GENERAL INFORMATION AND SYLLABUS
BLW 335-501
Business Law
Fall 2017 Online

Instructor: Dr. Judi C. Wells
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BEST: (936) 559-7960 (Law Office)

Office Hours:
Monday 4:00 p.m. - 4:50 p.m.
6:20 p.m. - 6:45 p.m. (By Appointment)
Wednesday 4:00 p.m. - 4:50 p.m.
Tuesday 5:00 p.m. - 6:00 p.m. (On Line)
*Additional times may be scheduled by appointment.

Course Description:
An examination of various legal relationships, which are significant in business, including contracts, agency, torts, intellectual property, personal property, bailments and related subjects.

Required Textbooks and Other Materials:

Student Learning Outcomes: Upon completion of the course, the student should:
1. Recognize the legal terms introduced in the course and apply or relate these terms to specific situations.
2. Analyze information to recognize legal issues and legal problems in fact situations and to determine what legal principle(s) should be applied.
3. Integrate knowledge of the legal principles that are covered to solve problems that are unfamiliar.
4. Apply problem-solving skills to legal issues, using logic and critical thinking.
5. Appreciate and identify ethical dilemmas in the business/legal context and use ethical reasoning in decision-making.
6. Describe the impact of constant change and lack of certainty, which are inherent aspects of the U.S. legal system.
7. Develop an awareness of the need for continuing acquisition of new knowledge about changes in the law.

COURSE REQUIREMENTS:
Grading in this course will be based on 790 total points. Students will be evaluated based on responses to six (6) exams (600 points), the six (6) Module Review Questions Assignments (90 points), and the four (4) Chapter-end Case problems (100 points).

Examinations (600 total points): There will be six (6) exams during the semester, including the final. The final exam is not comprehensive. Each exam will be worth 100 points and will consist of 60 to 90 true-false and multiple-choice questions. Each student is responsible on every exam for all required reading material covered in each module. All exams are taken through the SFASU Desire2Learn (D2L) web application online and must be completed according to the Class Schedule-Timeline. Each module closes on the final COMPLETION DATE for the module. Work not complete by each module COMPLETION DATE receives zero (0) points. Do NOT wait until the last minute and ask for an extension. There are NO make-up exams. ALL EXAMS ARE CLOSED BOOK AND CLOSED NOTES.

Module/Chapter Review Questions Assignments (90 points): Each of the six modules will include a review questions homework assignment. These assignments are to help you understand the questioning format for the materials covered. Each student must complete each assignment by achieving a 90% or better score on the assignment (may
require more than one take/retake). Upon completion with a 90% or better score, the student receives fifteen (15) points for the assignment. In the event of less than a 90% score, the student receives the percent of the 15 points actually achieved (i.e., 51% score on the assignment = 51% x 15 points = 7.7 points for the assignment.) These assignments are submitted in D2L. These assignments must be completed BEFORE TAKING THE EXAM FOR THAT MODULE. Each module closes on the final COMPLETION DATE for the module. Work not completed by each module COMPLETION DATE receives zero (0) points. Do NOT wait until the last minute and ask for an extension.

Chapter-end Case Problems (100 points): There are case problems at the end of each Chapter in the text. Four (4) chapter-end case problems will be assigned from selected chapters, as noted on the Course Schedule – Timeline, and each is worth 25 points. Each student is to write a **brief but complete** response to the assigned case problems using the **IRAC method of legal analysis** described below (also discussed in Appendix A of the text). Students may collaborate on the analysis, but responses must be individual work. The written responses are due before the module COMPLETION DATE on the course schedule – timeline and must be delivered to the instructor through the DROPBOX tool in the BLW 335 course in D2L. **It is the student's responsibility to know how to use the Dropbox submission process properly.** If you fail to properly submit your assignment through Dropbox before the time and date it is due, you will receive a zero (0) for that assignment. **There is no exception to this policy – I do not accept late work.** The only way I will accept a paper that was not in the Dropbox folder by the time it is closed is if you provide me with proof (either the Dropbox confirmation email that proves you submitted the paper, or some type of screenshot of your computer screen showing you submitted the file properly and on time and the only reason I did not receive it was because of a technical problem outside of your control. This means that you should submit your paper sufficiently in advance of the time it is due such that if the Dropbox is not working for some reason, you can send me an email before the time the paper is due with the paper attached to the email and letting me know you tried to submit it via Dropbox but Dropbox was not working properly.

