SYLLABUS AND GENERAL INFORMATION

BUSINESS LAW - BLW 335.001
Fall 2018
Monday, Wednesday 2:30-3:45
McGee Business Building, Room: 161

Instructor: Dr. Stephen M. Shrewsbury
Email: shrewsbusm@sfasu.edu
Tel: (936) 468-3103 Department
(936) 468-1576 Office
Office: McGee Business Building (BU) 229G

<table>
<thead>
<tr>
<th>Office Hours</th>
<th>Class Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>2:30 p.m. – 3:45 p.m.</td>
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<tr>
<td>Tuesday</td>
<td>1:30 p.m. – 5:00 p.m.</td>
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<tr>
<td>Wednesday</td>
<td>9:30 a.m. – 11:30 a.m.</td>
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<td>4:00 p.m. – 5:00 p.m.</td>
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<tr>
<td>Thursday</td>
<td>2:30 p.m. – 3:45 p.m.</td>
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<tr>
<td>Friday</td>
<td>1:30 p.m. – 5:00 p.m.</td>
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Other Times: By Appointment

Department/School: Business Communication & Legal Studies/Rusche College of Business

Class meeting time and place: Monday, Wednesday 2:30-3:45 p.m., McGee Business Bldg. (BUSI) 161 and https://d2l.sfasu.edu/.

Course Description: An examination of the transactional and legal aspects of doing business abroad with emphasis on international law and commercial dispute resolution, rules and practice in the areas of international sales and commercial transactions, and international and U.S. trade law. Topical matters include the legal and ethical environment of international business, dispute resolution mechanisms, international contracting, exporting and importing, documentary transactions, trade finance and regulation, with a view to the cultural, social, economic, and political issues affecting the international business legal environment.


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/grad-plo.asp.

Course Goals and Objectives: Upon completion of the course, the student should be able to:
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 a continuing acquisition of new knowledge about changes in the law.

**Course Outline:** This is a general outline of material expected to be covered. Material covered, dates of tests, and percent of total points may vary slightly as necessitated by the pace in which material is covered. Any changes will be made in writing and announced to students during class. Refer to the Syllabus Class Schedule for detailed descriptions and dates.

<table>
<thead>
<tr>
<th>I.</th>
<th>Exam No.1 Chs. 1-2,24,6-7</th>
<th>100 points</th>
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<tbody>
<tr>
<td>II.</td>
<td>Exam No.2 Chs. 11-14</td>
<td>100 points</td>
</tr>
<tr>
<td>III.</td>
<td>Exam No.3 Chs. 15-18,20</td>
<td>100 points</td>
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<tr>
<td>IV.</td>
<td>Exam No.4 Chs. 25-28</td>
<td>100 points</td>
</tr>
<tr>
<td>V.</td>
<td>Exam No.5 Chs. 29-32,8</td>
<td>100 points</td>
</tr>
<tr>
<td>VI.</td>
<td>Cases Questions/Briefs</td>
<td>100 points</td>
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**Total Points** 600 points

**Exams:** (500 Total Points). There will be five (5) exams during the semester. Each will cover the designated text material (including any designated cases and readings). Each exam will be worth the designated points and will consist of true-false and multiple choice questions. Certain exams will also have pre-announced short-answer, essay and/or diagram questions as well. Each student is responsible on every exam for all material covered in class and reading assigned outside of class.

Students are responsible on every exam for all material covered in class and also for all reading assigned outside of class. All examinations are considered to be a major part of the course work upon which a large part of your grade depends. Missed exams will only be excused and allowed to be made up for university-excused absences or for extreme emergencies that justify missing the exam. What constitutes an extreme emergency is within the discretion of the instructor. Any excused exams must be scheduled for make up within two (2) days of the missed exam or the emergency has resolved itself, or students missing the exam will receive a point value of zero (0) for the missed exam. It is entirely the student’s responsibility to make arrangements with me to take the missed exam. If you have a conflict with another university event or a university excused absence, you must contact me well in advance of the examination. In case of an extreme emergency that prevents you from taking an exam, contact me before the scheduled examination if at all possible. If it is not possible to contact me before the exam, contact me as soon as possible after the emergency is resolved. Failure to do so may result in an examination grade of zero. Other than extreme and unexpected emergencies, there are no exemptions for the final examination and no changes in taking the final examination. Check the final exam time. If the final exam time is a problem, you need to drop this course. Possession of a cell phone or other electronic communication device during an exam will result in an examination grade of zero (0). Never take an exam or graded answer sheet out of the classroom. This will result in an automatic zero (0) on the exam. Unless otherwise instructed, you will need a Scantron Form 882 for the in-class exams. All Scantron Forms are available at the respective bookstores on or around the SFA campus.
Late arrivals: No one will be admitted to an exam after the first exam has been turned in. If you are not present at that point, you will receive a grade of zero (0) for that exam. No one will be permitted to re-enter the room once they leave for any reason (i.e. no leaving in the middle of the exam to go to the bathroom, etc.).

