



Sell Buy Agricultural Products Non-rice in Perspective of Islamic Business Ethics

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Article Info	Abstract
Article history: Received July 09, 2025 Revised Auguts 10, 2025 Accepted September 17, 2025 *Corresponding author email: rahmawatidesi61@gmail.com Keywords: Sell Buy, Agriculture Non-rice, Islamic Business Ethics	Tapen Village is one of the villages where the majority of the population makes them live as farmers. It is feared that buying and selling before harvest or gharar buying and selling will have a negative impact on farmers and collectors. The aim of the research is to analyze how the practice of buying and selling non-rice agricultural products in Tapen Village and the impact of the practice of buying and selling non-rice agricultural products is seen from the principles of Islamic business ethics. This research uses a qualitative approach with field methods (field research), through observation, interviews and documentation. Next, it will be analyzed using Islamic business ethics theory. The results of this research show that the buying and selling practices of the Tapen Village community are carried out through two methods, namely buying and selling before harvest and buying and selling after harvest. The two buying and selling methods used by the people of Tapen Village have positive and negative impacts. This research underlines the importance of applying the principles of Islamic business ethics when buying and selling practices take place to minimize negative impacts that may occur during buying and selling transactions.
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INTRODUCTION

Islamic business ethics are group moral guidelines that come from Islamic religious teachings, such as the Koran and *Sunnah*, are the ones that direct a Muslim in operate his efforts with integrity, fairness and responsibility answer. Purpose from ethics Islamic business is for reach welfare collective, away from practices that are prohibited (haram) by Islam, as well as put forward moral values such as honesty, justice and responsibility answer to society (Irham, 2014).

Moment This Still Lots found traders who ignore method doing business that has emulated Rasulullah SAW in operate business. There are still many traders who do deviations in trading, of course alone is very detrimental to buyers. In matter This naturally will harm party certain if ignore existing Islamic laws. This matter need get attention in both split party, both party seller and also party buyers (Rofi'ah & Munir, 2019).

However in life real, many very fraud in industry *transactions* this, like sell buy *gharar*, which is really disturbing and detrimental society. Sell buy *evil* nature ambiguous, which enlarges risk fraud and something else known the truth. Sell buy This can nature speculative, which hides condition items that are not damaged Good from aspect quantity and also quality, or nature No sure, which can harm parties involved in transactions (Mardani , 2015). One of practice sell buy results vulnerable agriculture the occurrence *evil* is in agriculture onion red. Because the selling process purchases made part big with method wholesale. In the Tapen Village, there is This farmer A often sell results the harvest with method wholesale because of moment harvest No need to bother looking for buyers and not need emit power moment harvest ongoing. This process done moment onion red Not yet enter moment harvest.

This is what becomes uncertainty whether onion red that will harvested in accordance with the agreement that has been made agreed in advance agreement sell buy said. Is it transaction sell purchases made in accordance with principles ethics Islamic business. Uncertainty this is what causes sell buy become No in accordance with principle ethics Islamic business that often called with term *evil*.

The problem ethics in the business world to become attention important in today's modern era this. According to a number of researchers, many farmers who have not understand practice sell buy the one that already exists done That in accordance with Islamic law or not yet. This is reinforced with existence research that says existence habit in

implementation sell buy before harvest or wholesale and also green so it is very difficult for avoided.

Besides that in Islam it is recommended for avoid sell buy if goods for sale buy No There is moment contract going on. Then from that's important for to study ethics business based on the values of the Qur'an as guidelines main for Muslims in operate his efforts. Based on background behind and the problem sell buy the one that doesn't in accordance with ethics Islamic business, then researcher interested For do study with title "Sell Buy Agricultural Products Non-rice in Perspective of Islamic Business Ethics in Tapen Village, Lembeyan District, Magetan Regency".

