

# CLAYTON STATE UNIVERSITY

## School of Business

### **SYLLABUS**

**BLAW 3370**

Intermediate Business Law

Fall Semester 2011

Lawrence (Larry) K. Menter, Esq.

Course is offered ONLINE only this semester.

BLAW 3370 is a study of the legal aspects of dispute resolution, sales contracts, negotiable instruments, agency, partnerships, corporations, and property for the purpose of expanding the students understanding of the legal rights and liabilities in the ordinary course of business.

#### COURSE PREREQUISITES:

BLAW 2106 Legal Environment of Business.

Admission to the School of Business.

The outline of course material contained in this syllabus is provided to you as a courtesy and as a roadmap of where we will go through the semester. I expressly reserve the right to alter or modify the reading assignments, test dates, or course content to reflect the actual progress of the class. Should changes become necessary, they will be announced with sufficient time for you to adjust accordingly. I think of the syllabus as a roadmap in that we need a plan of where we are going. However, if the class finds an issue or a particular topic that is important or interesting to the class as a whole, I want to be able to adjust our pace and spend more time in that area.

#### COURSE LEARNING OBJECTIVES

1. To familiarize the student with the legal concepts, theory and codification of law integral to the study of commercial transactions.
2. To have students develop an understanding of the nature of law, its sources and functions, and of the relationship between law and government, law and society, and law and business.
3. To provide students with an understanding of the substantive law in the following areas:
  - a. to understand property concepts including the distinction between the passage of title and risk of loss.

b. to be able to compare and contrast the various forms of business organizations, in order to appreciate the factors to consider in making a selection.

c. to develop an understanding of how contracts for the sale of goods are formed, implemented, and how they are remedied in the case of a breach.

d. to become familiar with the rules affecting negotiable instruments, banking, and electronic transfers.

e. to understand debtors' and creditors' rights in dealing with secured transactions and bankruptcy.

4. To have students know about the legal problems a manager may incur in their daily activities, and when professional consultation is warranted in preventing, as well as resolving legal difficulties.

During the term of the course, students will use critical thinking skills to analyze cases and distinguish relevant facts, explore the use of technology to access online legal resources, balance questions of business ethics as they relate to legal disputes and improve oral communication skills through active participation in classroom case discussions.

### GRADE COMPOSITION

Your grade in this class will be comprised of various parts earning points totaling 1000 pts. Three tests will be given during the semester and each test will count for 200 points. The final exam will be non-cumulative and will also count for 200 points. There will be a paper assigned during the term that will count for 100 points. The remaining 100 points of your grade consists of your online "participation" grade.

The final GRADE in the course will be calculated as follows:

A=90-100%  
B=80-89%  
C=70-79%  
D=60-69%  
F=59% or less.

### PARTICIPATION

It is the responsibility of students to check GaVIEW WebCT regularly. You will get credit for participation in weekly on-line discussions. **THERE ARE NO EXCUSED ABSENCES** other

than official school functions.

Changes to test dates, assigned materials or cancellation of class meetings will be announced in class or emailed to students at their campus email account. Notice delivered in either form constitutes official notice to the class. Students are responsible for checking their campus email accounts regularly. Students are also responsible for being in class when assignments are returned to learn their grades. Assignment and exam grades will be posted on GeorgiaVIEW Vista.

#### ANTICIPATED TEST DATES

Exam #1	September 22, 2011	Chapters 1, 35, 36, 37 and 5
Exam #2	October 13, 2011	Chapters 26, 27, 28, 29 and 30
Exam #3	November 3, 2011	Chapters 15, 16, 17 and 18
Exam #4	December 1, 2011	Chapters 19, 20, 21 and 22

I anticipate that the tests will be primarily objective. Students are responsible for all material in assigned chapters unless otherwise noted. Tests are comprised of material derived from assigned readings and assignments. Tests will be administered on GeorgiaView. Further instructions will be provided prior to the tests.

#### OFFICE HOURS

My office is located in T-232 in the School of Business Building (connected to Clayton Hall). The telephone number to leave me messages is (678) 466-4535. Office hours for the fall 2011 semester are Mondays and Wednesdays from 3:00pm to 5:00pm. Students may email or call to ask questions or make an appointment if needed. My e-mail address is [lmenter@clayton.edu](mailto:lmenter@clayton.edu). The class website is <http://business.clayton.edu/lmenter>.

#### REQUIRED MATERIALS

The required text for this course is Business Law Today, by Miller/Jentz, 9th edition, South-Western Cengage Learning (2011). ISBN: 978-0-324-78652-1 or 0-324-78652-2.

