

Tennessee State University, College of Business
The Department of Accounting

Business Law 3230 (Business Law I)

BLAW 3230 – 01: (80105) 1:00 pm - 2:25 pm MW Room 231Avon Williams Campus

Fall Semester 2012:

Instructor: Lewis Laska, J.D., Ph.D., Professor of Business Law
Downtown Campus K-419 963-7166
llaska@verdictslaska.com

Office hours: 2:25 pm – 3:00 pm MW; R 9:00 am – 12:00 pm & 1:30 pm – 5:30 pm

Required Textbook: David P. Twomey and Marianne Moody Jennings, Business Law: Principles for Today's Commercial Environment. 3rd Edition. (Thomas-Wes, 2011).

Course Description

Purpose: 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.

Academic Competencies: 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 beings sold.
6. Identify the types of warranties that may be involved in the sale of goods and understand how buyers may rely on warranty and how sellers may attempt to limit their liability. Be aware of products liability.

7. The course will enable students to see how sellers may protect their interest in goods sold on credit through a general understanding of secured transactions under Article 9 of the UCC.

Course Requirements and Methods of instruction: This is a lecture course with general discussion among the students and instructor, who will ask oral questions and expect reasoned responses from students. This is a modified Socratic method. This method assumes the students will have read the reading assignments before class, and the purpose of class lecture is to explain the concepts addressed in the test and to expand upon that information. The subjects addressed in this class are cumulative, such that mastery of the first materials is essential to understanding later subject.

University and Department Policies: Punctual attendance at every scheduled class is required. Roll will be taken at each class in the form of a class roll that 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.

Evaluation: Grades will be based upon the average of scores upon the scheduled examinations of approximately one hour length. However, examinations may have a different weight, depending on the content covered. Generally, the final examination is not cumulative. Most examinations will be objective with true/false, multiple-choice and short answer questions. However, the final examination will include 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.

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 (plagiarism, cheating, misrepresentation, of information) and fabrication 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.

Reasonable Accommodations: Any students requiring accommodations should contact Patricia Scudder, Director of Students with Disabilities-Disabled Student Services Office, at 963-7400, preferably before the fourth class meeting. The College of Business, in conjunction with the Office of Disabled Student Services, makes reasonable accommodations for qualified students with medically documented disabilities. I need to be aware of your status if it will affect your class activities and assignments---before assignments are due.

Code of Student Conduct: There will be no eating, drinking, sleeping or disruptive behavior in the classroom. Each student is encouraged participating in classroom activities, asking questions, and working along with the class as recommendations/problem solutions to illustrations, examples, and cases are examined. Additionally, cell phones must be turned off upon entering the classroom and should remain so until class has ended. Action will be taken against those students who do not adhere to appropriate classroom behavior.

Class Meeting Schedule

Aug. 27	1.	Class organization	Concepts	Chapter 12: nature and classes of Ks
Aug. 29	2.		Elements	Same
Sept. 5	3.		Classes of Ks	Same
Sept. 10	4.		Formation	Chapter 13: Offer and Acceptance
Sept. 12	5.		Formation	Same
Sept. 17	6.	First Test	Chapters 12 & 13	
			Capacity & Consent	Chapter 14: Capacity & Consent
Sept. 24	7.		Capacity	Same
Sept. 26	8.		Consideration	Chapter 15: Consideration
Sept. 26	9.		Consideration	
Oct. 1	10.		Legality	Chapter 16: Legality/Public Policy
Oct. 3	11.		Legality	
Oct. 8	12.	Second Test	Chapters 14-16	
Oct. 10	13.		Writing	Chapter 17: Writing/Interpretation
Oct. 22	14.		Writing	
Oct. 24	15.		Third Persons	Chapter 18: Third Persons
Oct. 29	16.		Third Persons	Same
Oct. 31	17.		Discharge	Chapter 19: Discharge
Nov. 5	18.		Discharge	Same
Nov. 7	19.	Third Test	Chapters 17-18	
Nov. 12	20.		Breach and Remedies	Chapter 20: Breach and Remedies
Nov. 14	21.		Breach and Remedies	Same
Nov. 19	22.		Nature/Form of Sales	Chapter 23: Nature/Form Sales
Nov. 21	23.		Nature/Form of Sales	Same
Nov. 26	24.		Title and Risk	Chapter 24: Title and Risk of Loss
Nov. 28	25.		Title and Risk	Same
Dec. 3	26.		Secured Transactions	
Dec. 5	27.		Secured Transactions	

The Final Exam will cover Chapters 20-24, and Secured Transactions, but may include questions from prior tests. But it is not a comprehensive/cumulative test.

You are expected to follow the College of Business policy regarding decorum and the instructor reserves the right to lower your grade for any violations.

Your writing assignments will be announced.