



Peru State College

BUS 252 – Commercial Law

Syllabus – Spring 2010

Instructor: Christy L. Hutchison, JD
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Office: Room 244, T.J. Majors Building

Course Meets: Mon/Wed 2:00 to 3:15 pm
Text book: Business Law: Text and Cases
Clarkson/Jentz/Cross/Miller 11th Ed.

Office Hours Mondays and Wednesdays, 9:30 am to 11:00 am, 1:00 pm to 2:00 pm, before and after class, and anytime by appointment and by email. I check my email every weekday and most weekends

Course Summary and Strategies for Success

This course is the study of the law governing commercial transactions including the Uniform Commercial Code, negotiable instruments, property rights and business organizations. Class sessions will include lecture, discussions on the assigned material, case studies, interactive scenarios, role-playing, classroom activities, audio-visual presentations, and student presentations. Attendance and participation are vital to the learning experience. Please come to class on time and ready to participate in the scheduled discussions and exercises. It will be helpful for you to consider both sides of an issue and be able to argue or defend either side. The quizzes, classroom activities, homework assignments and final exam will focus on major concepts and broad themes.

Course Description & Objectives

This course examines the legal principles covering sales contracts and negotiable instruments under the Uniform Commercial Code, property ownership, bailments, corporations, partnerships, and other business organizations. Prerequisite: BUS 251 Legal Environment and Contract Law

Upon completion of this course a student should be able to:

1. Understand and articulate the fundamental principles of law governing sales contracts and the authority of the Uniform Commercial Code;
2. Understand and articulate the fundamental principles of law governing the making and transferability of negotiable instruments, including “holder in due course” concepts;
3. Understand and articulate the fundamental principles of law governing property ownership (both real and personal property) and bailments;
4. Understand and articulate the fundamental principles of law governing sole proprietorships, franchises, partnerships, and limited liability business forms;
5. Understand and articulate the fundamental principles of law governing the formation and operation of corporations, including acquisitions and terminations;

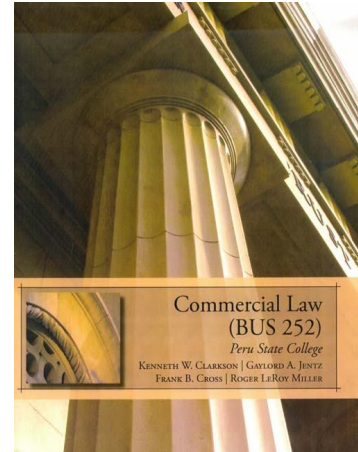
6. Apply principles learned in the course to analyze and resolve hypothetical cases;
7. Demonstrate effective oral and written communication skills and evaluate and critique the reasoning of others in a mature, thoughtful and respectful manner.

Text Book Information

Option A – Purchase the Custom Textbook Created for Peru State College and this specific course (paper bound, contains only 19 selected chapters covered in our course)

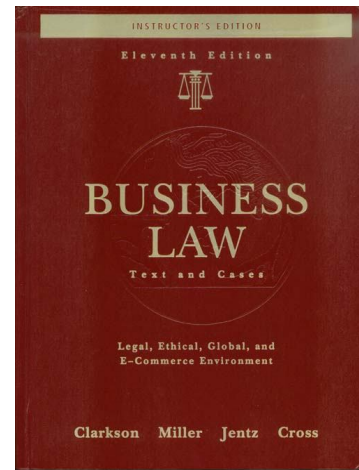
Title: Commercial Law (BUS 251)
Peru State College (2009)
Taken from: Business Law, Text and Cases
Authors: Clarkson, Jentz, Cross, and Miller
Publisher: Southwestern Cengage Learning
ISBN 13: 978-1-424-08338-1
ISBN 10: 1-424-08338-9

Available from PSC Bookstore for \$114.00



Option B – Purchase the Full Textbook generally available to public

Title: Business Law, Text and Cases, Edition: 11th (2009)
Authors: Clarkson, Jentz, Cross, and Miller
Publisher: Southwestern Cengage Learning
ISBN 13: 978-0-324-65522-3
ISBN 10: 0-324-65522-3
May use 10th or 9th edition, if desired
Available from many used book dealers



Option C – Purchase the whole book or selected chapters in electronic format from iChapters.com