Points for the case problem will be determined by (1) the totality of the work (i.e., that ALL questions from the case problem are answered); (2) the substance of the responses (i.e., evidence of thoughtfulness, analysis, and support for the response); and (3) the form of the response (i.e., conciseness, neatness, organization, professionalism, spelling and grammar).

**FORMATTING REQUIREMENTS – YOU MUST FOLLOW THESE REQUIREMENTS OR YOU WILL LOSE POINTS!**

- Your case problem answers must be submitted in a file format that is compatible with (i.e., able to be opened and read) **Microsoft Word** or **Adobe.pdf**.
- Your answer must be typed in 12 point Times New Roman font, single spaced, with double spacing between paragraphs.
- You must write professionally and use complete sentences, proper grammar, punctuation, etc.
- You must put **bolded headings** into the paper setting out each section – Issue, Rule, Application, Conclusion
- You must put your name at the top of the paper or in a heading.

**IRAC Method of Legal Analysis** – Your chapter-end case problems must be answered using the IRAC method. This is a way to analyze a legal problem (it can also be useful in analyzing other problems that involve applying a rule) that will help you to analyze the problem thoroughly and reach the correct legal conclusion. IRAC is an acronym which stands for:

I – **Issue** – based upon the facts presented in the problem, you need to state what the legal issue(s) is that needs to be resolved. You have to determine this issue based upon a thorough reading of the facts set forth in the case problem. Once you determine what the legal issue is that needs to be addressed, you should state it in your analysis section as a question (example – “Did Tom breach the contract by failing to finish painting the car?”). Although the “Issue” section of the analysis is usually quite short – it can often be stated in one sentence – it is a critical part of your analysis because it frames the rest of your answer. If you do not identify the right legal issue, then the rest of your analysis will almost certainly be incorrect because you will be analyzing the wrong issue/answering the wrong question.
R - Rule – after determining what the relevant legal issue is that needs to be addressed, you must then set out the appropriate rule(s)/law(s) which should be used to address the issue. Analyzing a legal problem is not about you just stating your opinion about what you want to happen – legal analysis involves applying the appropriate law to the facts of the case so you can determine what the answer is under the relevant law. Thus, the rule section is also critically important to your analysis because it will set the stage for the application section of your paper, the most lengthy part.

A – Application – this is the most difficult and lengthy part of your analysis. This is where you apply the Rule to the facts of the case to resolve the Issue that your previously identified. Applying the rule means that you discuss it as it applies to the facts of the particular case, so you can reach a conclusion regarding what the correct resolution of the case is under the law. Note: If you are talking about any rule/law in this section, then that rule/law should be set out in the Rule section of the paper. Your Application section should be driven by the Rule section. You are NOT merely stating your opinion about the case here or just restating the facts of the case – you are conducting an analysis where you apply the proper legal rule to the issue at hand.

C – Conclusion - In this section, you simply give a short statement of your conclusion regarding what the correct legal outcome of this case should be, based upon the analysis you have done in the Application section.

Course Evaluation (5 bonus points): Students will receive five (5) bonus points for completing the Course Evaluation through mySFA at the end of the semester. This is optional, but I do encourage and appreciate your feedback. I review all results and comments. Your feedback is helpful as I strive to make this study beneficial to SFASU students.

