BULA 3001-101, LEGAL ENVIRONMENT OF BUSINESS
FALL TERM 2015

Mondays and Wednesdays
3:30 PM – 4:45 PM
Marquette Hall 200

CONTACT INFORMATION

Instructor: Douglas O. Smith, JD, MBA
Please call me Professor Smith.
Office: Zilber Hall 212C (most mornings), Straz Hall 404 (most afternoons)
Email: douglas.smith@marquette.edu
Please include in the subject line of all email communication to me the course & section number as it appears above. Also, please see instructions below for use of email for communications about the course. You can expect a response to emails within one (1) business day unless there is an Out of Office message that indicates otherwise.
Office Phone: (414) 288-6486; VoiceMail returned within one (1) business day
Mobile Phone: (414) 581-3373
Office Hours: Mondays through Thursdays 12:00 noon to 2 PM during the course, except class breaks and holidays. Check the News section of D2L for any cancellations of regular office hours. Office hours will be in Straz Hall 404 unless notified otherwise.

Thanks to Professor June Young-Kim for sharing his basic format for the syllabus. Any errors in the syllabus are entirely mine, however.

COURSE DESCRIPTION AND OBJECTIVES

Law establishes the parameters within which business transactions must be conducted and the mechanisms and standards by which disputes must be resolved. Just as athletes cannot hope to win the competition unless they know the rules, business managers must have a basic understanding of fundamental business law principles if they are to know how best to structure and to carry out activities for the benefit of the organization (whether for-profit or nonprofit). Just as importantly, business managers must be sufficiently sensitive to legal matters to know when to seek professional legal assistance.
This course focuses on the legal environment of the business organization—more specifically, the law governing (1) relationships within the organization and (2) between the organization and the social and political environment in which it operates. From limiting the financial risk of the organization, to managing effectively customer and supplier chain relationships, to marshaling human resources effectively, managers need to understand how the law restricts their operations and dictates the resolution of the disputes that invariably arise in business activities and transactions.

We will introduce basic business law principles in a variety of areas. This course has two objectives: (1) to make you a legally astute manager—one who can identify legal issues that may affect your ability to do your job and know how to proceed to get the best result; and (2) for those of you who will be taking BULA 4001, to provide you with a solid background for understanding the material that will be covered in BULA 4001 and in the Regulation section of the CPA exam.

You will be expected to have a working knowledge of basic business terminology and an understanding of significant current events in the business world. **If you have not taken any business courses, it’s your responsibility to identify anything that you don’t understand and ask.** You can do that in the General Questions forum in the Discussions section of D2L, anonymously if you wish, or during office hours. The Discussions section of D2L is not fully accessible to those who use screen readers; if you use a screen reader, send me an email with your questions, and I will answer them and then post them in the General Questions forum. I also recommend that, at a minimum, you get one or more good business news Web sites or smartphone applications and read daily. I rely on Wall Street Journal Mobile, NYT Now, Economist Espresso, Flipboard’s Business Section, and the Milwaukee Business Journal app for free current events information in business, but there are many other sites and apps that provide much the same kind of information.

To assist you in this regard, I am curating a Flipboard magazine called *Business Law in the 21st Century*. You can search for the magazine on Flipboard; if you don’t find it, send me an email, and I will send you an invitation. This material is not testable, but some of it will be used in class to illustrate the subject matter discussed, both in BULA 3001 and in BULA 4001. If you volunteer to participate in discussions for extra credit (see below), I will let you know which articles will be included in that day’s discussion. It may also help with ideas for your Pink Time project.

**LEARNING TOOLS**

Marquette’s D2L portal is the primary way in which you will access information and assignments (examinations and written work product) related to the course. **You are responsible for all information provided in D2L.** Any changes to the syllabus, the schedule, or anything else related to the course will appear in the News section of D2L. **You should check D2L well in advance of each class to assure that you understand everything that is required for that class.**
COURSE MATERIALS

COURSE CALENDAR

The Course Calendar is an important part of this syllabus. It is posted separately so that it can be easily updated if the need arises. If the Course Calendar is updated, it will be re-posted and a notice will appear in the News section of the main page for the course on D2L.

Requirements for the upcoming week will also be highlighted in class, but you may only safely rely on the Course Calendar. Anything submitted after the time specified on the Course Calendar is late. Late submissions will not be accepted, except for good cause shown.

REQUIRED TEXTBOOK

The textbook for this course is *Business Law: The First Course—Summarized Case Edition*, (Cengage Learning 2015, ISBN 13:9781305087859). The examinations will require you to demonstrate your knowledge of the material assigned from the textbook, whether or not that material is also discussed in class.

OTHER COURSE MATERIALS

Any other course materials will be posted electronically in the Content section of D2L.

GOOD CAUSE SHOWN

Throughout the syllabus, you will see reference to “except for good cause shown.” “**Good cause shown**” requires that you must meet with me in person to discuss the reasons for the absence, late assignment, or other issue, during office hours or at a scheduled appointment.