Title: Business Law, Text and Cases, Edition: 11th (2009)
Authors: Clarkson, Jentz, Cross, and Miller
Publisher: Southwestern Cengage Learning
ISBN 13: 978-0-324-65522-3
ISBN 10: 0-324-65522-3
Available for \$107.99 for whole book or \$2.99 per chapter.
Order from this link: <http://www.ichapters.com/market/index.html>

Expectations & Instructional Approach

Class sessions will include lecture, discussions on the assigned material, case studies, interactive scenarios, role-playing, classroom activities, audio-visual presentations, and student presentations. Attendance and participation are vital to the learning experience. Please come to class on time and ready to participate in the scheduled discussions and exercises. In order to foster a climate conducive to learning, please join me in treating your classmates with respect. A part of your grade will be based on your demonstrated ability to engage in scholarly discussions and to evaluate and critique the reasoning of others in a mature, thoughtful and respectful manner. I encourage you to ask questions and seek assistance anytime you have difficulty understanding the material. I am available before and after class and by appointment.

Grading Policy and Scale

You will have the opportunity to earn a total of 500 points. Your final grade will be determined by the number of points you earn as noted below.

| | |
|----------------------|------------|
| Classroom Activities | 100 points |
| Homework Assignments | 100 points |
| Presentation Project | 150 points |
| Final Exam | 150 points |

| <u>Points</u> | <u>Percentage</u> | <u>Grade</u> |
|---------------|-------------------|--------------|
| 450 - 500 | (90-100%) | A |
| 425 - 449 | (85-89%) | B+ |
| 400 - 424 | (80-84%) | B |
| 375 - 399 | (75-79%) | C+ |
| 350 - 374 | (70-74%) | C |
| 325 - 349 | (65-69%) | D+ |
| 300 - 324 | (60-64%) | D |
| below 300 | (below 60%) | F |

Classroom Activities

Classroom activities may take the form of quizzes, group work, discussion questions, in-class listening and writing assignments or mini-presentations and will not usually be announced in advance. Such activities may be worth various point values depending on the level of effort required. Make-up assignments may be permitted for students who miss class on a day when an activity occurs, but such make-up work must be completed within two weeks of the missed class period.

Homework Assignments

There will be two 50-point homework assignments. Each assignment will be given at least two full weeks before the due date noted in the Course Schedule below. Unless you are directed otherwise, homework assignments are to be completed independently and without assistance from other persons or collaboration with other students.

Presentation Project

Each student will plan and present a topic related to Commercial Law to the class. The presentation will include some element of facilitated learning and classroom activity. Students may choose to work in a group or alone. Students will choose the topic to be presented, the method of presentation, and the method of assessment. More information about the presentation project will be given in class.

Final Exam

The Final Exam will consist of two parts: a take-home component and an in-class component. Most questions on the final exam will be case scenarios that require the student to apply legal concepts to a scenario. More information and sample questions will be given in class.

Assignments Submitted After the Due Dates

The due date associated with each assignment is definitive and will not be waived or excused unless there is evidence of extraordinary circumstances. Assignments will be accepted up to 2 days late with a one-half credit penalty (the most you may earn on the assignment is one-half of the otherwise available points). Assignments more than 2 days late will not be accepted unless there is evidence of extraordinary circumstances. It is therefore critical that you keep up with your reading and course work. If you anticipate being unavailable for some portion of the session, you may complete your work ahead. You may also request that an assignment be made available to you earlier than the scheduled date.

Academic Honesty

Unless directed otherwise, students are expected to do their own work on assignments and examinations. Academic dishonesty will result in actions in accordance with the college's disciplinary policy and may also result in loss of credit for the assignment and/or failure for the course.

Student Assistance and Reasonable Accommodations

Students with special needs are encouraged to make them known to the instructor and/or to the Center for Achievement and Transition Services (CATS) at the beginning of the course. In accordance with law and the policies of the college, reasonable accommodations will be provided for students with documented disabilities.

Modification of Course Syllabus and Course Schedule

The instructor reserves the right to modify any part of this course syllabus and course schedule. Any such modifications will be communicated to students in advance of becoming effective.

Standard College Policies

Incomplete Coursework Policy

To designate a student's work in a course as incomplete at the end of a term, the instructor records the incomplete grade (I). Students may receive this grade only when serious illness, hardship, death in the immediate family, or military service during the semester in which they are registered prevents them from completing course requirements. In addition, to receive an incomplete, a student must have completed substantially all of the course's major requirements.

