

# College of Business

TENNESSEE STATE UNIVERSITY

Spring Semester 2013

Course Syllabus

## **LOCATOR INFORMATION:**

Course Name: BLAW 3230 (Business Law I)

Credit Hours: 3

Contact Hours: See office hours below

## **INSTRUCTOR:**

Name: Art Hayes

Office:

Phone: 615-504-5876

E-mail: [bubbabubba111@gmail.com](mailto:bubbabubba111@gmail.com)

### Office Hours

M & W 2:30 p.m. – 5:00 p.m.

T & R 1:30 p.m. – 4:00 p.m.

## **REQUIRED TEXTBOOKS & MATERIALS:**

David P. Twomey and Marianne Moody Jennings, Business Law: Principles for Today's Commercial Environment. 2<sup>nd</sup> Edition. (Thomas-Wes, 2008).

## **COURSE DESCRIPTION:**

The course introduces the legal requirements for entering into and protecting an agreement to do business, including protecting the proceeds of the transaction. The primary emphasis is upon the common law of contracts, the rules of sales of goods under the Uniform Commercial Code, property and bankruptcy. These subjects are routinely covered in the CPA exam.

There are no prerequisites other than junior standing, although BL3000 (Legal and Ethical Environment of Business) is helpful. Note that most accounting majors will want to take a follow-up course, Business Law 3240 which continues coverage of materials found in the CPA exam.

This course is designed to familiarize the student with the legal aspects of business so the student can understand legal and ethical issues as they relate to commerce. It is taken by both business majors and non-business majors. It is a required course in the TSU business curriculum and is designed to meet AACSB standards regarding knowledge of legal and ethical issues.

### **COURSE OBJECTIVES:**

At the conclusion of this course, students are expected to be able to do the following:

1. Understand the vocabulary of the law of contracts, including such terms as void, voidable, executor, quasi-contract, and specialized words such as promissory estoppel.
2. Be able to advise a business when an agreement will not be enforced.
3. Determine when agreements must be written, when they may be oral, and the minimum content required to enforce an agreement.
4. Know how to effectively revoke an offer. Understand the law of fraud.
5. Have basic understanding of the law of Sales under Article 2 of the Uniform Commercial Code, including knowledge of the parties' rights and risks in the property being sold.
6. Identify the types of warranties that may be involved in the sale of goods and understand how buyers may rely on such warranties and how sellers may attempt to limit their liability. Be aware of products liability issues.
7. The course will enable students to see how sellers may protect their interests in goods sold on credit through a general understanding of secured transactions under Article 9 of the UCC.

### **ACADEMIC INTEGRITY:**

Academic honesty and integrity lie at the heart of any educational enterprise. Students are expected to do their own work and neither to give nor to receive assistance during quizzes and examinations. Deliberate violations of academic integrity including but not limited to plagiarism, cheating, misrepresentation, and fabrication of information are not tolerated.

Actions outlined in the Tennessee State University Student Handbook under Code of Student Conduct will be followed for incidents of academic misconduct.

### **CODE OF STUDENT CONDUCT:**

In the business world, professionals are expected to interact in a manner that is respectful of your colleagues and that promotes the goals and mission of the organization. Since this is an upper-level business course which focuses on legal and ethical principles in business, you are expected to conduct yourself in a manner appropriate to successful and engaged professionals.

It should be clear that such a demeanor would not include disruptive behavior that disturbs any other members of the class. Interactive is encouraged and you should always feel free to ask any questions you have, but do so in a polite manner, without interrupting others' comments or trains of thought.

You must turn off all cell phones and other electronic devices prior to class., not just turn the ringers to vibrate.

Any form of academic dishonesty will result in a minimum penalty of a zero on the particular exam in question and may result in a failing grade for the course.

Punctual attendance at every scheduled class is required. Roll will be taken at each class in the form of a documented class roll upon which each student must both circle his/her name and sign his/her name. Excessive absences are defined in the Student Handbook and generally mean more than three unexcused absences. If I am in the room when you enter, you are late. If I have already picked up the signed class roll, you will not be allowed to sign it. Do not sign the class roll for someone else or allow someone to sign it for you. This will result in your being dropped from the class. Such actions are inconsistent with appropriate ethical principles and are examples of actions that lead one down the slippery slope of ruin. Sometimes I forget to pass the class roll. Be a good citizen and remind me during the class.

In the business world, professionals are expected to arrive at meetings on time and stay through the duration of the meetings. Successful business people take pride in arranging their calendars to ensure that their professional commitments are given the proper priority.

Hence, it is expected that we all will be able to enter the classroom and be prepared for the start of class before the time for the class to begin and to remain in the classroom throughout the day's session. When students move in and out of the classroom during the session, it is a disruption to all present and does not reflect a professional attitude toward the subject or your peers.

Your failure to act professionally will be negatively evaluated as part of your overall grade.

There are limited circumstances in the business world, when one faces unforeseen emergencies that require us to miss important meetings.