- A traffic jam or oversleeping is not good cause shown for late attendance or absence. Delivering a baby along the side of the freeway constitutes good cause shown. Anything in between is up to my reasonable judgment.
- If an assignment is submitted late, you must have the late work completed and uploaded to D2L within one (1) week of the scheduled due date, and before meeting with me, in order to obtain any consideration. I reserve the right to accept an assignment late and grade it for full credit; accept the assignment late and reduce the grade earned by up to 50%; or to reject the assignment submitted late and to provide with a zero grade for the assignment. If you ask me for an accommodation (by email, for example) before you submit the completed work and before you meet with me, your request will be denied.
- D2L drop boxes will be set to remain open to allow late assignments to be posted for one week after the due date. Do not be fooled by the date on which the D2L Dropbox closes. D2L Dropboxes are left open for an extra week in case a late assignment is submitted and subsequently accepted by me. Rely on the Course Calendar, and any updates to
the Course Calendar, as to when assignments are due. Again, do not ask me if I will accept late assignments without first turning them in.

- You assume all responsibility for the technology that you use to access D2L to turn in a written assignment or papers or to take an exam. Unless Marquette’s Information Technology Services reports that there was a problem with D2L’s operation, technology problems will not be considered good cause so as to permit you to turn in assignments late. Waiting until the very last minute to submit assignments increases your risk that a problem with technology will interfere with your grade for that assignment. You have the ability to avoid these issues by not waiting until the last minute to attempt to upload the assignments or to take an examination in D2L.

ATTENDANCE

Part of what you should learn in the College of Business Administration are the traits of professionalism in the workplace. Attendance at each scheduled class session is expected, because attendance every day at work will be expected. There will be assigned seats beginning with Class No. 1, and attendance will be taken at the beginning of every class. The seating chart will include numbers for each assigned seat, along with an Excel spreadsheet listing the class by name and assigned number. If you are a late registrant or were not assigned a number for some reason, see me for your assigned seat. See me with any concerns about your seat assignment.

You are expected to be in your seat at the time that class begins. It is your responsibility to bring any discrepancies to my attention within seven (7) days of the date on which you are first informed that you were erroneously marked absent, or no changes will be made.

Arriving more than five minutes late counts as a missed class session. You cannot benefit from class discussion unless you are present for all of it, and it is distracting to me and to others for you to arrive late. If you are not normally punctual for appointments, make this class an exception. Discuss me with in person, and preferably in advance, any reason why these rules should not apply to you. Consider yourself warned that being on time is my personal obsession. I reserve the right to prohibit students from entering the classroom after the class starts, and then marking them as absent, if late arrivals are widespread or become a habit.

Only four missed class sessions are permitted. Students with more than four absences during the academic term will receive a grade of “WA” unless the student meets with me in person and I determine that absences were for good cause shown.

The burden is on you to demonstrate why you should not receive a grade of “WA.” You are required to meet with me after four (4) absences, and after each and every absence after four (4) absences, so that your absences status can be confirmed and an appropriate decision on your continuation in the class can be made.

Absences excused under the University’s attendance policy, including any required as an accommodation for special needs, are by definition “for good cause shown” for purposes of attendance and for obtaining extensions for the completion of assignments.
You are responsible for all material discussed in your absence from class. As a class, you are free to use the Facebook group page, or to use other apps or technology, to provide for appropriate collaboration between those in class and those who may be required to miss a particular class.

**GRADING**

**OVERALL SCHEME**

The purpose of grades is both (1) to communicate to you the effectiveness of your study skills and your ability in the future to apply the material presented and (2) to inform others once the course is complete as to your mastery of the material. The job of the grading scheme is to make sure that you are awarded the grade that you have earned. It would be unfair both to your current and future employers and to you to award a grade that you have not earned.

Your grade will be based on your (1) your performance on the examinations; (2) your “Pink Time” assignment; and (3) any extra credit points that you have earned through class participation.

The points are allocated as follows:

<table>
<thead>
<tr>
<th></th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Regular Examinations</strong></td>
<td>400</td>
</tr>
<tr>
<td>(4 exams at 100 points each)</td>
<td>400</td>
</tr>
<tr>
<td><strong>“Pink Time” Assignment</strong></td>
<td>50</td>
</tr>
<tr>
<td><strong>Mid-Term and Final Examinations</strong></td>
<td>300</td>
</tr>
<tr>
<td>(2 exams at 150 points each)</td>
<td>300</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>750</td>
</tr>
</tbody>
</table>

Final course grades will be determined as follows:

- 93% and up: A 697 points or more
- 88% - 92.9%: AB 659 points to 696 points, inclusive
- 83% - 87.9%: B 622 points to 658 points, inclusive
- 78% - 82.9%: BC 584 points to 621 points, inclusive
- 73% - 77.9%: C 547 points to 583 points, inclusive
- 68% - 72.9%: CD 509 points to 546 points, inclusive
- 60% - 67.9%: D 450 points to 508 points, inclusive
- Below 60%: F 449 points or less

**There will be no curve.** Everyone should have an equal chance to earn the top grade. That being said, in exceptional cases, I may provide extra credit points to some or all of the class to reflect any poor performance on a particular examination that may be partly attributable to me (because, for example, I skipped over relevant material or wrote a poor exam question).