Unless extenuating circumstances dictate otherwise, students must initiate requests for an incomplete by filling out an Incomplete Grade Completion Contract, which requires the signature of the student, instructor, and Dean. The Incomplete Grade Completion Contract cites the reason(s) for the incomplete and details the specific obligations the student must meet to change the incomplete to a letter grade. The date by which the student agrees to complete required work must appear in the contract. The Dean, the instructor, and the student receive signed copies of the Incomplete Grade Completion Contract.

Even if the student does not attend Peru State College, all incomplete course work must be finished by the end of the subsequent semester. Unless the appropriate Dean approves an extension and if the

student does not fulfill contract obligations in the allotted time, the incomplete grade automatically becomes an F.

Academic Integrity Policy

The College expects all students to conduct themselves in a manner that supports an honest assessment of student learning outcomes and the assignment of grades that appropriately reflect student performance. It is ultimately the student's responsibility to understand and comply with instructions regarding the completion of assignments, exams, and other academic activities. At a minimum, students should assume that at each assessment opportunity they are expected to do their own original academic work and/or clearly acknowledge in an appropriate fashion the intellectual work of others, when such contributions are allowed. Students helping others to circumvent honest assessments of learning outcomes, or who fail to report instances of academic dishonesty, are also subject to the sanctions defined in this policy.

Instances of academic dishonesty may be discovered in a variety of ways. Faculty members who assign written work ordinarily check citations for accuracy, run data base and online checks, and/or may simply recognize familiar passages that are not cited. They may observe students in the act of cheating or may become aware of instances of cheating from the statements of others. All persons who observe or otherwise know about instances of cheating are expected to report such instances to the proper instructor or Dean.

In order to promote academic integrity, the College subscribes to an electronic service to review papers for the appropriate citations and originality. Key elements of submitted papers are stored electronically in a limited access database and thus become a permanent part of the material to which future submissions are compared. Submission of an application and continued enrollment signifies your permission for this use of your written work.

Should an occurrence of academic misconduct occur, the faculty member may assign a failing grade for the assignment or a failing grade for the course. Each incident of academic misconduct should be reported to the Dean and the Vice President for Academic Affairs (VPAA). The VPAA may suspend students for two semesters found to be responsible for multiple instances of academic dishonesty. The reason for the suspension will be noted on the student's transcript.

A faculty member need present only basic evidence of academic dishonesty. There is no requirement for proof of intent. Students are responsible for understanding these tenets of academic honesty and integrity. Students may appeal penalties for academic dishonesty using the process established for grades appeals.

Title IX Compliance Notice

Peru State College is an equal opportunity institution. PSC does not discriminate against any student, employee or applicant on the basis of race, color, national origin, sex, disability, religion, or age in employment and education opportunities, including but not limited to admission decisions. The College has designated an individual to coordinate the College's nondiscrimination efforts to comply with regulations implementing Title VI, VII, IX, and Section 504. Inquiries regarding non-discrimination policies and practices may be directed to Eulanda Cade, Director of Human Resources, Title VI, VII, IX Compliance Coordinator, Peru State College, PO Box 10, Peru, NE 68421-0010, (402) 872-2230.

Tentative Course Schedule

| <u>Week of</u> | <u>Topics</u> | <u>Activities and Assignments</u> Read noted chapters before class |
|------------------|--|---|
| January 11, 13 | Introduction to Course and Participatory Learning | Handouts |
| January 18, 20 | Using Online Legal Resources How to Facilitate Learning of Others | Handouts |
| January 25, 27 | The remainder of the course plan will be decided by students in the class. | |
| February 1, 3 | | |
| February 8, 10 | | |
| February 15, 17 | | |
| February 22, 24 | | |
| March 1, 3 | | |
| March 8, 10 | No Class – Midterm Break! | Friday, March 12 is the last day to withdraw from this course with a “W” |
| March 15, 17 | | |
| March 22, 24 | | |
| March 29, 31 | | |
| April 5, 7 | No Class on April 5 – Spring Break! | |
| April 12, 14 | | |
| April 19, 21 | | |
| April 26, 28 | Final Exam Review | Take-home portion of Final Exam will be handed out on Wednesday, April 28 |
| May 3 | Optional Review for Final Exam – No class | |
| Wednesday, May 5 | Final Exam – 3:30 pm to 5:30 pm | Take-home portion of the Final Exam will be due at the start of the scheduled final exam period. |