METHOD

Methods used in study This is approach qualitative with type study field (*field research*). Study done in a way directly in some farmers and collectors in the Tapen village, Lembeyan Subdistrict, Magetan Regency through technique data collection in the form of observation, interviews, and documentation. The data obtained Then analyzed use theory ethics Islamic business from Yusuf Al- Qardhawi which involves data reduction, data presentation, and extraction conclusion.

RESULT AND DISCUSSION

Analysis Practice Sell Buy Agricultural Products Non-rice in the Tapen Village

In Islam, selling buy known with *al-bai'* which means move ownership object with contract each other replace. Transaction sell buy This No will let go from life moment This. Human will do activity sell buy in life daily activities. sell buy naturally There is party sellers and there are also parties buyer.

Sell buying carried out by farmers in the Tapen village This usually direct seen by the collectors. On sale buy This there is a number of the type carried out by farmers specifically farmer non-rice. Namely sell goods after harvest and in wholesale or done before harvest time, depending type plant what the farmer grows.

In time harvest, collector will around village For offer price to the farmers. If There is One farmers who have sell results the harvest then the farmers other will ask to that person. What price sell goods tall or rather more low from estimate. If price sell tall then the farmers

will flocking sell harvest they. And vice versa, if price sell low then the farmers will hoard results harvest them and wait If new price increase will for sale.

This matter naturally will make scarcity goods if No there is someone selling harvest they so will damage price market. Hoarding results harvest This Lots done by farmers with objective get profit later day. In fact hoarding goods This No always get advantages, there are also disadvantages too.

If price the longer the more plummet so hoarding This will experience Lots loss. In terms of weight goods, the longer they are stored so goods the will shrink so that moment done weighing will reduce if compared to If goods the for sale after harvest taking place. Besides That benefits received will also decreased because price sell low weight goods reduced goods Because buried too long by farmers. Besides weight reduce sometimes quality goods will also be decrease. If it happens decline quality goods, then collector will think twice for buy goods For example, plant corn and beans land this is what after harvest should direct for sale. If farmer reckless the cucumber so will happen decline quality like the corn Can just moldy.

However There are also its time Where farmer hoard goods will get price sell tall later day. Usually collector give input if price Can just go up or down. If the price goes up, farmers will get many benefits as well as collectors. This is naturally trigger desire For hoard goods to get Lots profit later day.

Next There is sale in a way wholesale . Sell buy This usually Lots done by farmers onion red. Before harvest time Lots the contractor who came land farmers who plant onion red. Survey This done For estimate quality results harvest onion red that will come. Sell buy in a way wholesale This naturally have profit certain. If harvest more abundant from estimate, then contractor will feel very benefited and farmers also do not can protest Because transaction sell buy the has approved since beginning before harvest onion red ongoing.

And vice versa , if moment harvest arrived, it turned out quality harvest onion red produced less, then the contractor also does not Can protest to farmer Because contract sell buy Already done at the beginning before harvest onion red ongoing. As experienced by farmer 1 who works as a as one of the farmer onion Red in the Tapen Village. Farmer 1 this has sell harvest onion red in a way wholesale and after harvested too. Usually sale after harvest This done moment price onion red plummet and when happen fail harvest. This is

done aiming For minimize the loss that will occur obtained. Loss This overcome with method sell onion red after dry so that price sell onion red This will A little increase.

If during the planting process on going, onion red seen own quality good, then the contractors will offer purchase at the beginning with price sell high too, usually adapt price existing market. Farmers will agree purchase in a way wholesale If felt price suitable. In practice sell buy results agriculture non-rice If done before harvest will become sell buy the one that doesn't recommended in Islam because including *gharar*. *gharar* This intended because practice sell buy done moment results harvest Not yet Certain Because done before harvest time taking place. Because of this that's it sell buy before harvest including sell prohibited purchases in Islam. When interview with farmers and collectors / wholesalers in the village Tape Still Not yet understand meaning *evil* those. They believe that if sell buy If done in a way voluntary namely Like The same Like so will valid.

Conclusion from formulate problem First is practice sell buy results agriculture non-rice in the Village Tape use two method namely sell buy done before harvest and sell purchases made after harvest.

