding crop care and its risks. The dry and rainy seasons have different effects on plants, in the difference between the two seasons, farmers usually adjust planting techniques, or consider the right time for them to carry out the planting process. In a period of one year, farmers can plant as many as 4 (four) times with the harvest and land preparation.

Based on experience in shallot cultivation, farmers have an estimate of the amount of harvest if profit or loss. If the profit, the land area of 100 m² can produce 9 tons, but if the condition is not good shallots only produce 1 ton. In this case, it is related to the quality of the shallot, both the size, color, and condition of the shallot. As submitted informants, Factors of low crop yields, usually also affected by the lack of care and maintenance of plants. Of course, this has to do with the availability of planting capital for farmers. At a time when the plant is affected by pests, it requires maximum care to restore it so as not to damage the tubers of the plant.

In these conditions, the role of BPP is certainly needed, to provide technical guidance to farmers through counseling to farmer groups formed in each village. As conveyed by the BPP Coordinator of Pajajaran sub-district that as many as 12 villages have been given counseling by agricultural officers through Gapoktan (farmers group association) formed in each village. In addition, BPP also conducts direct monitoring for 2 (two) months on shallot farmers.

¹¹ Saptana et al., "The Competitiveness Analysis of Shallot in Indonesia: A Policy Analysis Matrix," *Plos one* 16, no. 9 (2021): e0256832.

¹² Omid Askari-Khorasgani and Mohammad Pessarakli, "Evaluation of Cultivation Methods and Sustainable Agricultural Practices for Improving Shallot Bulb Production—a Review," *Journal of Plant Nutrition* 43, no. 1 (2020): 148–163.

The productivity of shallot harvest in Probolinggo Regency, especially in Pajarakan District, is quite dynamic. This is in line with cropping and production data. As the results of research have been obtained by researchers that there are several things that cause changes in productivity. Some of these factors include weather changes, pest and disease attacks, plant maintenance and care, and capital adequacy.

Farmers also understand the risks that occur when two seasons in this country occur with different impacts on crops, especially when the two seasons are sometimes unpredictable alternation. As the results of research submitted by farmers, the planting period during the dry and rainy seasons can be different. In the rainy season shallots can be harvested less than 60 days, ie 50-55 days.

However, the continuous rainy season with high levels of rainfall can make shallot plant stems weak and collapsed, so that it can have an impact on the condition of shallot bulbs. While the dry season with temperatures that are too hot can make the plant become stunted and more shrinkage weevil. As the research conducted by Astuti Kurnianingsih and Marlin Sefrila found that the level of shallot productivity can be influenced by several factors, including environmental factors, climate change, soil fertility, pest attacks, and the quality of the seeds used.¹³

Pest and disease attacks are a crucial obstacle for farmers when planting shallots. Shallot plants need good protection from pests and diseases so that they can grow well until the harvest period arrives. As the study conducted, researchers found that the more pests and diseases that attack plants, the more intensive the treatment needed. This makes farmers have to provide adequate plant medicine and in accordance with the needs or conditions of the plant.

Pest and disease attacks can create damage to crops, causing losses to farmers. Ardi Endarto stated that the losses due to this pest include reducing the quantity of crops and the quality of tubers, causing secondary infections that damage crops, create crop failures, and increase production costs so that the profits obtained by farmers to be low. This is certainly not desirable for all farmers, so the need for proper handling in the face of pests and diseases.¹⁴

The next factor is the maintenance and care of plants. Maintenance is an effort by farmers in maintaining and maintaining shallot plants to keep growing well. Usually farmers provide fertilizer so that plants become fertile and immune to pests. While treatment is an effort by farmers to improve the condition of plants attacked by pests and diseases in order to recover and grow better. These two things cannot be neglected during the planting period. According to the

¹³ Astuti Kurnianingsih and Marlin Sefrila, "Growth Characteristics of Shallot on Various Planting Media Composition," *Jurnal Hortikultura Indonesia* 9, no. 3 (2018): 167-173.

¹⁴ Ardi Endarto, "Bawang Merah Teknik Budidaya Dan Peluang Usahanya," *Yogyakarta: Trans Idea Publishing* (2018).

farmers, if maintenance and care are not met, it will have an impact on the condition of the plants until the harvest.