Since you will have turned your cell phone and other electronic devices off before class starts, there should be no interruption from outside parties during the class. However, if something has occurred already that will require you to be late you must inform me of the conditions at least one hour before the start of the class. If such circumstances will, in your judgment, require you to leave a class the method of informing me is via e-mail with the subject: **WILL HAVE TO BE LATE TO CLASS OR LEAVE EARLY.**

Include in the message the name and date and hour of the class in question and the circumstances requiring your absence.

Your reasons for not being in class during an entire session must be legitimate. As your future employers will most assuredly do, I reserve the right to require independent documentation/evidence of the need for your absence establishing that that was the true basis of your absence. Any misrepresentation of facts will be considered breaches of ethics and will subject you to harsh penalties. Do not even attempt to mislead me about anything. The burden is on you to clearly and completely disclose all facts related to your absences from class.

If you must leave early and you have received my permission to do so, sit in a place in the room so that your departure is quiet and does not interfere with the lecture or disrupt the class. I reserve the right to place students in assigned seats (seating chart).

No one will receive a passing semester grade if absent for twelve classroom contact hours or more regardless of reason. It is your responsibility to keep up with the number of hours you have missed. I will review attendance before final grades are calculated and if you have hit 12 contact hours, you will be penalized as noted above. It is not my responsibility to keep up with your hours away from class to make sure you avoid the consequences.

I will have a form for you to fill out during the first couple of weeks of class that will include your full name and the name you would prefer to be called by, your major, your year of study and your contact information—e-mail and cell phone information.

University policy prohibits eating and drinking in class but I don't enforce this rule unless this becomes distracting.

Course Requirements and Methods of Instruction: Each student is expected to study and understand the assigned chapter before class, be able to answer all the questions at the end of each chapter and respond properly to in-class exercises. Lectures over the chapter material will

be supplemented with discussion and question-and-answer. Law is the study legal concepts. This will include the exercise on stakeholder analysis. Case briefing assignments must be completed and turned in on time.

Evaluation: Grades will be based upon the average of scores upon the scheduled examinations of approximately one hour in length. However, examinations may have a different weight, depending on the content covered. The final examination is not cumulative. Most examinations will be objective with true/false, multiple-choice and short answer (essay) questions. However, the final examination will include at least two essay questions. Students must be present for the final examination in order to receive a grade for this course. Test grades will be averaged, based on the weight of each test, and final grades assigned on a ten-point distribution (100-90 = A; 89-80 =B; 79-70 = C; 69-60 = D). There will be no make-up tests. The value of a missed test will be added to the value of the final examination. Writing assignments are Pass/Fail. Pass adds two points to lowest test.

#### Class Meeting Schedule

Jan. 17	Class No. 1.	Chapter 12.	Chapter 12: nature and classes of Ks
Jan. 22	Class No. 2.	Chapter 12.	Continued
Jan. 24	Class No. 3.	Chapter 13	Offer and Acceptance
Jan. 29	Class No. 4.	Chapter 13.	Continued
Jan. 31	Class No. 5.	Test: Chapters	12-13
Feb. 5	Class No. 6.	Chapter 14.	Capacity and Consent
Feb. 7	Class No. 7.	Chapter 14.	Continued
Feb. 12	Class No. 8.	Chapter 15.	Consideration
Feb. 14	Class No. 9.	Chapter 15	Continued
Feb. 19	Class No. 10.	Chapter 16.	Legality and Public Policy
Feb. 21	Class No. 11.	Chapter 16	Continued
Feb. 26	Class No. 12	Test: Chapters	14-16
Feb. 28	Class No. 13.	Chapter 17.	Contract forms and interpretation
Mar. 5	Class No. 14.	Chapter 17.	Continued
Mar. 7	Class No. 15.	Chapter 18.	Third persons and contracts
Mar. 12	Class No. 16.	Chapter 18.	Continued
Mar. 14	Class No. 17.	Chapter 19.	Discharge of Contracts
Mar. 19	Class No. 18.	Chapter 19	Continued
Mar. 21	Class No. 19.	Test: Chapters	17-19
Mar. 26	Class No. 20.	Chapter 20.	Breach and Remedies
Mar. 28	Class No. 21.	Chapter 20.	Continued

Apr. 2	Class No. 22. Chapter 23.	Nature/Form of Sales
Apr. 4	Class No. 23. Chapter 23.	Continued
Apr. 9	Class No. 24. Chapter 24.	Title and Risk of Loss
Apr. 11	Class No. 25. Chapter 24	Continued
Apr. 16	Class No. 26. Test: Chapters 20,23,24	
Apr. 18	Class No. 27. Chapter 29	transfers of negotiable instruments
Apr. 23	Class No. 28. Chapter 29	Continued
Apr. 25	Class No. 29. Chapter 30	Liability of Parties Under Negotiable
Instruments		
Apr. 30	Class No. 31. Chapter 34	Secured Transactions in Personal Property
May 2	Class No. 32 Chapter 34	Continued
May 7	Final Exam: Chapters 29, 30, 34	