Analysis Impact from Practice Sell Buy Agricultural Products Non-rice in the Tapen Village

Sell buy results agriculture carried out by the community usually done through two method, namely sales after harvest and sale before harvest or the usual called with wholesale. Practice sell buy what has been done by the community naturally will cause a impact. Impact This can in the form of impact positive and also impact negative. Impact This naturally must faced by farmers and also collectors who are do sell buy. Data analysis based on theory is as following :

Positive Impact

Positive impact is the impact that if appear will cause benefits. In practice sell buy naturally party farmers and collectors will You're welcome get impact positive. Sell buy results agriculture This through two method namely before harvest and after harvest. Second method This own impact different positives too. Here results analysis impact positive related second method sell buy results agriculture non-rice.

a. Positive impact practice sell buy after harvest

For farmers, if sell buy done after harvest will give many benefits Because farmer can ensure that results the harvest obtained will get maximum results and if for sale will to obtain more benefits Lots.

For collector, if sell buy done after farmer to harvest results the plants collector will more efficient in time Because No need ensure goods the Already in accordance with condition product. Because it can ensure condition items for sale farmer in a way directly. This is naturally will give many benefits also for collector.

b. Positive impact practice sell buy before harvest

For farmers, if sell buy done before harvest so farmer No need to bother anymore For look for collectors who want buy results the harvest. Farmers also do not need feel worry If price harvest will down Because contract sell buy Already done at the start. And neither do farmers need do drying results harvest. This is naturally more efficient time.

For collector/wholesaler, if sell buy done before harvest will give many benefits. Namely If results the harvest obtained more from estimation so all results harvest the already become right owned by collector/wholesaler Because Already approved moment contract sell buy before harvest happened. Benefits This even Can reach doubled from estimation beginning.

Negative Impact

Besides impact positive sell buy before harvest and after harvest also has impact negative too. Impact negative This naturally have an impact to second split parties, namely party farmers and also parties collectors. Here results analysis impact negative from sell buy before harvest and after harvest.

d. Negative impact practice sell buy after harvest

Negative impact practice sell buy after harvest naturally felt by the parties collectors and also farmers. Both of them can feel it and will feel harmed. For farmer negative impact experienced If do practice sell buy results his farm after harvest is if the harvest produced own quality bad so the results obtained are also small. So that to obtain little profit too. For collector impact negative experienced when doing practice sell buy after harvest is get quality results poor harvest in accordance so that moment deposit goods the at risk No will accepted by Bulog and the market. This is naturally it would be very detrimental collector.

c. Negative impact practice sell buy before harvest

Practice sell buy before the harvest will also cause negative impact. This naturally will felt by both split the implementing party practice sell buy. This is can harm party farmers and also parties collector. For farmer practice sell buy before harvest cause impact negative in the form of a lot of losses If the harvest produced more many from estimate. If sold after harvest can just get more benefits lots than supercharged buy before harvest. For collector/wholesaler practice sell buy before harvest also causes impact negative in the form of If happen fail harvest, then risk the only will borne by the party collector/wholesaler only. Farmers No follow mix Because contract already approved since before harvest.

From the explanation about the impact caused from practice sell buy and link with principle ethics Islamic business can known that with apply fifth principle ethics Islamic business can minimize negative impact obtained moment practice sell buy ongoing. Impact negative in the form of loss sale before harvest or often called wholesale This according to ethics Islamic business does not allowed Because goods goods for sale buy still not yet sure. Not sure, certainty this is what can harm between second split part.

Conclusion from formulation problem second is seen from second method sell purchasing carried out by the community Village Tape have impact positive and negative. With apply fifth principle ethics Islamic business will minimize the occurrence impact negative moment practice sell buy results agriculture non-rice ongoing.

Analysis Compliance Practice Sell Buy Agricultural Products Non-rice with Islamic Business Ethics

Islamic business ethics are a business process for see good things or bad, and so on will going to to the right things that are related with all activity economy in life everyday. In ethics Islamic business actors business must to have awareness in interact and behave appropriate behavior with rule for reach objective desired business and in *please* Allah SWT. (Alimin, 2004).