Capital adequacy as a production cost from the land preparation process, planting process, maintenance and care, until the harvest period arrives to be an important factor in shallot cultivation. Especially when plants need intensive care due to pests and diseases, in addition to providing adequate fertilizer. This has implications for the condition of the plant when it grows until it is ready to be harvested. As explained, other obstacles faced by farmers are capital constraints, such as limited production facilities, narrow arable areas, limited cultivation technology, less skilled workers in managing crops, and marketing processes that sometimes do not favor farmers.¹⁵ The research of Lailandra, et. al., found that efforts to increase onion production need to maximize the production of soil, seed, labor, pesticides and fertilizers.¹⁶

b). Causes of Fluctuations in Shallot Prices

In addition to productivity dynamics, shallot prices are also very volatile. As the data shown in the research results. Price changes not only occur in the weekly period, but daily. This of course there are several things that cause these changes, including consumer demand factors, stock supplies at traders, offers from farmers, harvest moments, and the supply of other blood. Consumer demand is the main factor in the process of price formation, because there are shallot products on the market to meet consumer demand.

Consumer demand certainly interacts with the offer of farmers through shallot traders as distributors. The process of interaction between demand and supply of shallots is a mechanism for the formation of shallot prices in the market. As stated that the price of shallots in the market is very volatile because the formation of prices is completely left to the market mechanism.¹⁷ There is no special intervention related to daily prices, because shallots are commodities that cannot last long as supplies. In addition, the production costs used by farmers are also quite high with crop conditions that are not the same between farmers, so there is no price intervention that is evenly distributed regionally and nationally.

Supply from farmers is also a factor that interacts with consumer demand. If the supply of shallots from farmers is small and cannot meet market

¹⁵ Harahap, Lestari, and Siregar, "Pemberdayaan Dalam Meningkatkan Kesejahteraan Petani Bawang Merah Di Kecamatan Medan Marelan."

¹⁶ Andjani Lailandra, Nunung Kusnadi, and Harmini, "Technical Efficiency of Shallot Production in Production Centers in Java And Outside Java," *AGRISOCIONOMICS: Jurnal Sosial Ekonomi dan Kebijakan Pertanian* 8, no. 02 (2024): 414-423

¹⁷ H Mayrowani and V Darwis, "Perspektif Pemasaran Bawang Merah Di Kabupaten Brebes, Jawa Tengah. Di Dalam: Suradisastra K., Yusdja, Y., & Nurmanaf, AR Ed," in *Prosiding Seminar Nasional Dinamika Pembangunan Pertanian Dan Perdesaan*. Bogor: Pusat Analisis Sosial Ekonomi Dan Kebijakan Pertanian, 2010.

demand, then the market price of shallots becomes high, and vice versa. In terms of farmers, shallot products produced also depend on the level of crop productivity. This is related to the quantity and quality of shallots harvested, because the productivity of the crop was fluctuating. As the factors that cause productivity dynamics that have been described by previous researchers.

Farmers understand that price changes depend on the mechanism of price formation in the market. Farmers do not have a share in the formation of prices, because traders/middlemen will provide price quotes according to price trends formed in the market. Traders also convey the same thing, that price changes depend on consumer demand and available stock.

The supply of shallot products in the stalls of distributors or traders (middlemen) also has implications for the rise and fall of market prices. If the supply is slightly aligned with the supply of farmers who are also few, but faced with high demand, the market price will rise. This is also related to the low durability of shallot products, so they cannot be stored for too long in the distributor's warehouse. This also makes the transaction faster. Even the traders do not keep stock too much and long, because it will make the shallot becomes damaged and the quality decreases so that the selling price will go down. Except for shallot products, which will be used as seedlings, they will be stored longer and given special treatment for seedlings. Therefore, the stock of shallots on the market also determine the formation of prices, because shallots are commodities whose shelf life is not durable. This makes the turnover of shallot transactions fast enough so that prices also tend to fluctuate. If the commodity is held for a long period of time, the quality will be damaged/Rotten which can make the price go down.

