Business Law 3301-Fall 2014
CRN 15476
Monday — Wednesday 6:00pm to 7:20pm

Instructor Information:

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Office Hours: Before and after class and by appointment.


Course Description, Objectives, and Prerequisites: A study of the Uniform Commercial Code and of legal principles of landlord and tenant, insurance law, sales, commercial paper, partnerships, and corporations including security regulations. Prerequisite: BLAW 3301 with “D” or better or BLAW 5306 with “D” or better.

Some of the objectives of the course are that students, upon completion of this course, will:

1. Discuss the importance of law in business decision making;
2. Discuss the historical sources of commercial law in the U.S.;
3. Examine the legal principles of Insurance Law;
4. Examine selected portions of the Uniform Commercial Code;
5. Discuss contracts involving the sale of goods and other commercial contracts;
6. Discuss what actions constitute a breach of the sales contract and the remedies available;
7. Examine the legal principles of Commercial Paper;
8. Distinguish between the different types of business entities including partnerships, corporations, and limited liability companies;
9. Examine the regulation of security transactions.
10. Examine the legal principals of Principal-Agent relationships.
Dates/Topics/Assignments:

NOTE: THE NUMBERS IN PARENTHESES ARE THE CHAPTER NUMBERS IN THE CUSTOM VERSION OF THE TEXTBOOK

Week I
Monday, August 25, 2014
Introduction/Go over Syllabus

Wednesday, August 27, 2014
Chapter 19  Formation and Terms of Sales Contract

Week II
Monday, September 1, 2014
HOLIDAY

Wednesday, September 3, 2014
Chapter 19 (2)  Formation and Terms of Sales Contracts
Chapter 21 (4)  Performance of Sales Contracts

Week III
Monday, September 8, 2014
Chapter 21 (4)  Performance of Sales Contracts
Chapter 22 (5)  Remedies for Breach of Sales Contracts

Wednesday, September 10, 2014
Chapter 22 (5)  Remedies for Breach of Sales Contracts

Week IV
Monday, September 15, 2014
Chapter 31 (7)  Negotiable Instruments

Wednesday, September 17, 2014
Chapter 32 (8)  Negotiation and Holder in Due Course

Week V
Monday, September 22, 2014
Chapter 33 (9)  Liability of Parties
Wednesday, September 24, 2014

EXAM I: CHAPTERS 19, 21, 22, 31, 32, 33. 50 MC Questions.
Closed Book.

Week VI

Monday, September 29, 2014

Chapter 35 (11) The Agency Relationship

Wednesday, October 1, 2014

Chapter 36 (12) Third-Party Relations of the Principal and the Agent

Week VII

Monday, October 6, 2014

Chapter 37 (14) Introduction of Business and Formation of Partnerships

Wednesday, October 8, 2014

Chapter 38 (15) Operation of Partnerships and Related Forms

Week VIII

Monday, October 13, 2014

Chapter 38 (15) Operation of Partnerships and Related Forms
Chapter 39 (16) Partners’ Dissociation and Partnerships’ Dissolution and Winding Up

Wednesday, October 15, 2014

Chapter 39 (16) Partners’ Dissociation and Partnerships’ Dissolution and Winding Up
Chapter 40 (17) Limited Liability Companies, Limited Partnerships, and Limited Liability Limited Partnerships

Week IX

Monday, October 20, 2014

Chapter 40 (17) Limited Liability Companies, Limited Partnerships, and Limited
Liability Limited Partnerships

Wednesday, October 22, 2014

EXAM II: CHAPTERS 35, 36, , 37, 38, 39, 40. 50 MC Questions. Closed Book.

Week X

Monday, October 27, 2014

Chapter 41 (19) History and Nature of Corporations

Wednesday, October 29, 2014

Chapter 42 (20) Organization and Financial Structure of Corporations

Week XI

Monday, November 3, 2014

Chapter 42 (20) Organization and Financial Structure of Corporations
Chapter 43 (21) Management of Corporations

Wednesday, November 5, 2014

Chapter 43 (21) Management of Corporations
Chapter 44 (22) Shareholders’ Rights and Liabilities

Week XII

Monday, November 10, 2014

Chapter 44 (22) Shareholders’ Rights and Liabilities

Wednesday, November 12, 2014

Overview of Security Regulation (Chapter Handout)

Week XIII

Monday, November 17, 2014

Chapter 47 (23) Administrative Law
Wednesday, November 19, 2014

Chapter 47 (23) Administrative Law

**Week XIV**

Monday, November 24, 2014

Insurance Law (Chapter Handout)

Wednesday, November 26, 2014

Open

**Week XV**

Monday, December 1, 2014

Insurance Law (Chapter Handout)

Wednesday, December 3, 2014

Review and Wrap-up

**Week XVI**

Wednesday, December 10, 2014

**Final Exam: Chapters 41, 42, 43, 44, 45, 47, 27. 50 MC Questions. Closed Book.**

**Note:** Meeting Time for Final Exam is 7:00pm to 9:45pm
The ability to remember material and to respond under pressure is an important skill. We will have three examinations this semester. Each exam is worth a maximum of 50 points. Each exam will consist of multiple choice or short answers questions similar to those we cover in class.