OTHER RELEVANT INFORMATION:

1. Grading: Grades will be determined on the following scale, based on percentage ration of student’s total accumulated points to the total possible (790) points for the course. Decimals are rounded up to the nearest whole number for determining the final grade

<table>
<thead>
<tr>
<th>Scale</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>90.0</td>
<td>100%</td>
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<tr>
<td>80.0</td>
<td>89.9%</td>
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<tr>
<td>70.0</td>
<td>79.9%</td>
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<tr>
<td>60.0</td>
<td>69.9%</td>
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<tr>
<td>Below 60.0%</td>
<td>= F</td>
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Example:

<table>
<thead>
<tr>
<th>Course</th>
<th>Points</th>
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<tbody>
<tr>
<td>Exam #1</td>
<td>84 points</td>
</tr>
<tr>
<td>Exam #2</td>
<td>72 points</td>
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<tr>
<td>Exam #3</td>
<td>74 points</td>
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<td>Exam #4</td>
<td>68 points</td>
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<td>Exam #5</td>
<td>75 points</td>
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<tr>
<td>Exam #6</td>
<td>88 points</td>
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<tr>
<td>Module Reviews</td>
<td>89 points</td>
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<tr>
<td>Chapter Case Problems</td>
<td>80 points</td>
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630/790 = 0.797 = 79.7% = C Letter grade

**BUT consider:** 630 + 5 bonus points = 635/790 = 0.803 = 80.3% = B Letter grade

2. Conduct: Netiquette, courtesy and civility to colleagues and the instructor are expected. Seriously, I have zero tolerance for rude, crude, lewd, or harassing behavior. We can debate and disagree passionately, but we will do it with class. I reserve the right to adjust grades and/or remove students from the course for violation of this policy.
3. **Student Support:** Should you have technical questions regarding course requirements, please visit the Online Orientation at [http://oit.sfasu.edu/orientation/index/index.html](http://oit.sfasu.edu/orientation/index/index.html). If you still need help, please contact OIT.

4. **Program Learning Outcomes:** Program learning outcomes define the knowledge, skills, and abilities students are expected to demonstrate upon completion of an academic program. These learning outcomes are regularly assessed to determine student learning and to evaluate overall program effectiveness. You may access the program learning outcomes for your major and particular courses at [http://www.sfasu.edu/cob/ug-plo.asp](http://www.sfasu.edu/cob/ug-plo.asp).

5. **Attentiveness, diligence and perseverance will serve you well in your higher education and in the future. Plan ahead and keep up.** This course covers a lot of material in a short period of time and requires your best efforts in order to do well. Please do NOT believe that you can read all the materials and cram for an exam in a one night session.

6. **This course is considered a legal studies course.** The study of law can be voluminous and tedious, but it can also be interesting and even a little fun. In this course, you will not be simply memorizing rules, you will be learning the rules and strategies and analyzing fact situations to determine how the rules and strategies should be applied. You will be required to think and analyze – great practice for working out in the real world.

7. **General Student Policies:** The following policies apply to all students enrolled in courses at Stephen F. Austin State University.

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**Student Academic Dishonesty (University Policy 4.1)**

Abiding by university policy on academic integrity is a responsibility of all university faculty and students.

**Definition of Academic Dishonesty**

Academic dishonesty includes both cheating and plagiarism. Cheating includes, but is not limited to (1) using or attempting to use unauthorized materials on any assignment or exam; (2) falsifying or inventing of any information, including citations, on an assigned exercise; and/or (3) helping or attempting to help another in an act of cheating or plagiarism. Plagiarism is presenting the words or ideas of another person as if they were one’s own. Examples of plagiarism include, but are not limited to (1) submitting an assignment as if it were one’s own work when it is at least partly the work of another person; (2) submitting a work that has been purchased or otherwise obtained from the Internet source or another source; and/or (3) incorporating the words or ideas of an author into one’s paper without giving the author credit. Penalties may include, but are not limited to reprimand, no credit for the assignment or exam, re-submission of the work, make-up exam, failure of the course, or expulsion from the university.