There are several things that cause prices to change in addition to market demand and stock availability, namely the condition of the harvest of shallot farmers. The moment of the shallot harvest from farmers also affects the market price, because the supply in the market will boom. This will make supply exceed consumer demand in the market which makes the market price to be down, assuming demand remains. Because so far the traders also did not mark a moment of rising demand, as well as the demand for rice during religious holidays. This is because shallots are complementary needs in the household, namely as spices or spices for cooking and treatment, not basic necessities.

Contrary to the harvest moment, if consumer needs increase, which is characterized by increased demand in the market but limited supply, then there will be a supply of stocks from other regions. This is done to meet consumer demand, so there is a supply of shallot products from other regions such as Bima, Brebes, and Sulawesi. With the supply which in fact the price is Cheaper Than Probolinggo shallot, it will make the price trend of Probolinggo shallot also go down. Although tastefully, people still like shallots Probolinggo.

The percentage of prices for traders also affects the price, but this is adjusted to the quality of shallots. Special Probolinggo region shallot quality is

better than other regions, so that the percentage of prices for traders is higher at 15% than other regions which is only 5%. The percentage of the price is to finance the sorting process between shallots and leaves as well as the weighing and packaging process.

3. Islamic Economic Perspective on Productivity Dynamics and Shallot Price Fluctuations

a) Islamic Economics Perspective on Productivity Dynamics

Productivity in economics is the correlation between inputs (capital, labor, land, production materials) and outputs (goods and services) that are processed with operational performance. Productivity is a person's ability to utilize existing resources (material and nonmaterial) efficiently to produce a better product. Islamic economics is very concerned with productivity, its orientation is not only material but also immaterial.¹⁸ The concept of Islamic economics not only discusses the physical welfare of humans, but also includes the life of *ukhrawi*.

Productivity arises from the existence of production activities related to humans and their existence in economic activities, by utilizing natural resources and generating useful needs.¹⁹ Productivity can be one of the factors of public welfare in economic development. The welfare of society in Islamic economics focuses on protecting the five aspects of Maqashid Sharia, namely maintaining religion, maintaining the soul, maintaining reason, maintaining offspring, and maintaining wealth.²⁰ In this study the dynamics of onion productivity produced by farmers related to Maqashid Sharia, because the study of Islamic economics not only focuses on the material produced but also on the immaterial subject that accompanies it. The orientation is not only the happiness of the world, but also the happiness of the hereafter. Based on the word of Allah Swt.:

مَنْ عَمِلَ صَالِحًا مِنْ ذَكَرٍ أَوْ أُنْثَىٰ وَهُوَ مُؤْمِنٌ فَلَنُحْيِيَنَّهٗ حَيَاةً طَيِّبَةً ۗ وَلَنَجْزِيَنَّهُمْ أَجْرَهُمْ بِأَحْسَنِ مَا كَانُوا يَعْمَلُونَ

"And whosoever doeth good, whether male or female, and is a believer-we shall surely give him a good life, and we shall surely recompense him with the best of what he did." (Quran. An-Nahl: 97)

Based on this study, the five aspects of *Maqashid Sharia* are detailed as follows.

1) Keeping The Faith

The farmers understand that Allah Swt. he is the Sovereign Lord of mankind. The farmers understand that regardless of the effort or effort they do with the maximum, there is always the power of Allah Swt. who

¹⁸ Moch Khoiril Anwar, "Produktivitas Dalam Perspektif Ekonomi Islam," *BISEI: Jurnal Bisnis dan Ekonomi Islam* 5, no. 01 (2020): 1-14.

¹⁹ Muhammad Turmudi, "Produksi Dalam Perspektif Ekonomi Islam," *Islamadina: Jurnal Pemikiran Islam* (2017): 37-56.

²⁰ Muhammad Umer Chapra, Shiraz Khan, and Anas Al Shaikh-Ali, *The Islamic Vision of Development in the Light of Maqāṣid Al-Sharīḥ*, vol. 15 (Iiit, 2008).

governs the sustenance of every creature. The benefits that can be obtained from onion farming are quite tempting, but of course there are risks that must also be considered before deciding to choose such a business. The risk of loss of the red awang farming business is not small. Because the capital needed is also relatively large compared to capital for rice planting and other horticultural commodities.