**Extra credit is available.** The purpose of extra credit is to provide you with opportunities both to expand your learning on the subject and to remediate any areas of your graded performance that may have suffered as a result of a lack of understanding of class requirements or of the specific written material presented. Not everyone masters all of the material at the same pace.
You have two separate types of opportunities to earn extra credit:

1. You can earn up to thirty (30) extra credit points through class participation. In this class, students can sign up in the Discussion section of D2L to participate in the class discussion. By volunteering, you subject yourself to cross-examination on the readings and the materials presented in class. I will award up to fifteen (15) extra credit points for each time you volunteer and demonstrate a working knowledge of the material being discussed, up to the maximum of 30 points. You may only volunteer twice. You must sign up at least 24 hours in advance of class to volunteer, and only two students may sign up per class. It’s first come, first served. Once you sign up, if you are not present in class or decline to participate, you will lose all extra credit points and future extra credit opportunities.

2. A total of ten (10) extra credit points are available for completing the midterm course evaluation (five points) and the final course evaluation (five points). All you need to do is post in the Extra Credit for Course Evaluations forum of D2L after you have completed each evaluation.

No extra credit points will be awarded if you have any missing assignments or late assignments that were not accepted for good cause shown. Extra credit is not a substitute for the assigned work. It is intended to provide you an opportunity to recover points that you did not earn from assigned work that was timely completed and submitted.

Any concerns about an individual component grade that you received must be brought to my attention within fourteen (14) days of the date on which the assignment was originally due. Otherwise, I will not revisit the assigned grade for that component.

Finally, I reserve the right at the end of the course to assign the next highest grade for any student who is within ten (10) points of achieving the next highest grade. I will normally make the adjustment to the higher grade if (1) you have completed and timely submitted all written assignments and D2L examinations and (2) you completed both course evaluations so as to receive all ten extra credit points available for them. I also reserve the right not to assign the next highest grade if I believe that the grade you assigned yourself for the Pink Time project was excessive or if you have given me any other reason during the course not to believe that you have taken the course seriously.

EXAMINATIONS

All examinations will be made available on D2L as set forth in the Course Calendar. Regular examinations will consist of 50 multiple-choice questions and will cover only the material completed since the last examination. Mid-term and final examinations will consist of 75 multiple-choice questions, 50 of which will cover the material completed since the last examination. The other 25 questions will come from material previously covered.

While use of notes, PowerPoints, and the textbook during examinations is not prohibited, the examinations are designed so that you will not have the time to review these materials for more than a small number of questions. You should prepare for each examination as if these materials were not available. Collaboration with classmates concerning exam questions is prohibited.
All examinations except for the final examination will become available on at 5 PM on the
designated day and will no longer be available after 11:59:00 PM on the designated day. You will
have 75 minutes to complete regular examinations and 120 minutes for the mid-term and final
examinations. Exams will be rescheduled for individual students only for good cause shown.

All questions will come either from assigned portions of the textbook or from the materials that I
present in class and will have four possible answers. The most correct answer receives two points.
There is no penalty for guessing, but guessing is not a strategy for being successful in this course.

“PINK TIME” ASSIGNMENT

Author Daniel Pink has inspired an experimental teaching strategy. If you wish to get a better
sense of the thinking behind this assignment, you can see his video on “The Puzzle of Motivation”
at https://www.youtube.com/watch?v=rrkrvAUbU9Y.

My version of “Pink Time” is as follows:

1. You have one (1) excused absence during the first five weeks of the course to work on this
   assignment. You have to let me know that you are going to be absent for this purpose at
   least 24 hours in advance of class time by posting at the Pink Time Absence forum in the
   Discussions section of D2L in order for this absence to be excused.
2. Your job is to go explore something of interest to you. Presumably, you can find something
   involving the relationship between law and business that is of interest to you, but if not,
   you should pick a topic that is of interest to you.
3. You may work individually or with one partner. You do not need to notify me in advance
   who your partner is. If you work with a partner, note the partner’s name on each
   submission. Both partners must submit exactly the same work product and must agree on
   the grade to be assigned.
4. You must report back to me on what you did and what you learned. The length, format,
   and medium that you use to do this is up to you. You may meet with me by appointment
   to present your findings in lieu of a written submission. The “Pink Time” assignment will
   be due as set forth in the Course Calendar.
5. You must assign yourself (or yourselves) up to 50 points for your efforts. Work product
   prepared with a partner should be graded with the idea that two people should be able to
   provide a better and more complete work product than a single person. Grades should be
   assigned based on creativity and demonstration of critical thinking skills. The grade you
   assign yourself will be the grade you receive, although I receive the right to adjust a grade
   after meeting with you if it does not appear that the grade assigned meets the “reasonable
   person” test.
6. I reserve the right to distribute your written work product provided as part of this
   assignment to the class and to future classes. You can decide if you do not want your name
   associated with the work product, if you so indicate this as part of the submission.