Please read the complete policy at [http://www.sfasu.edu/policies/student_academic_dishonesty.asp](http://www.sfasu.edu/policies/student_academic_dishonesty.asp)

**Course Grades (University Policy 5.5)**

At the discretion of the instructor of record and with the approval of the academic unit head, a grade of WH will be assigned only if the student cannot complete the course work because of unavoidable circumstances. Students must complete the work within one calendar year from the end of the semester in which they receive a WH, or the grade automatically becomes an F, except as allowed through policy related to active military service. If students register for the same course in future semesters, the WH will automatically become an F and will be counted as a repeated course for the purpose of computing the grade point average. Please refer to the complete policy at [http://www.sfasu.edu/policies/course-grades.pdf](http://www.sfasu.edu/policies/course-grades.pdf).
Students with Disabilities

To obtain disability related accommodations, alternate formats and/or auxiliary aids, students with disabilities must contact the Office of Disability Services (ODS), Room 325 in the Human Services Building, 468-3004 / 468-1004 (TDD) as early as possible in the semester. Once verified, ODS will notify the course instructor and outline the accommodation and/or auxiliary aids to be provided. Failure to request services in a timely manner may delay your accommodations. For additional information, go to http://www.sfasu.edu/disabilityservices/.

Acceptable Student Behavior (University Policy 10.4)

Classroom behavior should not interfere with the instructor’s ability to conduct the class or the ability of other students to learn from the instructional program (see the Student Conduct Code at http://www.sfasu.edu/policies/student-conduct-code.pdf). Unacceptable or disruptive behavior will not be tolerated. Students who disrupt the learning environment may be asked to leave class and may be subject to judicial, academic, or other penalties. This prohibition applies to all instructional forums, including electronic, classroom, labs, discussion groups, field trips, etc. The instructor shall have full discretion over what behavior is appropriate/inappropriate in the classroom. Students who do not attend class regularly or who perform poorly on class projects/exams may be referred to the iCare Early Alert Program. This program provides students with recommendations for resources or other assistance that is available to help SFA students succeed.

