

Business Law and Ethics – BUS 340 – Class Syllabus

Class: Business Law and Ethics – BUS 340, sec. 82
Semester: Fall 2016

Class Time: Thursdays at 6:00 – 8:30 p.m.
Location: UW – Marathon County, Room 194
Instructor: Cass Cousins
Email: ccousins@uwsp.edu (preferred contact, will reply within 24 hours)

1. Course Description

This is a three credit course that serves as an introduction to legal concepts for employees, managers, and business owners. We will study legal procedure, the constitutional basis for business law, torts, contract law, forms of business organization, and other legal topics relevant in the business context. Each subject area will also address legal ethics topics.

2. Required Texts

You are required to rent / purchase “Business Law: Text and Cases, Legal, Ethical, Global, and Corporate Environment, Twelfth Edition,” by Clarkson, Miller and Cross. This is the only required text for this courses. Additional readings may be emailed to the class.

3. Grading Policy and Scale

Final grades are based on exam scores, a case presentation, attendance / participation. There are five exams, worth between 80 and 120 points. Each student must present an outline of a case for the class, worth 40 points. Class attendance and participation is worth a total of 140 points (10 points per class, 14 classes in the semester). The total points for the course is 740.

Letter Grade	Percentage (approximate)	Points (exact)
A	93 – 100	688 – 740
A-	90 – 92	666 – 687
B+	87 – 89	643 – 665
B	83 – 86	614 – 642
B-	80 – 82	592 – 613
C+	77 – 79	569 – 591
C	73 – 76	540 – 568
C-	70 – 72	518 – 539
D+	67 – 69	495 – 517
D	60 – 66	444 – 494
F	0 – 59	0 – 443

Grades are final. The ultimate grade you receive in this course will already be the highest possible grade I can reasonably give, consistent with your performance on exams and attendance and participation in class.

If, during the course of the semester, you are concerned with your performance on an exam or in the class in general, please contact me at that time. If you wait until the end of the semester, it will be too late to do anything to improve your grade!

7. Extra Credit

Yes, there is extra credit! First, excellent participation and question asking at lecture will be rewarded, up to 2 additional point per class.

Second, the School of Business and Economics has regular talks, workshops, and field trips. They are listed on the SBE Events website (<http://business.uwsp.edu/events>). Pick out an event, go to it, take notes, and write up a one-page, double spaced summary of the event and what you learned. Hand in your notes and your summary, and you will get 20 extra credit points. Must be completed by December 15. This could raise you from a B+ to an A-!

4. Attendance Policy

Attendance at lecture is mandatory – please come to class! Additionally, exams will cover lecture material, and class attendance and participation forms part of your grade, so good attendance is a crucial part of doing well in this course.

If you know that you will be absent from a class, please let me know ahead of time by email. In the case of an emergency, please email me after class to let me know, as soon as is reasonably possible.

Students will be allowed two excused absences. Absences beyond that amount, or unexcused absences, will result in the student receiving 0 out of the 10 possible attendance / participation points for that missed class.

Please make every effort to come to class. Because we are meeting only once per week, each class will cover a significant amount of material and by missing class, you run the risk of falling behind and missing important lecture information.

5. Examinations

There will be a five take-home exams in this class. Exam will generally be multiple choice and / or short answer. Exams are generally worth 120 points each, except for Exam 4, which is shorter and will be 80 points. Of the total possible 740 points in the course, exams are the largest part of this, and compose approximately 76% of your final grade. Each exam will cover the previous unit only and will not be cumulative on the tested material. That said, prior concepts from earlier units may help, and you should not forget material once the unit is done. ☺ Exams will cover the key concepts and topics from the lecture and reading and will be kept as short as possible!

6. Case Presentation

Each student is responsible for presenting once legal case or decision to the class. Presentations will involve outlining and presenting the material facts, issue, rule, application, and conclusion. Each student will sign up for their day to present their case on the first day of class. Presentations should be between 5 and 10 minutes. This assignment is worth 40 points.

7. Lecture Schedule

No.	Date	Topic	Required Reading
1	Sept. 8	Introduction to course. Introduction to the American Legal System, sources of law, the court system, and legal procedure. Review and lecture on Chapters 1 – 3 in the text. How to outline a case for presentation.	Syllabus ☺ Pg. 37 – 41, 74 – 79, 86 – 88
2	Sept. 15	Introduction to Torts. Intentional Torts against Persons. Intentional Torts against Property. Business Torts.	Pg. 116 – 132
3	Sept. 22	Introduction to Negligence Liability Torts. Defenses to Negligence Liability. Additional Negligence Doctrines. Strict Liability. Review of topics on the legal system procedure, constitutional origins of the business law, and torts.	Pg. 136 – 148
EXAM 1: (120 points) Covers material from Lectures 1 – 3.			
4	Sept. 29	Introduction to Contracts, with discussion on types of contracts, elements of a contract. Contract interpretation. Consideration.	Pg. 206 – 217; 222 – 233; 243 – 252
5	Oct. 6	Contracts continued. Additional topics, including capacity to enter into contract, legality of contract and enforceability of illegal contracts.	Pg. 256 – 270; 274 – 284; 289 – 301; 356 – 372

		The Statute of Frauds. Introduction of Uniform Commercial Code and its application for sales contracts.	
6	Oct. 13	Performance and Discharge of Contract, Breach of Contract and Remedies. Performance and Breach of Contract in the context of sales and lease contracts. Review of Contracts Topics.	Pg. 319 – 346; 400 – 416 (end before “Dealing with International Contracts”)
EXAM 2: (120 points) Covers material from Lectures 4 – 6.			
7	Oct. 20	Introduction to different types of Business Organizations. Sole Proprietorships. Franchises. Partnerships, basics concepts, formation, operation, and termination.	Pg. 706 - 730
8	Oct. 27	Review of Partnerships. Limited Liability Partnerships. Limited Partnerships. Introductions to Corporations.	Pg. 730 - 749
9	Nov. 3	Corporations. Formation, Organization, and Financing Review of Business Organization Topics.	Pg. 753 – 771; 775 – 792
EXAM 3: (120 points) Covers material from Lectures 7 – 9.			
10	Nov. 10	Warranty Law and related topics.	Pg. 421 – 438
11	Nov. 17	Secured Transactions and Credit. Review.	Pg. 546 – 575
EXAM 4: (80 points) Covers all material from Lectures 10 and 11.			
12	Dec. 1	Employment Law and Consumer Protection.	Pg. 658 – 676; 681 – 696 (stop before Sec. 5)
13	Dec. 8	Agency Law.	Pg. 624 – 653

14	Dec. 15	Administrative Law Topics. Consumer Law. Final Review of Class Topics.	Pg. 860 – 869; 880 – 893
EXAM 5: (120 points) Covers material from Lectures 12 – 14.			

8. Final Remarks

This syllabus is subject to modification throughout the course of the semester. This will most likely take the form of reducing the required readings, depending on how quickly we progress through the material. Please refer to D2L for updates or changes throughout the semester.

Your instructor also works as a full-time attorney and as such does not have a designated office at UWSP or a designated phone line. Email is the best means for communication - students will get a response within 24 hours. If you need to meet with the instructor outside of class, please email to set up a time to meet before or after lecture.