2) Keeping The Soul

The attitude of farmers who do not give up easily also makes them keep trying to develop the onion farming business. Researchers found that farmers in the cultivation of shallots is even more aware of the irrational factors in the results they will get, namely the power of Allah Swt. Not a normative thing to understand, but based on the experience they have been through and from fellow farmers who experience, that the decision to cultivate shallots must be based on a strong determination. Because large capital is faced with considerable risk as well, in addition to the probability of profits obtained is also quite large. However, this did not discourage them from making an effort, because the farmers understood that every effort would find a result.

3) Keeping The Sense

The farmers have also learned practical planting techniques and based on experience that has been done for years. Farmers' efforts in planting, maintenance, and care have been implemented to the maximum because otherwise the potential risk of the business is very large. This is related to the capital used is also not small, so the maximum effort should always be sought. Knowledge and experience related to cultivation techniques must be well understood and implemented by farmers.

4) Keeping The Generation

Sustainable business development is also important to be taught to the next generation. Through the best efforts, the farmers in addition to hoping for profits, they also hope that the onion cultivation business continues to grow and run well. Besides being able to generate income, it also provides benefits for the Ummah (workers) and the next generation.

5) Keeping The Treasures

This onion farming business requires considerable capital. Capital is a basic requirement in the cultivation of this onion. This is certainly a concern for farmers to utilize and maintain these assets (funds) to be efficient in the production process. Because it is also related to potential business risks and income risks that can occur, so farmers must be careful in managing capital. Not to waste its use or excessive, capital needs are also adjusted to plant conditions that require adequate maintenance and care.

Similarly, the productivity of shallot farmers in this study, they may have made maximum efforts, but more than that there needs to be an attitude of

tawakkal to Allah Swt. Be diligent in your work and in your relationship with God. In addition, it is necessary to have an attitude of patience and gratitude to God for all his gifts so that man can strive to develop his life. All that will not be obtained except with the permission and pleasure of Allah Swt.

وَقُلْ اَعْمَلُوا فَسَيَرَى اللّٰهُ عَمَلَكُمْ وَرَسُولُهُ وَالْمُؤْمِنُونَ ۗ وَسَتُرَدُّونَ اِلٰى عَالَمِ الْغَيْبِ وَالشَّهَادَةِ فَيُنَبِّئُكُمْ
بِمَا كُنْتُمْ تَعْمَلُونَ

“Work, and Allah and His Messenger and the believers will see your work, and you will be returned to the knower of the unseen and The seen, and he will inform you of what you used to do.” (QS. At-Taubah: 105)

This study found that the productivity of farmers in producing onion commodities is quite dynamic with changes in the number of crops as the data contained in the results of the study. Several factors have implications in the dynamics of productivity, including weather changes, pest and disease attacks, plant maintenance and care, and adequate capital. Farmers in managing onion cultivation can be said that there is no definite prediction regarding the level of productivity. As conveyed by the farmer that it could be planted with the same land area, with the same amount of capital, the same type of seeds, with the same maintenance and care, but not necessarily produce the same productivity

Rational treatment and appropriate planting procedures have been carried out as a maximum form of business, does not rule out the possibility of things beyond the reach of farmers' efforts. At that point, the farmers believe in the concept of measure of sustenance from Allah Swt. However, this certainly does not negate all the hard work of farmers, it's just that there is a theological concept that needs to be realized by religious people, namely the power of God. In the Qur'an Surat Al-Isra 'verse 30 it is stated that; *indeed, your Lord expands the provision and limits it to whom he wills. Indeed, he is all-knowing, all-seeing.”*

b). Islamic Economic Perspective on Shallot Price Fluctuations

Shallots are commodities whose demand continues to increase despite highly volatile market prices.²¹ Shallot commodity price changes have been understood by farmers that the fluctuations are quite fast. This is inseparable from the interaction of demand and supply that occurs in the market. Not only farmers who admit this is enough to invite the risk of loss, traders also think the same thing.

As the research conducted, the demand for shallot commodities is quite dynamic with consumers not only from the local community of Probolinggo, but also outside the region and even abroad. This shows that the turnover of shallot transactions is quite fast until the price also changes. As in the results of research that shows the existence of several factors that influence such as, consumer

²¹ Kustiari, “Perilaku Harga Dan Integrasi Pasar Bawang Merah Di Indonesia.”

demand, supply of farmers, inventory distributors/traders, the moment of harvest and the supply of shallots from other regions.