That’s it.
CLASS DISCUSSIONS

Because there are a large number of students assigned to this section, it will be difficult for me to entertain questions during class simply by calling on students. We have a lot of material to cover, and questions are sometime not pertinent to the material then being covered. So that we can address questions timely where appropriate, and address all other questions comprehensively where that is appropriate, there are two methods for asking questions about course material.

1. I have created a private Facebook group for this class and will send invitations to each of you. If you wish to ask a question during class, simply post the question to the Facebook group page. Since I have not used this method before, we’ll try it and see how it works. This is voluntary on your part. **You may not invite anyone else to participate in the Facebook group, and you are responsible for any posts you make.**
2. You can post your question to the appropriate forum in the Discussion section in D2L, and I will answer these questions after class.

COURSE POLICIES

CLASS CANCELLATION

In the highly unusual situation that classes are cancelled by the University Provost because of weather, the Class Calendar will remain unchanged. You should anticipate that I will prepare a Voice-Over PowerPoint presentation of the class material for the cancelled class and make it available on D2L prior to the exam that will cover that material.

If I am absent from class for serious illness or other reason beyond my control, I will post the notice of class cancellation to the News section of D2L and to the Facebook Group page for the class as soon as I possibly can, along with any instructions. Again, you should anticipate that I will prepare a Voice-Over PowerPoint presentation of the class material for the cancelled class and make it available on D2L prior to the exam that will cover that material.

Since the final examination does not need to be taken in person, if classes are cancelled during Finals Week, you are still expected to complete the final exam. If technological reasons prevent the use of D2L for the administration of the final exam to the class as a whole at the scheduled time, your grade for the course will be based on:

\[
[\text{Total Points from Exams 1 through 5 & Pink Time Assignment}] \times 1.25 \\
\text{PLUS} \\
[\text{Total Extra Credit Points}] \times 0.8
\]

So, if you had accumulated 500 assignment points and 25 extra credit points up to the final exam and it is cancelled, your grade would be based on \((500 \times 1.25) + (25 \times 0.8) = 645\) points, for a final course grade of B.

Effectively, this will put you in the same place that you would have been if the final exam had not been included as part of the original grading scale.
GUIDELINES FOR WRITTEN SUBMISSIONS

All written submissions must be submitted either in Microsoft Word, 2009 version or later, or Adobe Acrobat PDF. Margins shall be one inch on each side, and the typeface shall be 12 point Times New Roman or 12 point Arial. **Submissions in other formats or not meeting these requirements will not be accepted.**

The date and time of submission are the date and time in which a version of the written submission meeting these requirements is uploaded to D2L.

Good writing habits are "portable" and will always reflect well on you. Shoddy written work can have enormous negative consequences in terms of lost opportunities for new positions or advancement. A commitment to quality is essential. To this end, you should proofread your work for content (i.e. cohesion of argument, clarity of logic, support of position, and conciseness), as well as for correct grammar, spelling, and punctuation (re-read even *after* running spell check). Unless you are an uncommonly gifted writer and analyst, your grade will inevitably suffer if you wait until the last minute to complete your written assignments. **Plan ahead.**

In general, your written assignments should include the following:

- Well-organized and concise arguments (avoid padding)
- Clear statements of assumptions and conclusions
- Rigorous use of facts to support arguments without summarizing the material (I've read the materials and I don't care to re-read them in your assignment!)
- Original, not plagiarized text (quote appropriately, and give credit if you quote or paraphrase)

TURNITIN

In this course you will be required to submit any written work product for the “Pink Time” assignment in electronic form for evaluation by a plagiarism detection website called Turnitin. Your assignment will become a permanent part of the Turnitin database, but your work product will not be used for any other purpose than checking for plagiarism.

CLASS PREPARATION

There will not be adequate class time to cover all of the issues discussed in the text and readings. You are expected to complete and be familiar with all assigned readings and integrate them as appropriate into your written assignments, **even if we don’t talk about them in class.** The readings should also inform your class comments. Please consider me a resource (both in and out of class) to discuss any topics that you do not understand.
MAKE-UP POLICY

No make-ups for the examinations will be given, except as an accommodation for special needs. The examinations will not be made available early, and the examinations will only be available within the designated time window, except as an accommodation for special needs or for good cause shown.

GRADE APPEALS

See the Academic Bulletin.

ACADEMIC DISHONESTY

The rules on academic dishonesty for the College of Business Administration apply. See also the discussion concerning the Honor Code below.