**Class Assessment:**

Exam I: 50 Points  
Exam II: 50 Points  
Exam III: 50 Points  
Attendance and Participation: 50 Points

Class meetings will be composed of lecture, class discussion, discussion of court cases, and going over the problems at the end of the chapters.

Exams will be based on the textbook and the lectures.
CLASS POLICIES AND DECORUM

I AM ASSUMING THAT YOU ARE TAKING THIS COURSE TO LEARN BUSINESS LAW. THESE CLASS POLICIES ARE DESIGNED TO HELP YOU REACH THAT GOAL.

1. Preparation: Students are expected to have read the chapters and completed the problems/cases at the end of each chapter prior to each class meeting. You will not receive attendance/participation credit if you are not prepared to participate in class.

The ability to make oral presentations and to respond to questions and comments from clients, customers, colleagues, employers, employees, shareholders, and the general public are important skills for a business manager. Managers who are able to communicate orally in a clear, concise, and interesting manner are more valuable to their firms.

2. Attendance: The student is expected to attend all classes and laboratory sessions. It is the responsibility of the student to inform each instructor of extended absences. When, in the judgment of the instructor, a student has been absent to such a degree as to impair his or her status relative to credit for the course, the instructor can drop the student from the class with a grade of W before the course drop deadline and with a grade of F after the course drop deadline.

Note: There are no “excused” absences and you will be dropped after your 5th absence.

Please refer to the Academic Regulations of the University’s Academic Catalog:

3. Laptops and Tablets: You may bring your laptop or tablet to class except on exam days. You will not receive attendance/participation credit if you engage in unauthorized communications or entertainment during class.

4. Cell Phones: Use of cell phones or similar devices is strictly prohibited in class. If you use your cell phone or similar device in class, you will be asked to leave the classroom and will not receive attendance/participation points for that day.

5. Blackboard: We will use Blackboard in this course for various matters. Please login to Blackboard regularly for announcements, to lookup your grades, and for class handouts.

6. Tardiness: Tardiness will be strictly prohibited and not tolerated. Do not come to class if you are tardy.
7. **Leaving Early:** If you leave early for whatever reason, you will not receive attendance/participation points.

8. **Textbook Required:** I have created a custom printed and e-book through the publisher to make the book more affordable. There is NO EXCUSE why you should not have a book IN CLASS. Consequently, you will be asked to leave the classroom if you do not have your book and you will not receive attendance/participation points for that day.

9. **Makeup Exams:** There are no makeup exams. A student absent from a test during the semester is graded zero (0) unless another policy is set by the instructor. Please refer to the Academic Regulations of the University’s Academic Catalog:


10. **Incomplete Grades:** I do not give incomplete grades. Don’t ask.

11. **Eating in Class:** Eating in class will not be tolerated. Eat before or after class but not during class. You will be asked to leave the classroom if you are eating in class and will not receive attendance/participation points for that day.

12. **Reading or viewing material other than class related material:** Reading or viewing material other than class related material is strictly prohibited and will not be tolerated. You will be asked to leave the classroom if you engage in this conduct and will not receive attendance/participation points for that day.

13. **Extra Credit, dropping the lowest grade, and substituting a higher grade for a lower grade:** There is no extra credit, I don’t drop the lowest grade, and I don’t substitute grades. Don’t ask.

14. **Withdrawing from the class:** It is the student's responsibility to drop the class by the deadline set by the registrar’s office.

15. **Students with special needs:** Disabled Student Services Office (DSSO): Disabled Student Services Office (DSSO) provides a program of support to students with physical, or mental impairments, as well as those who become temporarily disabled due to an injury or recent surgery, and to women with "at risk" pregnancies. The department provides the following services to eligible students registered with DSSO: note taking, sign language interpreter and reader and/or scribe services, priority registration, use of adaptive technology, diagnostic testing for learning disabilities, alternative test format and location, and advocacy.

To register to receive services, students need to schedule an intake interview with the director of DSSO and provide medical and/or diagnostic documentation verifying a disability. The documentation must clearly state symptoms and limitations that
adversely affect academic performance. All information provided to DSSO is treated highly confidential and is not disclosed without written consent or a compelling need to know.

If students have or suspect a hearing loss and/or a learning disability that is adversely affecting academic performance in math and/or foreign language requirements for a degree, they should contact this DSSO immediately to discuss available options. **Students should be aware that faculty is not obligated to provide accommodations without proper notification from DSSO.** Therefore, if you feel that you may have a disability that requires accommodation, students should contact DSSO at (915) 747-5148 or e-mail at dss@utep.edu. You can also visit DSSO's website at www.utep.edu/dsso or the Disabled Services Office located in Room 106, East Union Building.