The price of shallots formed in the market is an agreement established between the seller and the buyer in the performance of ups and downs influenced by the level of demand, supply from farmers, inventory, and other factors from outside such as supply from other regions. In that rapid change the farmers as cultivators can not control prices. They mostly follow the direction of prices that occur in the shallot market. Because all the factors that cause price changes occur in the market, not in the land of farmers. While the changes that occur on the land in the form of ups and downs in crop productivity are certainly not separated also by natural factors and the planting process.

Based on the data obtained from informants, the hoarding factor carried out by traders is very unlikely to occur. This is because the shelf life of shallots cannot last long. If it aims to be used as a seed that of course the price will be different, it will be faced with the level of demand for seeds that could be low. Because seed buyers are only farmers, not consumers in general, of course, will also be at risk for traders. Shallot products that have been treated as seedlings will not be the same condition and price if sold as vegetable shallots. In addition, information between the shallot trader community is increasingly integrated with social media, so it is not easy to manipulate prices. This is strongly opposed in the Qur'an, as the following verse; "do not deprive people of their rights and do not make evil on Earth by being destroyers". (QS. Al Hud: 85)

Price is the seller's interpretation of the value of a product to the buyer in the transaction process. The formation of prices occurs in a market mechanism without intervention from any party. The Islamic economic perspective has the understanding that the market can play an effective role if free competition can take place well without intervention, except the state as a pricing authority on monopolistic activities and the like.²² However, some scholars reject the role of the state in setting prices, and others justify the role of the state to set prices.²³ The market mechanism in Islamic Economics is highly respected, because it is fairer to buyers and sellers and no one is harmed. It is based on a hadith: "The people said, 'O Messenger of Allah, the price has gone up, so set a price for us. The messenger of Allah (peace and blessings of Allaah be upon him) said: "Indeed, Allah is the price-bearer, the retainer, the giver of sustenance. Indeed, I wish to meet my Lord, and that none of you should accuse me of injustice in the matter of blood and wealth."

The mechanism of determining prices in the market aims to realize benefits, avoid tyranny and partiality in obtaining profits, and avoid disputes between people. A just price in Islam is based on the principles of *'an taradbin minkum*

²² Supriadi Muslimin, Zainab Zainab, and Wardah Jafar, "Konsep Penetapan Harga Dalam Perspektif Islam," *Al-Azhar Journal of Islamic Economics* 2, no. 1 (2020): 1-11.

²³ Rozalinda Rozalinda, *Ekonomi Islam: Teori Dan Aplikasinya Pada Aktivitas Ekonomi* (Jakarta: Rajawali Pers, 2015).

(mutual goodwill) and *al'adl* (justice) which must exist in goods and services pricing.²⁴ Determination of the price of the market mechanism refers to Maqashid Sharia oriented to the good of the Ummah. As conveyed by Mahri, Islamic Economics views the purpose of economic activity, namely the achievement of Maqashid Sharia with the preservation of religion, soul, intellect, offspring and human property so as to achieve the welfare of the Ummah. This creates fairness obtained from Agreement and mutual willingness in transactions. Although in certain situations government intervention may be necessary based on Maqashid Syariah to determine prices to prevent market distortions (overcoming *mafsadah* and damage).²⁵

As research conducted, shallot price fluctuations, especially in Probolinggo Regency, there is no price intervention from the government. Farmers and traders agreed to convey that prices are formed from market mechanisms, namely the interaction of demand and supply. Including the factors that cause price fluctuations also occur in the shallot market without any alignment. Because the agreement is established between farmers and traders, and traders with buyers, then the market price is formed. Muslims et al stated that the market mechanism in Islam is built on the principle of; 1) AR-Rida or willingness; 2) fair competition; 3) honesty; 4) openness.²⁶ Based on An-Nisa' ayat 29:

يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَأْكُلُوا أَمْوَالِكُمْ بَيْنَكُمْ بِالْبَاطِلِ إِلَّا أَنْ تَكُونَ تِجَارَةً عَنْ تَرَاضٍ مِنْكُمْ ۗ وَلَا تَقْتُلُوا أَنْفُسَكُمْ ۗ إِنَّ اللَّهَ كَانَ بِكُمْ رَحِيمًا