In practice sell purchases made by farmers non-rice in the Tapen Village this will done analysis with ethics what is islamic business. Already implemented or not yet implemented. Data analysis based on theory is as following :

Principle Unity (*Tawhid*)

Draft *monotheism* combines all over aspect life people man Good in field economic, political and social become the same whole, and take importance draft overall harmony and

order. From the concept this then Islam gives integration between religion, economy and social in order to form unity.

There is three farmer non-rice crops that plant type different plants, such as onion red, beans land, and corn which has uniform opinion about principle unity This. Because the principle unity This related with the creator natural universe naturally everyone believes and practices it in do activity everyday. Like as it is in activity farming. Farming results This naturally experiencing ups and downs. Sometimes profit and sometimes loss. If we be grateful results the harvest that has been endeavored then the farmers No will feel disadvantaged although results the harvest own poor quality so that moment for sale will get less profit. When transaction sell buy farmer believe that with No do fraud like to mix results harvest and say Honest What existence to collector is form belief that Lord will see every transaction sell buy what has been done.

Besides farmer There are also collectors. Collectors There are also 2 types different collectors. There are collectors onion red and there are also collectors corn and beans land. In a related interview with principle unity. This own the same answer too. Namely You're welcome consider that with believe lord at each do sell buy will always bring grace and blessings.

So that can concluded that principle unity (*tawhid*) This has implemented by farmers and collectors in the Tapen village in carry out practice sell buy.

1. Principle Equilibrium

Principle balance is character dynamic that must be done by each Muslim in undergo his life. Needs to balance and equality recommended by Allah SWT to guard balance between they.

In the interview that has been done with three farmers in the Tapen village which has a number of diverse opinions . From the interview with farmer 1 as farmer onion red who thinks that method guard balance in transaction sell buy namely with method discuss with fellow farmer onion red moment planting and selling harvest so as not to experience loss. While farmer 2 as farmer peanut land and farmers 3 as farmer Corn that has same opinion namely guard balance with method guard land to remain fertile so that produce quality harvest and time transaction sell buy collectors also get quality goods This can guard balance. From the opinion third farmer the can concluded that in principle balance This has done by the three farmer the.

Whereas interviews conducted with second a contractor who has same opinion namely with give information the right price with results harvest for sale buy will guard balance between collectors and farmers. Namely you're welcome benefited.

2. Principle Will Free (*Free Will*)

Principle will free namely principle transaction economy based on principle law halal economy, as if means the perpetrator Can do activity economy like with what is desired. On the results the interview that has been done with three farmers who have same opinion namely they own freedom in determine. How method farming as desired and with who sell results the harvest. Third farmer no feel someone is forcing or obstruct they in do what he wants, good method farming or when selling buy results harvest taking place. This is of course on principle will free already implemented in activities agriculture and in practice sell buy results non-rice farming in the Tapen village.

At the interview with party collector about principle will free. This second collector own equality opinion namely in determining price goods. On determination. This no there is freedom in determine price quality goods. Because price the already determined by the government. The government do determination price. This its nature force so that must be followed by all collectors in the area. However price goods of course just customized with quality results harvest farmers. If results harvest from farmer own poor quality, then collector will offer the price below price market. Because adapt with quality results harvest farmers for sale buy it. So in principle third this also includes already carried out by collectors.

3. Principle Responsibility

Principle not quite enough answer namely limitation with what is free done and must accountable answer with all action which are already happen. From the interview that has been done with three different farmers in the Tapen Village which has same opinion namely as farmer not quite enough answer that must be filled is guard quality results harvest to stay awake to the collector. In the transaction sell buy, this farmer will guard goods results harvest for quality still awake until the sales process buy done. From the research the can concluded that principle not quite enough answer This has filled with farmers non-rice in the Tapen Village.