#### COMPUTER USE IN THIS COURSE

Students are required to have reliable access to a computer that can utilize GeorgiaView WebCT. Students will not be required to bring a computer to class. Computers may be used in class ONLY if students are actively taking notes. Students will make regular remote use of their computers to access course-related email, course websites and complete Internet assignments.

#### ANTICIPATED COURSE COVERAGE

It is my plan to cover the following portions of the text. Chapters will be taken in the order stated below unless otherwise indicated. Specific reading assignments will be announced daily in class.

Chapters 1, 35, 36, 37, 5, 26, 27, 28, 29, 30, 15, 16, 17, 18, 19, 20, 21 & 22

### DISHONESTY

Dishonesty of ANY kind will result in some consequence that may include a zero for the assignment and/or a failing grade for the course. Any incident of student dishonesty will be reported to the Dean's Office. Further action may be taken pursuant to the student conduct policies of the University.

### CHILDREN IN CLASS

It is the policy of the University that children are not permitted in the classroom. Faculty will not allow children to be present in the classrooms. The University requires that if a student brings a child to class, the student and the child must be told to leave the classroom. Unattended children will not be permitted to loiter on campus. If unattended children are observed on campus, faculty and staff are responsible for informing public safety. Campus police will take any unattended children to the classroom of the parent and will remove the parent from class. Student parents are referred to the office of Campus Life (UC 250) for information concerning child care facilities off-campus.

### SCHOOL OF BUSINESS MISSION STATEMENT

1. Prepare a diverse student body for business and professional careers by providing a quality education.
2. Provide a student-centered environment, using technology to enhance student learning.
3. Support faculty in applied and instructional research and service to the profession.
4. Serve primarily the metropolitan Atlanta area.

### OTHER POINTS

Students must abide by the policies and procedures in the University Catalog, Student

Handbook, the list of student responsibilities posted by the Registrar and, if applicable, program handbook. Academic integrity is of paramount importance at Clayton State. In an effort to insure the academic integrity of the examination process, it is important that students arrive on time during test periods. Students are expected to abide by the Student Code of Conduct as outlined in the University's official Student Handbook.

Please note the following dates of special significance:

Last Day to Withdraw w/o Acad. Accountability      Friday, October 07, 2011

Last Day of Classes and Online Final Exam      Friday, December 02, 2011

#### SCHOOL OF BUSINESS SPEAKER SERIES:

Thursday, September 22, 2011 – Jerry S. Wilson, Senior VP and Chief Customer and Commercial Officer, The Coca-Cola Company, 11:30am to 12:30pm in Baker University Center UC-272.

Wednesday, October 19, 2011 – Bill Nuti, CEO, NCR Corporation, 5:30pm to 6:30pm in Spivey Hall.

Tuesday, November 15, 2011 – Hank Halter, Sr. VP and CFO, Delta Air Lines, 11:30am to 12:30pm in Lecture Hall Room B-14.

#### Jim Wood Speaker Series

The Jim Wood Speaker Series provides a forum for Georgia's most celebrated business personalities to engage in insightful discussion with tomorrow's business leaders. Our goal is simple, to forge bonds between Georgia's business leaders and our students while ensuring students gain insights into current business trends and corporate strategies. As a result, you are required to attend at least one ***Jim Wood Speakers Series*** event this semester. ***Please bring your Laker ID card to the event with you. This is the only way you will be able to "sign in" to our computerized attendance system.***

Seating is limited and provided on a first-come-first-served basis.

The doors close 5 minutes after the Series begins and latecomers are denied access.

See <http://business.clayton.edu/speakers.htm> for up to date information on the speakers, times, and locations.

Extra credit opportunities are available for attending/viewing speakers and turning in a minimum one-page memo about the speakers. The memos should describe the experience.

#### EMAIL COURTESY

In an effort to help guard against computer viruses and junk email, please include the phrase “student question” in the reference line of any email message. It is also helpful for you to include what section (class) you are in when sending email messages. Please be sure to include your name on all student emails. You would be amazed by how many people don’t do this.

#### ACADEMIC ADVISING

Students are encouraged to consult with advisors on a regular basis as they plan their academic program. The Office of Academic and Career Advisement website can be found at <http://business.clayton.edu/advisement/default.htm>

#### OPERATION STUDY

At Clayton State University, we expect and support high motivation and academic achievement. Look for Operation Study activities and programs this semester that are designed to enhance your academic success such as study sessions, study breaks, workshops, and opportunities to earn Study Bucks (for use in the University Bookstore) and other items.