"Believers, do not devour one another's wealth unjustly, except as a trade between you by mutual agreement. And do not kill yourselves, for Allah is most merciful to you." (QS. An-Nisa': 29)

1) The Concept of Price in Al Ghazali's Thought

The Concept Of Islamic Economics In Al Ghazali's Thought States That The Market Is Part Of A "Natural Order" With Trading Activity And Prices Moving According To The Forces Of Demand And supply. The fact that profit becomes a trading motive is not denied. Al Ghazali also stressed the importance of the government's role in ensuring the security of trade routes so that trade is smooth and the economy can grow.²⁷

The role of the government in shallot farmers in Pajarkan District is to increase the capacity of farmers in shallot cultivation through counseling and

²⁴ Kumara Adji Kusuma, "The Concept of Just Price in Islam: The Philosophy of Pricing and Reasons for Applying It in Islamic Market Operation," in *5th International Conference on Accounting and Finance (ICAF 2019)* (Atlantis Press, 2019), 116-123.

²⁵ A Mahri et al., "Ekonomi Pembangunan Islam" (Universitas Airlangga, 2021).

²⁶ Muslimin, Zainab, and Jafar, "Konsep Penetapan Harga Dalam Perspektif Islam."

²⁷ Imam Al-Ghazali, *IHYA ULUMIDDIN 1: ILMU DAN KEYAKINAN* (Surabaya: Republika Penerbit, 2018).

empowerment of farmers. Monitoring during the planting process until the harvest season arrives, as well as providing agricultural facilities needed by farmers, as explained by the BPP Coordinator of Pajarakan District. The establishment of farmer groups as a discussion space to increase knowledge and insight as well as skills in shallot cultivation. This is as conveyed by Al Ghazali that the role of the government is to encourage economic growth and welfare of the Ummah, especially through shallot farming.

Looking at the facts of trading in the Red Shallot Market Dringu Probolinggo Regency shows that trading moves dynamically with fluctuating prices. Farmers and traders can measure profit margins derived from prices formed in the market by understanding the demand for highly elastic shallots. Al Ghazali related this elasticity of demand as follows: “*reducing profit margins by selling at cheaper prices will increase sales volume and this in turn will increase profits.*”²⁸ Based on Al Ghazali's point of view, it can be a risk control effort from farmers who face very volatile shallot prices.

2) The Concept of Price in Ibnu Taimiyah's Thought

Ibn Taymiyyah is an Islamic Economic figure who has a special attention to the determination of fair prices.²⁹ Ibn Taymiyyah argued that the price of goods and services should be determined by market demand and supply, assuming that the market runs freely and there is no fraud.³⁰ In Ibn Taymiyyah's thought, it is explained that the transaction mechanism, the free market system, and the existence of price trends arise from the demand and supply mechanisms that occur in the market.

This is in line with the law of demand which explains that if demand rises while supply falls, there will be an increase in the price of onions and services. Meanwhile, in his time, price increases were suspected of injustice or fraud and market manipulation. Whereas according to Ibn Taymiyyah, the increase or decrease in prices in the market is not always related to the existence of tyranny.³¹ It could be caused by lack of supply, decreased production, hampered imports, and the moment of a country's big day to cause high demand.

Thus, in this onion price fluctuations can be analyzed as Ibn Taymiyyah thought that the price increase is caused by several factors that accompany it. Based on this research, which found the price increase due to the high demand

²⁸ Ibid.

²⁹ Tias Rahmi Fauziyah, Iwan Triyuwono, and Lilik Purwanti, “Sustainable Islamic Selling Price with Reference to Ibn Taimiyah's Thoughts,” *Journal of Economics, Finance and Management Studies* 6, no. 08 (2023): 3672–3678.

³⁰ Lina Pusvisasari, Yadi Janwari, and Ahmad Hasan Ridwan, “Price Mechanisms in Islamic Economics Perspective of Yahya Bin Umar and Ibn Taymiyyah,” *al-Afkar, Journal For Islamic Studies* 6, no. 4 (2023): 694–703.

³¹ Kusuma, “The Concept of Just Price in Islam: The Philosophy of Pricing and Reasons for Applying It in Islamic Market Operation.”

for Shallots that are not in line with the available stock due to crop failure, decreased productivity, supply from other regions decreased, and the moment of celebration of national holidays. Conversely, prices can fall as low demand meets high supply due to various accompanying factors.