OTHER ADMINISTRATIVE DETAILS

- Be in your assigned seat and ready to go at the beginning of class.
- Laptops, mobile phones, and other electronic devices are allowed in the classroom, but if the class is unable to stay focused on course activities while electronic devices are in use, I will prohibit further use of those devices by the entire class. If this will be a problem for you, leave your technology at home.
- It is very important that you check D2L often for any news items, modifications to the syllabus, class notes, and other class materials. There are no excuses for not knowing information that is posted in D2L. I may, but I assume no obligation to, notify you via email message when important information is posted to D2L. Any email message from me will go to your Marquette email address listed in D2L, no exceptions.
- Questions of general interest or concern must be posted in the General Questions forum of the Discussion section in D2L or the Facebook group page, so that I can post the answer and all of the students in the class can benefit from the answer. I will typically also post a reference in the News section of D2L, so that everyone will know to look for more information. That includes any matters related to the syllabus. I reserve the right to answer questions that are already plainly and directly answered by the materials in this syllabus by saying “See the syllabus.”
- All email communications from you to me must be limited to scheduling meetings and informing me of facts—for example, that you want to meet with me this week to discuss your participation in the course other than during office hours or that you will have an extended absence due to a health or family emergency. Urgent notifications may also be made by text.
- Issues related to your individual situation—such as grade calculations or attendance or performance concerns—must be addressed to me in person. No exceptions! Do not send me emails or texts on these subjects. Any request made by email, other than for an appointment, will be summarily denied. I will be available during office hours and freely by appointment. I am on campus throughout the work day and often available in the afternoon and evenings. Email does not have the required give-and-take to address these kinds of issues fairly and appropriately. In addition, I do not consider it safe or secure
to send grade information via email, even within the Marquette ITS system or even if you choose to do so.

- Generally, you should expect that violations of the Honor Code or of standards of academic integrity will result in receiving a zero for the grade component in question, unless there are significant extenuating circumstances. This includes the failure to use quotation marks on quoted material and the failure to cite material upon which you rely.

- **Do not wait until the end of the term to see me regarding problems with the course material or your performance.** Your performance in this class is important to me. Please come by my office or make an appointment to discuss potential problems with me as early as possible. **Students who have waited to see me until the end of the term about such issues have received no favorable consideration, and you can expect that this will be my approach going forward.**

- In addition, I reserve the right to require students to meet with me in my office, during office hours or at a mutually agreed appointment time, to discuss the course. I will randomly select students for this honor from time to time. If you have already stopped by to see me outside of class, you won’t be asked to come by again.

**Special Needs**

- If you have a disability and require accommodations, please contact me as soon as possible so that your learning needs may be appropriately met. You will need to provide documentation of your disability from the Office of Disability Services. If you are unsure of what you need to qualify for services, visit the Office of Disability Service's website at [www.marquette.edu/disability-services](http://www.marquette.edu/disability-services) or contact the Office of Disability Services at 414-288-1645.

- Except to address such situations, **no audio recording or photography of any kind is permitted in the classroom.**

**Emergency Plan**

- Every Marquette University campus building has emergency shelter and evacuation plans. Please familiarize yourself with the plans of each building in which you take classes or attend meetings. Make sure to note the routes to the lowest level of the buildings for shelter during inclement weather, as well as exits from the buildings in the event of fire or other emergency.

**University Honor Code**

The Associate Deans of the undergraduate colleges at Marquette have adopted an Honor Code that includes procedures for handling violations of those standards. Instructors must:

- Monitor and design exams and assignments so that honest students will not be disadvantaged by other students who might choose to cheat if given the opportunity.

- Report circumstances that may compromise academic honesty, such as inattentive proctoring or premature posting of answers.

- Follow all published procedures regarding cases of academic misconduct.
• Report all observed breaches of the Honor Code and academic honesty to the Associate Dean.

You should review the Honor Code to understand your obligations as a student.

COLLEGE OF BUSINESS ADMINISTRATION ASSESSMENT STATEMENT

• The fundamental mission of the College of Business Administration is to provide a quality education grounded in Catholic, Jesuit intellectual values. Students are expected to learn how to function effectively in a diverse and global economy and develop into responsible members of the business community. As one of many methods of assuring that the goals of our educational mission are successfully met, the college regularly and systematically engages in the assessment of these competencies.

• Students in COBA programs are also assessed on their competency to communicate effectively, communicate effectively, analyze critically, and understand local, national, and global strategic issues of firms and perform fundamental activities of business managers.

• Assessment takes place each semester in all programs and settings using quantifiable measures to gather and analyze information to help continuously improve the educational process. The College of Business Administration is dedicated to providing a quality education for all students. Assessment is the continuous improvement process of evaluating our success. More information on assessment can be found at (http://www.marquette.edu/assessment/) and (http://www.busadm.mu.edu/graduate/learning_objectives.shtml)

• The undergraduate business core program learning goals are:
  1. Demonstrate effective communication skills in business situations.
  2. Analyze the global business environment.
  3. Analyze the domestic business environment.
  4. Demonstrate critical thinking skills in business situations
  5. Demonstrate an ethical understanding and perspective in business situations