“Not everything that counts can be counted; and not everything that can be counted counts.”
Albert Einstein
<table>
<thead>
<tr>
<th>DATES</th>
<th>TOPICS</th>
<th>ASSIGNMENTS</th>
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| August 28 -   | Getting Started & Module 1:                                            | o Complete Getting Started Instructions  
Chapter 5: Business Ethics  
Chapter 6: Torts  
Chapter 7: Strict Liability & Product Liability  
Chapter 24: International Law in a Global Economy  
Chapter 10: Criminal Law & Cyber Crime  |
| September 12  | Chapters 1-4: Legal Environment of Business                           | o Review Chapters 1-4  
o Read Chapters 5, 6, 7, 24, & 10  
o Complete Chapter-end Case Problem 7-5, page 154 (IRAC Analysis #1) and turn in to dropbox  
o Complete Module 1 Review Questions Assignment  
o Complete Exam #1 [Chapters 5, 6, 7, 10, 24]  |
|               |                                                                       | Completion Date for this Module: SEPTEMBER 12, 2017 at 11:59 P.M.  |
| September 13  | Module 2:                                                              | o Read Chapters 11, 12, 13, 14, & 15  
o Complete Chapter-end Case Problem 15-6, page 303 (IRAC Analysis #2) and turn in to dropbox  
o Complete Module 2 Review Questions Assignment  
o Complete Exam #2 [Chapters 11, 12, 13, 14, 15]  |
| - September   | Contracts & E-Contracts                                               | Completion Date for this Module: SEPTEMBER 30, 2017 at 11:59 P.M.  |
| 30            | Chapter 11: Nature & Terminology                                       |                                                                                                                                                                                                          |
|               | Chapter 12: Agreement in Traditional & E-Contracts                    |                                                                                                                                                                                                          |
|               | Chapter 13: Consideration                                             |                                                                                                                                                                                                          |
|               | Chapter 14: Capacity & Legality                                       |                                                                                                                                                                                                          |
|               | Chapter 15: Mistakes, Fraud & Voluntary Consent                       |                                                                                                                                                                                                          |
| October 1     | Module 3:                                                              | o Read Chapters 16, 17, 18, 19, 20  
Chapter 17: Third Party Rights  
Chapter 18: Performance & Discharge in Traditional & E-Contracts  
Chapter 19: Breach of Contract & Remedies  
Chapter 20: The Formation of Sales & Lease Contracts  |
| - October 17  | Chapter 16: The Writing Requirement & Electronic Records             | o Complete Chapter-end Case Problem 16-6, page 318 (IRAC Analysis #3) and turn in to dropbox  
o Complete Module 3 Review Questions Assignment  
o Complete Exam #3 [Chapters 16, 17, 18, 19, 20]  |
|               |                                                                       | Completion Date for this Module: OCTOBER 17, 2017 at 11:59 P.M.  |
| October 18    | Module 4:                                                              | o Read Chapters 21, 22, 23, 8  
Chapter 21: Title, Risk & Insurable Interest  
Chapter 22: Performance & Breach of Sales & Lease Contracts  
Chapter 23: Warranties  
Chapter 8: Intellectual Property Rights  |
| - November 4  | Chapter 24: Performance & Breach of Sales & Lease Contracts           | o Complete Module 4 Review Questions Assignment  
Chapter 25: Agency Formation & Duties  
Chapter 26: Agency Liability & Termination  
Chapter 27: Employment, Immigration & Labor Law  
Chapter 28: Employment Discrimination & Diversity  |
|               | Chapter 22: Performance & Discharge in Traditional & E-Contracts      | o Complete Exam #4 [Chapters 21, 22, 23, 8]  |
|               | Chapter 23: Warranties                                               | Completion Date for this Module: NOVEMBER 4, 2017 at 11:59 P.M.  |
|               | Chapter 8: Intellectual Property Rights                              |                                                                                                                                                                                                          |
| November 4    | Module 5:                                                              | o Read Chapters 25, 26, 27, 28  
Chapter 25: Agency Formation & Duties  
Chapter 26: Agency Liability & Termination  
Chapter 27: Employment, Immigration & Labor Law  
Chapter 28: Employment Discrimination & Diversity  |
| - November 27 | Chapter 25: Agency Formation & Duties                                 | o Complete Chapter-end Case Problem 28-4, page 551 (IRAC Analysis #4) and turn in to dropbox  
Chapter 25: Agency Formation & Duties  
Chapter 26: Agency Liability & Termination  
Chapter 27: Employment, Immigration & Labor Law  
Chapter 28: Employment Discrimination & Diversity  |
|               |                                                                       | o Complete Module 5 Review Questions Assignment  
Chapter 25: Agency Formation & Duties  
Chapter 26: Agency Liability & Termination  
Chapter 27: Employment, Immigration & Labor Law  
Chapter 28: Employment Discrimination & Diversity  |
<p>|               |                                                                       | o Complete Exam #5 [Chapters 25, 26, 27, 28]  |
|               |                                                                       | Completion Date for this Module: NOVEMBER 27, 2017 at 11:59 P.M.  |</p>
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<thead>
<tr>
<th>November 28 - December 15</th>
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<tbody>
<tr>
<td><strong>Module 6:</strong></td>
</tr>
<tr>
<td>Chapter 29: Sole Proprietorships &amp; Franchises</td>
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<tr>
<td>Chapter 30: Partnerships &amp; Limited Liability Partnerships</td>
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<tr>
<td>Chapter 31: Other Organizational Forms for Small Business</td>
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<tr>
<td>Chapter 32: Corporate Formation &amp; Financing</td>
</tr>
</tbody>
</table>

- Read Chapters 29, 30, 31, 32
- Complete Module 6 Review Questions Assignment
- Complete Exam #6 [Chapters 29, 30, 31, 32]

Completion Date for this Module: DECEMBER 15, 2017 at 11:59 P.M.