3) The Concept of Price in Ibnu Khaldun's Thought

According to Ibn Khaldun, the welfare of the community can be seen from the condition of the ongoing economic activities of the community.³² Ibn Khaldun stated that the price increase could be caused by high production costs, expensive customs duties, high taxes, expensive transportation costs, and security costs.³³ High prices will reduce consumer interest in buying or consuming goods and services. Conversely, low prices will demotivate producers. Then a reasonable profit will make an increase in trading activities in the market, so that the community's economy can run stably. Related to profits in the business, according to Ibn Khaldun trade that occurs is the purchase at a minimum price, and sales at the maximum possible price so as to produce profits.³⁴

The changes in onion prices that occur in the market, however, the high price is caused by high production costs and the challenges of uncertain natural conditions. In addition, high demand is also triggered by the moment of celebration of the big day that makes prices jump up. Prices that are too high discourage consumer buying interest, while low prices certainly have the potential to harm farmers because the production cost of onion cultivation is high.

Ibn Khaldun did not agree with government intervention in pricing, but rather agreed on fair pricing occurring in the interaction of demand and supply in the market. It is based on a hadith that describes the answer of the messenger of Allah to someone's request to control prices in the market. Thus, the three scholars have the same view that the mechanism of price formation should occur in the market on the process of demand and supply, but at a fair and reasonable price. This has been true in the time of the Prophet Muhammad who set a fair price as qimah al adl compensation to the owner. Similarly, what happens in onion pricing in the market is formed from the mechanism of supply and demand. Although it is very volatile, but the price is formed not from the intervention of the authorities, but the agreement that occurs between traders and buyers.

³² Moch Bukhori Muslim, "Ibn Khaldun: Managing Justice in Economy," in *1st International Conference of Law and Justice-Good Governance and Human Rights in Muslim Countries: Experiences and Challenges (ICLJ 2017)* (Atlantis Press, 2017), 129-132.

³³ Ibn Khaldun, *Muqaddimah* (Beirut: Dar al-Kutub al-'Ilmiyah, 1993)

³⁴ Ulil Amri, "Analysis Study of Ibnu Khaldun's Islamic Economic Thought," *Indonesian Journal of Multidisciplinary Sciences (IJoMS)* 1, no. 02 (2022): 141-152

CONCLUSION

Shallots are one of the leading horticultural commodities in Probolinggo Regency, because the quality of shallots is very good compared to other regions. Pajarakan district is one of the areas in Probolinggo Regency that produces shallots. Based on the research data, shallot productivity produced by farmers experienced dynamics that tend to rise. This can be seen from the level of production and land area that changes every planting period, but can produce an optimal total shallot harvest. Influencing factors include, weather changes, pest and disease attacks, plant maintenance and care, and capital adequacy. Analysis of the dynamics of onion productivity is studied with the theory of Maqashid Sharia with five aspects that are interpreted with the activities of production and productivity produced by farmers.

Accordingly, the fluctuation in onion prices in the market is also quite high. This is due to several factors, namely consumer demand, stock inventory at merchants, offers from farmers, harvest moments, and the supply of other blood. The mechanism of pricing onions formed directly in the market. This is like the perspective of Islamic Economics in Al Ghazali's thought which is called "natural order", without any intervention by holding the principles of pleasure, healthy competition, openness, and honesty. This is in line with the thought of Ibn Taymiyyah and Ibn Khaldun who emphasized on fair fair prices. Believe that every effort will bring sustenance according to the pleasure of Allah Swt. in an attitude of trust, gratitude, and patience.

This study interprets the dynamics of productivity and shallot price fluctuations and their causes. Each causal factor can be a recommendation for further research. The Islamic Economic point of view revolves around the productivity generated by farmers and the price fluctuations that occur in the market by adapting the thought of Imam Al Ghazali. Analysis of the perspective of Islamic Economics with the thoughts of other experts can be done in the next study.

Author's Contribution

Waqi'atul Aqidah: Contribute to the formulation of ideas and research objectives, data collection, data analysis, data presentation, and conclusion. Systematic preparation of articles and grammar.

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The author declares that there is no conflict of interest.

Ethical Approval

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