**IT IS YOUR RESPONSIBILITY TO ADVISE ME IF YOU ARE REGISTERED WITH THE DSSO AND TO PROVIDE ME WITH ALL THE NECESSARY DOCUMENTATION REGARDING YOUR DISABILITY AND REQUIRED ACCOMMODATION. I AM NOT A MIND READER AND CANNOT ACCOMMODATE YOU WITHOUT SUCH INFORMATION.**

16. **Dishonesty and Cheating: Do Not Engage in Academic Misconduct:** Students may not cheat on exams, submit written work that is not their own, plagiarize, or keep examinations or scantrons.

Academic Dishonesty: The University of Texas at El Paso prides itself on its standards of academic excellence. In all matters of intellectual pursuit, UTEP faculty and students must strive to achieve based on the quality of the work produced by the individual. In the classroom and in all other academic activities, students are expected to uphold the highest standards of academic integrity. Any form of scholastic dishonesty is an affront to the pursuit of knowledge and jeopardizes the quality of the degree awarded to all graduates of UTEP. It is imperative that the members of this academic community understand the regulations pertaining to the academic integrity and that all faculty insist on adherence to these standards. Any student who commits an act of scholastic dishonesty is subject to discipline. Scholastic dishonesty includes, but is not limited to cheating, plagiarism, collusion, the submission for credit of any work or materials that are attributable in whole or in part to another person, taking an examination for another person, and any act designed to give unfair advantage to a student or the attempt to commit such acts. Proven violations of the detailed regulations, as printed in the handbook of Operating Procedures and available from the Office of the Dean of Students, may result in sanctions ranging from disciplinary probation, to failing grades on the work in question, to failing grades in the course, to suspension or dismissal, among others.

Course Limitations: It is university policy that no student may repeat any subject that he or she has taken three times. If a student has taken a course and received a C or
better, that student will not be allow to repeat the course for a higher grade. If a student registers for a class the third time there will be additional tuition charges assessed.

17. **Contacting or meeting with the Instructor, posting of grades, and miscellaneous:**

Please see me before or after class to arrange for a mutually convenient time to meet in person. Please note: office visits are reserved for questions that you cannot answer yourself after a reasonable effort on your part. Your grades and grade average will be posted in the Gradebook on Blackboard; do not e-mail or call me asking me for your grades or your grade average; it is up to YOU to lookup your grades; I will not do it for you. To protect your privacy, I DO NOT e-mail or give grades over the telephone. And please do not try to use guilt to get me to change your grade. It won’t work. I have been worked over by guilt-trip experts over the years and guilt trips don’t work on me.
UNIVERSITY POLICIES

Notice of Copyright Infringement: Copying a textbook is a violation of U.S. copyright law. Violation of U.S. copyright law can result in civil damages up to $100,000 for each work copied. Copying of textbooks is not "fair use" under the Copyright Act. The "fair use doctrine" only permits non-commercial copying of part (generally not more than 10%) of a copyrighted work. Please do not bring copied textbooks to this class.

Use of Technology in the Classroom: The University of Texas at El Paso supports the use of technology for learning. We also understand that the use of laptops can be an asset to some students and help them in their note-taking and learning. That being said, we also believe that students should have diverse learning experiences and be adaptable to different styles of learning and note-taking.

Students are expected to follow the rules and guidelines established by instructors for each class that they are taking, and to make a conscious effort to adapt to learning environments that may vary across instructors, classrooms, and disciplines.

Course Repeat Fee: If a student repeats a course for a third time, an additional fee of $100 per credit hour will be imposed.

Three-time Rule: The University has adopted a policy that limits undergraduate course enrollment. In most instances a student may enroll in an undergraduate class a maximum of three times, except with the permission of the student's academic dean. This includes enrollments that result in a grade of "W", "F", "D", or "P". A student may not enroll in a course in which a grade of "C" or higher has been previously earned. Moreover, a student may not enroll in a course in which he or she has an unresolved grade of "I". A student may enroll more than three times in a course that is identified as "may be repeated for credit."

Student Standards of Conduct: Each student is responsible for notice of and compliance with the provisions of the Regents' Rules and Regulations and the rules of the University. Copies of the Regents' Rules and Regulations and all University rules are available for review in the office of: President, Vice President for Student Affairs, Dean of Student Life, Student Activities, and the University Library.

All students are expected and required to obey the law, to comply with the Regents' Rules and Regulations, with System and University rules, with directives issued by an administrative official in the course of his or her authorized duties, and to observe standards of conduct appropriate for the University. A student who enrolls at the University is charged with the obligation to conduct him/herself in a manner compatible with the University's function as an educational institution.

Any student who engages in conduct that is prohibited by Regents' Rules and Regulations, UT System or University rules, specific instructions issued by an administrative official or by
federal, state, or local laws is subject to discipline whether such conduct takes place on or off campus or whether civil or criminal penalties are also imposed for such conduct.

Policy on Disruptive Acts: The obstruction or disruption of any teaching, research, administrative, disciplinary, public service or other authorized activity on campus or under the authority of the University or on property owned or controlled by the University is prohibited and will subject the student or group of students to disciplinary action.

Disclaimer: The instructor reserves the right to revise the course syllabus and course outline if necessary. Notice of any changes to the syllabus and course outline will be posted on Blackboard.