

Business Law 3301- Fall 2018  
CRN 16085  
Monday — Wednesday 4:30 pm to 5:50 pm

**Instructor Information:**

Robert Sandoval, MBA, CPA, JD

Office: COBA Room 217

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**Office Hours:** Before and after class and by appointment.

**Required Textbook and Course Materials:** Clarkson, Miller, and Cross, Business Law: Text and Cases, (14th Edition). ISBN-13: 978-1-337-374538 (Print Edition with MindTap Bundle) or ISBN-13: 978-1-337-105729 (EBook with MindTap Bundle) 2018, Cengage Learning, United States. The textbook and the MindTap access code are available through the UTEP Bookstore or through the MindTap link in Blackboard. The book is also on reserve in the UTEP Library.

**Course Description, Prerequisites, and Objectives:**

Catalog Course Description: Legal Environment of Business (3-0). A study of the legal and ethical environment of business to provide a legal foundation for careers in business or government. BLAW 3301 or BLAW 5306, but not both, may be counted toward degrees awarded in the College of Business Administration. Restricted to majors: ACCT, BASD, CIS, ECON, FIN, MGMT, and MKT.

Legal Environment of Business is an introductory study of the legal and ethical environment of business. There are no prerequisites for this course.

Some of the objectives of the course will be to:

1. Discuss the historical sources of law in the U.S.;
2. Discuss the nature of the legal U.S. legal system and discuss the resolution of disputes inside and outside the legal system;
3. Discuss the role the U.S. Constitution plays in the regulation of business;
4. Discuss the difference between civil and criminal law, and the duties and liability of each;
5. Discuss the distinction between intentional torts, negligence, and strict liability and examine the nature of each of type of tort;
6. Examine the legal requirements for contract formation and enforcement of contracts;
7. Discuss the different types of business entities;
8. Discuss the different type of employment regulations;
9. Distinguish between real and personal property and examine the acquisition and transfer of such property;
10. Examine the nature of the debtor-creditor relationship and bankruptcy law.

**Dates/Topics/Assignments:**

**Week I**

Monday, August 27, 2018

Introduction/Go over Syllabus  
Chapter 1: Law and Legal Reasoning

Wednesday, August 29, 2018

Chapter 1: Law and Legal Reasoning  
Chapters 2 and 3: Courts and Alternative Dispute Resolution

**Week II**

Monday, September 3, 2018

No Class – Labor Day Holiday

Wednesday, September 5, 2018

Chapters 2 and 3: Courts and Alternative Dispute Resolution

**Week III**

Monday, September 10, 2018

Chapter 4: Business and the Constitution (Article 1, Section 8 only)

Wednesday, September 12, 2018

Chapter 10: Criminal Law and Cyber Crime

**Week IV**

Monday, September 17, 2018

Chapter 10: Criminal Law and Cyber Crime  
Chapter 6: Tort Law

Wednesday, September 19, 2018

Chapter 6: Tort Law

## **Week V**

Monday, September 24, 2018

**Exam I: Chapters 1, 2, 3, 4, 6, 7, and 10. 40 MC Questions. Closed Book.**

Wednesday, September 26, 2018

Chapter 11: Nature and Terminology  
Chapter 12: Agreement in Traditional and E-Contracts

## **Week VI**

Monday, October 1, 2018

Chapter 12: Agreement in Traditional and E-Contracts  
Chapter 13: Consideration

Wednesday, October 3, 2018

Chapter 13: Consideration  
Chapter 14: Capacity and Legality

## **Week VII**

Monday, October 8, 2018

Chapter 14: Capacity and Legality  
Chapter 15: Mistakes, Fraud, and Voluntary Consent

Wednesday, October 10, 2018

Chapter 15: Mistakes, Fraud and Voluntary Consent

## **Week VIII**

Monday, October 15, 2018

Chapter 16: The Writing Requirement

Wednesday, October 17, 2018

Chapter 17: Third Party Rights (Introduction Only)  
Chapters 18 and 19: Performance and Discharge and Breach of Contract

## **Week IX**

Monday, October 22, 2018

Chapters 18 and 19: Performance and Discharge and Breach of Contract Remedies

Wednesday, October 24, 2018

Chapter 20: The Formation of Sales and Lease Contracts (Introduction Only)

## **Week X**

Monday, October 29, 2018

Chapter 20: The Formation of Sales and Lease Contracts (Introduction Only)

Wednesday, October 31, 2018

**Exam II: Chapters 11 - 20. 40 MC Questions. Closed Book.**

## **Week XI**

Monday, November 5, 2018

Chapter 32: Agency Formation and Duties  
Chapter 33: Agency Liability and Termination

Wednesday, November 7, 2018

Chapters 36-40: Overview of Business Organizations (selected parts)

## **Week XII**

Monday, November 12, 2018

Chapters 34-35: Overview of Employment Law (selected parts)