On the results the interview that has been done with two collectors who have different opinions. Collector 1 who works as collector corn and beans land to argue that as collector naturally own not quite enough big answer too in guard quality goods that have

been bought it so that when until to hand furthermore quality goods. Besides that , responsibility answer in in guard amount scales must be noted. While collector 2 thinks that guard not quite enough answer in sell buy. This No in the form of determination price goods only. However in the form of appropriate scales too. From opinion the can concluded that giving price goods and quantity appropriate scales is not quite enough answer that must be done by collectors. From the answer the can concluded that second collector This Already carry out principle not quite enough answer in do practice sell buy.

4. Principle Truth

Principle truth namely intention, attitude, and behavior. Correct in do various good processes it's a transaction process, a process of getting commodity, development process product and the acquisition process profit.

In the interview that has been done with three different farmers in the Tapen Village which has same opinion related principle truth, namely moment transaction sell buy ongoing, farmers show condition the things they plant so that the collectors can see direct the condition so that no will happen fraud condition goods. This is naturally already fulfil principle truth.

Whereas results the interview that has been done with two collectors who think that with give price appropriate and fair goods will guard belief with farmers From the results interview the can known that principle truth. This already carried out by collectors.#

In activity sell buy results agriculture non-rice in Ringin Putih hamlet, Tapen Village involving from party farmers and parties collectors. The results of the interviews that have been processed can seen as following:

Table 1. Analysis Results Interview with Farmer

Name	Profession	Islamic Business Ethics				
		Principle Unity	Principle Balance	Principle Will Free	Principle Responsibility	Principle Truth
Farmer 1	farmer onion red	P	P	P	P	P
Farmer 2	farmer peanut land	P	P	P	P	P
Farmer 3	farmer corn	P	P	P	P	P

Source: Processed primary data, 2025

From table 1 we can see that third farmers in Ringin Putih Hamlet Tapen Village. Already fulfil fifth principle ethics Islamic business today do practice sell buy results agriculture non-rice.

Table 2. Analysis Results Interview with Collector

Name	Profession	Islamic Business Ethics				
		Principle Unity	Principle Balance	Principle Will Free	Principle Responsibility	Principle Truth
Collector 1	collector corn and beans land	P	P	P	P	P
Collector 2	collector onion red	P	P	P	P	P

Source: Processed primary data, 2025

From table 2 we can see that second collector already fulfil fifth principle ethics Islamic business today do practice sell buy results agriculture non-rice. Conclusion from formulation problem third is fifth principle ethics this Islamic business already implemented by farmers moment do transaction sell buy results agriculture non-rice.

CONCLUSION

Based on results data analysis, research This disclose that practice sell buy public Tapen Village done through two method namely sell buy before harvest and sell buy after harvest. Sell purchases made before harvest This including those prohibited by Islam because including gharar and not fulfil harmonious sell buy in Islam. This is because goods for sale buy Not yet visible. For sell buy after harvest This in accordance with Islamic teachings because goods for sale buy there is and can seen by both split the second party method sell purchases made by the public Tapen Village own impact positive and negative. Sell buy before harvest own impact positive in the form of farmers and collectors get profit Where Already get the desired item. For impact the negative namely loss if harvest the more or not enough quality than expected. For sell buy after harvest own impact positive in the form of collector can see quality goods in a way direct and farmers get price in accordance quality harvest. Impact the

negative namely price can changed every moment in accordance with policy government that came out moment harvest taking place. With apply fifth principle ethics Islamic business will minimize existence impact negative moment practice sell buy results agriculture non-rice ongoing. Fifth principle ethics this Islamic business Already carried out by farmers and collectors. So that practice sell buy results agriculture non-rice in the Tapen Village already fulfil fifth principle ethics Islamic business namely covering principle unity / monotheism, balance, will free, responsible answer, and truth.

As a first step in develop implementation sell buy in accordance Islamic teachings, it is necessary done education for farmers and also collector can apply practice sell buy in accordance with Islamic law and teachings in order to obtain blessings in the world and in the afterlife.

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