• In addition to assessing the learning outcomes of the business core and the MBA program, each undergraduate major and all business graduate programs have unique program goals and associated learnings outcomes. These programs assess their outcomes each semester. The primary rationale for assessment is the assurance of learning for all undergraduate and graduate students in the College of Business Administration.
# BULA 3001-101 FALL 2015 COURSE CALENDAR 8/24/2015

## UNIT 1--LEGAL ENVIRONMENT OF BUSINESS

<table>
<thead>
<tr>
<th>Class</th>
<th>Date</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Mon 31 Aug 3:30 PM</td>
<td>You will be introduced to the course and its subject matter. After reviewing the syllabus and the basic structure of the course, we'll discuss what law and business law are and review some basic themes and philosophies that you will encounter during the course. Read the syllabus, located in the Syllabus and Administrative Materials subsection of the Content section of D2L, carefully prior to class. Submit any questions in the Syllabus and Administrative Issues forum in the Discussions section of D2L.</td>
</tr>
<tr>
<td>2</td>
<td>Wed 2 Sep 3:30 PM</td>
<td>We'll discuss how law is administered and enforced and the process by which legal principles are derived. Read Chapter 1, Law and Legal Reasoning, and Chapter 5, Business Ethics and Law, in the textbook and any material in the Class 2 subsection of the Content section of D2L. Omit sections 4 and 6 and Exhibits 1-4 and 1-5 in Chapter 1. Omit Cases 5.1 and 5.3 in Chapter 5. Also omit the first part of section 7, prior to “Case Titles and Terminology.” Read the Unit 1 Focus on Ethics on pages 105-107.</td>
</tr>
<tr>
<td></td>
<td>Mon 7 Sep LABOR DAY--NO CLASSES</td>
<td></td>
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<tr>
<td>3</td>
<td>Wed 9 Sep 3:30 PM</td>
<td>We'll discuss the judicial mechanisms used to resolve legal disputes. Read Chapter 2, Courts and Alternative Dispute Resolution, and Chapter 3, Court Procedures, in the textbook and any material in the Class 3 subsection of the Content section of D2L. Omit Cases 2.1, 3.2, and 3.3.</td>
</tr>
<tr>
<td>4</td>
<td>Mon 14 Sep 3:30 PM</td>
<td>We'll discuss the constitutional authority over, and limitations on, the regulation of business activity by the Federal Government. Read Chapter 4 in the textbook and any material in the Class 4 subsection of the Content section of D2L. Omit Cases 4.1, 4.2, and 4.3.</td>
</tr>
<tr>
<td></td>
<td>Mon 14 Sep 5:00 PM</td>
<td>UNIT 1 EXAMINATION WILL BE AVAILABLE IN D2L.</td>
</tr>
<tr>
<td></td>
<td>Mon 14 Sep</td>
<td>UNIT 3--CONTRACTS</td>
</tr>
<tr>
<td>5</td>
<td>Wed 16 Sep 3:30 PM</td>
<td>We'll discuss the nature of contract law and the basic terminology necessary to perform an analysis of contract law that affects business operations. Read Chapter 11 in the textbook and any material in the Class 5 subsection of the Content section of D2L.</td>
</tr>
<tr>
<td></td>
<td>Thurs 17 Sep 6:00 PM</td>
<td>Finish the exam early and attend Taste of Ireland 2015 at Turner Hall. Eat samples from the best that Milwaukee's Irish bars and restaurants have to offer, listen to great Irish music, and benefit the local schools supported by the Hibernian Foundation. See the News section of D2L for more information.</td>
</tr>
<tr>
<td></td>
<td>Thurs 17 Sep 11:59:00 PM</td>
<td>UNIT 1 EXAMINATION WILL BE DUE IN D2L.</td>
</tr>
<tr>
<td>Date</td>
<td>Time</td>
<td>Event</td>
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<tr>
<td>Mon 21 Sep</td>
<td>3:30 PM</td>
<td>We'll discuss the first of the essential elements of a contract, often referred to as &quot;agreement,&quot; &quot;meeting of the minds,&quot; or &quot;manifestation of mutual assent.&quot; Read Chapter 12 in the textbook and any material in the Class 6 subsection of the Content section of D2L.</td>
</tr>
<tr>
<td>Wed 23 Sep</td>
<td>3:30 PM</td>
<td>We'll discuss the next essential element of a contract, called consideration. Read Chapter 13 in the textbook and any material in the Class 7 subsection of the Content section of D2L. Omit Case 13.3.</td>
</tr>
<tr>
<td>Mon 28 Sep</td>
<td>3:30 PM</td>
<td>We'll discuss the last two essential elements of a contract, called capacity and legality. Read Chapter 14 of the textbook and any material in the Class 8 subsection of the Content section of D2L. Omit Case 14.2.</td>
</tr>
<tr>
<td>Mon 28 Sep</td>
<td>5:00 PM</td>
<td>UNIT 3 EXAMINATION (PART 1) WILL BE AVAILABLE IN D2L.</td>
</tr>
<tr>
<td>Wed 30 Sep</td>
<td>3:30 PM</td>
<td>We'll discuss the issues of mistake and fraud as a basis of contract avoidance. Read Chapter 15 of the textbook and any material in the Class 9 subsection of the Content section of D2L. Omit Case 15.3.</td>
</tr>
<tr>
<td>Thurs 1 Oct</td>
<td>11:59 PM</td>
<td>UNIT 3 EXAMINATION (PART 1) WILL BE DUE IN D2L.</td>
</tr>
<tr>
<td>Mon 5 Oct</td>
<td>3:30 PM</td>
<td>We'll discuss the Statute of Frauds and a writing as a (sometimes) required element for a valid contract. Read Chapter 16 of the textbook and any material in the Class 10 subsection of the Content section of D2L. Omit Case 16.2.</td>
</tr>
<tr>
<td>Wed 7 Oct</td>
<td>3:30 PM</td>
<td>We'll discuss privity of contract and the rights of third parties that may arise under contractual relationships. Read Chapter 17 of the textbook and any material in the Class 11 subsection of the Content section of D2L. Omit Case 17.2.</td>
</tr>
<tr>
<td>Mon 12 Oct</td>
<td>3:30 PM</td>
<td>We'll discuss how contracts are performed and how performance obligations under contracts are discharged. Read Chapter 18 of the textbook and any material in the Class 12 subsection of the Content section of D2L. Omit Case 18.3.</td>
</tr>
<tr>
<td>Wed 14 Oct</td>
<td>3:30 PM</td>
<td>We'll discuss the remedies available for breach of contract. Read Chapter 19 of the textbook and any material in the Class 13 subsection of the Content section of D2L. Also read the Appendix to Chapter 19, Reading and Analyzing a Contract, on pages 332-337 and the Unit 3 Focus on Ethics on pages 338 through 340.</td>
</tr>
<tr>
<td>Wed 14 Oct</td>
<td>5:00 PM</td>
<td>MID-TERM EXAMINATION, COVERING UNITS 1 AND 3 (PART 2), WILL BE AVAILABLE IN D2L.</td>
</tr>
<tr>
<td>Sun 18 Oct</td>
<td>11:59 PM</td>
<td>MID-TERM EXAMINATION WILL BE DUE IN D2L.</td>
</tr>
</tbody>
</table>