Case Briefs/Questions: (100 Total Points). Four (4) written case questions will be assigned and each is worth 25 points each. These case questions will be available on D2L. The questions will consist of a short fact pattern presenting a legal problem which must be analyzed. Each student is to write a brief but complete response to the assigned case questions using the below IRAC method of legal analysis (also discussed in Appendix A of the textbook). You MUST follow the requirements in Appendix 1 of the Syllabus. Students may collaborate on thinking through the case question and conducting an analysis, but final written responses must be individual work (i.e. you cannot copy someone else’s work, and must write your own, independent final analysis). The written responses must be turned in by submitting them into the applicable D2L DROPBOX prior to the beginning of the class. Case briefs must be type-written.

a. Grade Points awarded for written case analyses will be determined by (1) the totality of the work (i.e., all IRAC parts or questions or relevant material are covered) and (2) the substance of the analysis/response/report (i.e., evidence of thoughtfulness, analysis, and text material support). Conciseness, neatness, organization, spelling and grammar are important considerations in the point assessment.

b. 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 0 on that assignment. There is no exception to this policy – I do not accept late work. The only way I will accept a paper that is not in the Dropbox folder by the time it is closed is if you provide me with proof that you submitted the assignment and the only reason I have not received it was a technical problem outside of your control. Proof must be 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. Bottom line: 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 assignment is due with the assignment attached to the email, letting me know that you tried to submit the paper via the Dropbox but it was not working properly.

Class Attendance Policy and Bonus Points

A. Attendance – Class attendance is a vital part of the learning process in this course of study. All students are expected to attend class, arrive on time, and participate in class discussions. I teach using a Socratic method of asking questions and actively discussing with students so your attendance is critical to your success in this course. Attendance will be recorded for each class by having students sign an attendance sheet prior to class. Students who are late to class will have participation points deducted.

1. IMPORTANT! It is the student's responsibility to sign the attendance sheet to verify attendance. I will track absences and tardiness daily. If you sign in but leave class early, you will be marked absent. Do not sign-in for someone who is absent. I will be checking the signatures on the sign-in sheets for irregularities.

2. WARNING! Students with excessive class absences (3 or more) will receive a deduction of 10% of their final earned grade points. For example, if a student earns a total of 492 points in the class, then the student’s final grade would be reduced by 49.2 points (10% x 492), and the student’s final point total would be 492 – 49.2 = 442.8.

3. ATTENDANCE BONUS! I reward excellent attendance. Students with zero or one (1) absence will be awarded an additional ten (10) bonus points on top of their participation bonus.
B. Name Tents and Seating Chart - Students will use name tents, which the instructor will use to call on students and assist with everyone learning names. A photograph seating chart will also be created. After the second class period, students will sit in the same seat in the classroom for this purpose.

C. Participation Bonus Points – I highly value and reward student participation. Students are expected to diligently participate in all scheduled class sessions as it is an important part of the learning process in this course of study for colleagues to share knowledge and insight with other colleagues. I will award up to fifty (50) bonus points based on my assessment of each student’s overall participation – timely class attendance, use of name tents, preparedness to answer questions by the instructor, and relevance of questions/comments/responses all weigh in to the participation score. Participation points are a bonus in addition to a student’s grade points.

Cell Phone and Electronics Usage – IMPORTANT! - Cell phones, computers, or any other type of electronic communication device are NOT allowed in the classroom. All such devices are to be put away during class. Any student attempting to use a cell phone, computer, or other electronic device is not participating in class and will have five (5) bonus points automatically deducted for each violation. Three violations of this policy will result in course failure.

Course Evaluation Bonus Points: Students will be awarded five (5) additional participation points for completing the online course/instructor evaluation at the end of the semester.

Grading Policy: Grades will be determined on the following scale.

<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
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<tbody>
<tr>
<td>Examinations</td>
<td>500</td>
</tr>
<tr>
<td>Case Briefs</td>
<td>100</td>
</tr>
<tr>
<td>Participation</td>
<td>50</td>
</tr>
<tr>
<td>Attendance</td>
<td>10</td>
</tr>
<tr>
<td>Course Evaluation</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total possible bonus points</strong></td>
<td><strong>65</strong></td>
</tr>
<tr>
<td><strong>Total possible points</strong></td>
<td>600 + 60 = 665 points</td>
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</tbody>
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Grading Example

Scale: 90-100% = A

<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exams</td>
<td>425</td>
</tr>
<tr>
<td>Case Briefs/Problems</td>
<td>83</td>
</tr>
<tr>
<td><strong>Total Grade Points</strong></td>
<td>508</td>
</tr>
</tbody>
</table>

508/600 = .838 or 84% = B Letter Grade

But consider: 508 + 33 bonus points (class participation, attendance, and course evaluation) = 541/600 = .901 or 90% = A Letter Grade

Also consider: Suppose you earn an assignments and participation/course evaluation point total of 508 points (84% = B grade), but miss class four (4) times. The absences cost you a 10% point deduction, resulting in a C Letter grade (508 x .90 = 457/600 = 76% = C Grade). Make sure you attend class and participate!

Other Relevant Information:

Food, drink, and tobacco products are prohibited in the classroom.
Medical and Other Serious Problems- Please take time and make the effort to advise me if you have difficulties which require my attention to properly evaluate your classroom participation and activities.