Wednesday, November 14, 2018

Chapter 48: Personal Property

## **Week XIII**

Monday, November 19, 2018

Chapter 49: Real Property and Mortgages

Wednesday, November 21, 2018

Chapter 49: Real Property and Mortgages  
Chapter 51: Wills and Trusts (Introduction Only)

**Week XIV**

Monday, November 26, 2018

Chapter 29: Creditor's Rights and Remedies  
Chapter 30: Secured Transactions

Wednesday, November 28, 2018

Chapter 29: Creditor's Rights and Remedies  
Chapter 30: Secured Transactions  
Chapter 31: Exempt Property and Bankruptcy

**Week XV**

Monday, December 3, 2018

Chapter 31: Exempt Property and Bankruptcy

Wednesday, December 5, 2018

Review

Monday, December 10, 2018

**Final Exam: Final Exam: Chapters 32-33, 36-40, 34-35, 48-49, 51, 29-31. 40 MC Questions. Closed Book.**

**Note: Meeting Time for Final Exam is 4:00 p.m. – 5:20 p.m.**

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. The exams will consist of multiple choice or true/false questions similar to those we cover in class. The exams may be online in class using Blackboard or hard copy at the instructor's discretion.

Class Assessment:

Exam I:	50 Points	
Exam II:	50 Points	
Exam III:	50 Points	
MindTap Quizzes:	50 Points	(via Blackboard. Deadlines will not be extended)
Attendance/Participation:	50 Points	(via iClicker Reef on Blackboard. See below.)
Total:	250 Points	

All grades are final and will not be changed unless due to instructor error. There is no "curving" of grades.

Your final grade will be calculated by dividing the total points into 250 (e.g.,  $225/250 = 90\%$  or "A").

I will usually round up one point to the next highest grade if your total attendance is at least 85% [e.g.,  $223/250 = 89.2\%$  would be rounded up to 90%; however,  $221/250 = 88.4\%$  would remain 88.4% or "B"].

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. Exams must be taken when scheduled (there are no exceptions).

**Creating Your iClicker REEF Student Account through Blackboard**

Sign in to Blackboard and click this course. Search for the iClicker REEF icon on the Home Page. Click the link to launch a special instance of REEF, then log in or create a new REEF account if you don't already have one. You should **use your university email address** ([username@miners.utep.edu](mailto:username@miners.utep.edu)) when creating your account. If you need to change your email address or password, edit your REEF account profile. Signing into REEF through the link in Blackboard will automatically add you to my course. When asked to register a remote device, choose not at this time.

**Note:** You will NOT need to purchase a subscription to use iClicker REEF this semester because it is provided to you at no charge. You must create your iClicker account via Blackboard; otherwise you will not receive attendance credit.

## 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 prior to each class meeting.

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. Therefore, I may, from time to time, call on individual students to answer questions regarding the material covered in class.

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 other than for documented University approved school functions. You will be dropped after your 5<sup>th</sup> absence.

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

**<http://utep-public.courseleaf.com/undergrad/curriculum-and-classroom-policies/>**

3. Laptops, Tablets or other electronic devices: You may bring your laptop or tablet to class only for note taking purposes and for use with iClicker REEF.

4. Cell Phones: Use of cell phones or similar devices is strictly prohibited in class except for use with iClicker REEF. If you use your cell phone or similar device in class, you will be asked to leave the classroom. Continued violations of this policy will result in the student being dropped from the course.

Do not download the textbook to your phone; you will not be allowed to use your phone in class.

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 (10 minutes after class has started). Do not come to class if you are tardy.

7. Leaving Early: Please let me know if you plan to leave class early.
8. Textbook Required: The textbook is required.
9. Makeup Exams: As a general rule, there are no makeup exams. Makeup exams will be handled on a case-by-case basis at the instructor's discretion and, if allowed, the makeup will consist of counting the lowest exam score twice of the remaining exams. The final is mandatory; there are no makeups for the final and a student may not take the final earlier than when it is scheduled.

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

**<http://utep-public.courseleaf.com/undergrad/curriculum-and-classroom-policies/>**.

The student is expected to take the exams when scheduled and is expected to be on time. If the student is more than 10 minutes tardy to an exam, the student will not be allowed to take the exam and will receive a grade of zero.

10. Incomplete Grades: I do not give incomplete grades. You must seek approval from Professor Steve Johnson in the Dean's Office before you can get an Incomplete.

11. Eating in Class: Eating in class will not be tolerated. Eat before or after class but not during class.

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. Continued violation of this policy will result in the student being dropped from the course.

13. Extra Credit, dropping the lowest grade, and substituting a higher grade for a lower grade: In class quizzes via iClicker REEF and MindTap quizzes 26-30 will be counted as extra credit. I don't drop the lowest grade, and I don't substitute grades.

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](mailto:dss@utep.edu). You can also visit DSSO's website at [www.utep.edu.dss](http://www.utep.edu.dss) 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 ACCOMODATION.**

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.

## 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. The failure or delay by the instructor in the enforcement of any of the policies in the syllabus shall not constitute a waiver of those policies. Notice of any changes to the syllabus or course outline will be posted on Blackboard or announced in class.