UNIT 4--DOMESTIC AND INTERNATIONAL SALES & LEASE CONTRACTS

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mon 19 Oct</td>
<td>3:30 PM</td>
<td>We'll begin discussing Article 2 of the Uniform Commercial Code. Read Chapter 20 of the textbook and any material in the Class 14 subsection of the Content section of D2L. Also read the Appendix to Chapter 20 on pages 363-366.</td>
</tr>
<tr>
<td>Wed 21 Oct</td>
<td>3:30 PM</td>
<td>We'll discuss issues of title, risk, and insurable interest under Article 2 of the Uniform Commercial Code. Read Chapter 21 of the textbook and any material in the Class 15 subsection of the Content section of D2L.</td>
</tr>
<tr>
<td>Date</td>
<td>Time</td>
<td>Activity</td>
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<tr>
<td>Thurs 22 Oct</td>
<td>3:30 PM</td>
<td>Mid-term break</td>
</tr>
<tr>
<td>to Sun 25 Oct</td>
<td></td>
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</tr>
<tr>
<td>16</td>
<td>Mon 26 Oct</td>
<td>We'll continue our discussion of Article 2 of the Uniform Commercial Code by reviewing issues of performance and breach under sales contracts governed by Article 2. Read Chapter 22 of the textbook and any material in the Class 16 subsection of the Content section of D2L. Omit the discussion of &quot;Remedies for Breach of International Sales Contracts&quot; on page 399 of the textbook.</td>
</tr>
<tr>
<td>17</td>
<td>Wed 28 Oct</td>
<td>We'll conclude our discussion of Article 2 of the Uniform Commercial Code by reviewing the concept of warranties. Read Chapter 23 of the textbook and any material in the Class 17 subsection of the Content section of D2L.</td>
</tr>
<tr>
<td>18</td>
<td>Mon 2 Nov</td>
<td>&quot;Pink Time&quot; Assignment is due in D2L.</td>
</tr>
<tr>
<td>19</td>
<td>Wed 4 Nov</td>
<td>We'll discuss the role of international law in a global economy. Read Chapter 24 of the textbook and any material in the Class 18 subsection of the Content section of D2L. Also read the Unit 4 Focus on Ethics on pages 431-434.</td>
</tr>
<tr>
<td>20</td>
<td>Mon 9 Nov</td>
<td>Unit 4 Examination will be available in D2L.</td>
</tr>
<tr>
<td>21</td>
<td>Wed 11 Nov</td>
<td>We'll discuss the general concept of agency. Read Chapter 25 of the textbook and any material in the Class 19 subsection of the Content section of D2L. Omit Case 25.2. Read also the Unit 5 Focus on Ethics on pages 508 and 509 related to &quot;The Agent's Duty to the Principal,&quot; &quot;The Principal's Duty to the Agent,&quot; and &quot;Respondeat Superior.&quot;</td>
</tr>
<tr>
<td>22</td>
<td>Mon 16 Nov</td>
<td>Unit 4 Examination will be due in D2L.</td>
</tr>
<tr>
<td></td>
<td>Mon 16 Nov</td>
<td>Unit 5 Examination will be available in D2L.</td>
</tr>
</tbody>
</table>