Late Instructor- Every effort is made by me to be in the classroom when the class is scheduled to begin. Students will be advised ahead of time if class is delayed or is not going to be held (and this would be extremely rare). Students are expected to wait 15 minutes for the instructor before leaving the class for failure to appear at the beginning of the scheduled time for class.

General Student Policies:
Academic Integrity (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 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.pdf

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 alloMON. 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.

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/.

Student Conduct (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 full 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.
In The Arena

“It is not the critic who counts, not the man who points out where the strong stumbled, or how the
doer could have done better. The credit belongs to the man who is in the arena, his face marred by dust and
sweat and blood, who strives valiantly, who errs and falls short again and again: there is no effort without
error. But he who tries, who knows the great enthusiasms, the great devotions, who spends himself in a
worthy cause, at best knows the triumph of achievement, and at worst, fails while daring. His place shall
never be with those cold and timid souls who know neither victory nor defeat.”

--Theodore Roosevelt

STEPHENV. AUSTIN STATE UNIVERSITY
TRADITION – SCHOLARSHIP – INDEPENDENT THINKING

BUSINESS LAW - BLW 335.001

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<tr>
<th>Spring 2018</th>
<th>CLASS SCHEDULE (TENTATIVE)</th>
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| Aug. 27 Mon.     | Intro  
Chapter 1  
Introduction-Instructor and Course/Syllabus  
Introduction to Legal Reasoning, p. 1-13 |
| Aug. 29 Wed.     | Chapter 2  
Courts and Alternative Dispute Resolution                                                  |
| Sept. 3 Mon.     | Chapter 2  
Chapter 24  
Courts and Alternative Dispute Resolution  
International Law in a Global Economy                                                   |
| Sept. 5 Wed.     | Chapter 24  
International Law in a Global Economy  
Drafting an IRAC analysis                                                              |
| Sept. 10 Mon.    | Chapter 6  
Torts                                                                                   |
| Sept. 12 Wed.    | Chapter 6  
Torts                                                                                   |
| Sept. 17 Mon.    | **Exam No. 1**  
Chapters 1-2, 24, 6-7                                                                   |
| Sept. 19 Wed.    | Chapter 11  
Contracts - Nature and Terminology  
Case Problem 1 due via D2L Dropbox by 8:00 a.m.                                          |
| Sept. 24 Mon.    | Chapter 11  
Chapter 12  
Contracts – Nature and Terminology  
Contracts - Agreement in Traditional and E-Contracts                                     |
| Sept. 26 Wed.    | Chapter 12  
Chapter 13  
Contracts – Agreement in Traditional and E-Contracts  
Contracts - Consideration                                                              |
| Oct. 1 Mon.      | Chapter 13  
Chapter 14  
Contracts – Consideration  
Contracts - Capacity and Legality                                                       |
| Oct. 3 Wed.      | Chapter 14  
Contracts – Capacity and Legality                                                        |
| Oct. 8 Mon.      | **Exam No. 2**  
Chapters 11-14                                                                          |
| Oct. 10 Wed.     | Chapter 15  
Contracts – Mistakes, Fraud, & Voluntary Consent                                         |

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Oct. 15 Mon.  Chapter 15  Contracts – Mistakes, Fraud, & Voluntary Consent
Chapter 16  Contracts – The Statute of Frauds and Writing Requirement

Chapter 17  Contracts – Third Party Rights

Case Problem 2 due via D2L Dropbox by 6 p.m.

Oct. 22 Mon.  Chapter 17  Contracts – Third Party Rights
Chapter 18  Performance & Discharge in Traditional E-Contracts

Oct. 24 Wed.  Chapter 20  Contracts - The Formation of Sales and Lease Contracts

Oct. 29 Mon.  Chapter 20  Contracts - The Formation of Sales and Lease Contracts

Oct. 31 Wed.  Exam No. 3  Chapters 15-18, 20

Nov. 5 Mon.  Chapter 25  Agency Formation and Duties

Nov. 7 Wed.  Chapter 26  Agency Liability to Third Parties and Termination

Nov. 12 Mon.  Chapter 28  Agency Liability to Third Parties and Termination
Chapter 27  Employment Law (Parts)

Case Problem 3 due via D2L Dropbox by 8:00 a.m.

Nov. 14 Wed.  Employment Discrimination

Nov. 19 – 23  Thanksgiving Break

Nov. 26 Mon.  Exam No. 4  Chapters 25-28

Nov. 28 Wed.  Chapter 29  Sole Proprietorships & Franchises
Chapter 30  Partnerships & Limited Liability Partnerships

Dec. 3 Mon.  Chapter 30  Partnerships & Limited Liability Partnerships
Chapter 31  Other Organizational Forms for Small Businesses

Case Problem 4 due via D2L Dropbox by 8:00 am.

Dec. 5 Wed.  Chapter 31  Other Organizational Forms for Small Businesses
Chapter 32  Corporate Formation and Financing

Dec. XX  Exam No. 5  Final Exam (Chapters 29-32) 10:30 a.m. – 12:30 p.m.