**UNIT 5--AGENCY AND EMPLOYMENT**

<p>| 19            | Wed 4 Nov | We'll discuss the general concept of agency. Read Chapter 25 of the textbook and any material in the Class 19 subsection of the Content section of D2L. Omit Case 25.2. Read also the Unit 5 Focus on Ethics on pages 508 and 509 related to &quot;The Agent's Duty to the Principal,&quot; &quot;The Principal's Duty to the Agent,&quot; and &quot;Respondeat Superior.&quot; |
| 20            | Mon 9 Nov | We'll discuss the extent to which principals and agents are liable to third parties and how agency relations can terminate. Read Chapter 26 of the textbook and any material in the Class 20 subsection of the Content section of D2L. |
| 21            | Wed 11 Nov | We'll do an overview of employment, immigration, and labor law. Read Chapter 27 of the textbook and any material in the Class 21 subsection of the Content section of D2L. Omit Cases 27.2 and 27.3. Read also the Unit 5 Focus on Ethics on pages 509 and 510 related to &quot;Immigration Reform&quot; and &quot;Problems with I-9 Verification.&quot; |
| 22            | Mon 16 Nov | We'll discuss employment discrimination, the legal basis for most employment-related litigation, and diversity issues. Read Chapter 28 of the textbook and any material in the Class 22 subsection of the Content section of D2L. Read also the Unit Five Focus on Ethics on page 510 related to &quot;Discrimination Against Transgender Persons.&quot; |</p>
<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>Wed 18 Nov</td>
<td>3:30 PM</td>
<td>We'll discuss the concept of torts. Read Chapter 6 of the textbook and any material in the Class 23 subsection of the Content section of D2L. Omit Case 6.1. Read the Unit 2 Focus on Ethics on &quot;Do Gun Makers Have a Duty to Warn?&quot; on page 204.</td>
</tr>
<tr>
<td>Thurs 19 Nov</td>
<td>11:59:00 PM</td>
<td>UNIT 5 EXAMINATION WILL BE DUE IN D2L.</td>
</tr>
<tr>
<td>Mon 23 Nov</td>
<td>3:30 PM</td>
<td>We'll discuss the law of strict liability and the general area of law called products liability. Read Chapter 7 of the textbook and any material in the Class 24 subsection of the Content section of D2L. Omit Case 7.2.</td>
</tr>
<tr>
<td>Wed 25 Nov</td>
<td></td>
<td>THANKSGIVING BREAK--NO CLASSES</td>
</tr>
<tr>
<td>Mon 30 Nov</td>
<td>3:30 PM</td>
<td>We'll discuss intellectual property law. Read Chapter 8 of the textbook and any material in the Class 25 subsection of the Content section of D2L. Omit Case 8.3. Read the Unit 2 Focus on Ethics on &quot;Trademark Protection versus Free Speech Rights&quot; and &quot;Trade Secrets versus Free Speech Rights&quot; on page 204.</td>
</tr>
<tr>
<td>Wed 2 Dec</td>
<td>3:30 PM</td>
<td>We'll discuss internet law, social media, and privacy issues. Read Chapter 9 of the textbook and any material in the Class 24 subsection of the Content section of D2L. Omit Case 9.2. Read the Unit 2 Focus on Ethics on pages 202 and 203.</td>
</tr>
<tr>
<td>Mon 7 Dec</td>
<td>3:30 PM</td>
<td>We'll discuss criminal law in the business context. Read Chapter 10 of the textbook and any material in the Class 27 subsection of the Content section of D2L. Omit Cases 10.1 and 10.3.</td>
</tr>
<tr>
<td>Wed 9 Dec</td>
<td>3:30 PM</td>
<td>We'll review the material that is likely to be included in the final examination. Read the material in the Class 28 subsection of the Content section of D2L.</td>
</tr>
<tr>
<td>Fri 18 Dec</td>
<td>7:30 AM to 10:30 AM</td>
<td>FINAL EXAMINATION WILL BE AVAILABLE IN D2L.</td>
</tr>
<tr>
<td>Tues 22 Dec</td>
<td>12 noon</td>
<td>Final grades must be posted by the instructor to CheckMarq.</td>
</tr>
<tr>
<td>Tues 22 Dec</td>
<td>5:00 PM</td>
<td>Final grades are available to the students on CheckMarq.</td>
</tr>
<tr>
<td>Wed 23 Dec</td>
<td>5:00 PM</td>
<td>D2L is no longer available to students.</td>
</tr>
</tbody>
</table>