

Upper Iowa University
External Degree Program
BA 302-07 Business Law I

COURSE DESCRIPTION:

An introduction to the nature and sources of law, and the methods by which laws are made; basic principles of contract law and property law as the foundations for business enterprise; tort law governing business relationships.

COURSE OBJECTIVES:

1. Compare and contrast the creation, operation, impact, and relationship between state and federal constitutional law, statutes, regulations, ordinances, and common law.
2. Recognize, describe, and explain ethical issues commonly encountered in business for the purpose of avoiding and resolving these ethical issues.
3. Explain the process of dispute resolution in the United States through state and federal court systems and alternative dispute resolution procedures.
4. Distinguish between the substantive and procedural characteristics of torts, crimes, and civil violations.
5. Explain the basic principles of tort/product liability law and the impact that tort/product liability law has on everyday commercial, professional, and personal conduct and practices.
6. Apply tort/product liability law to recognize and analyze risks for the purpose of implementing risk avoidance strategies.
7. Recognize, describe, and explain the requirements for formation of enforceable contracts, standards of performance, and resolution of breaches of contracts under the common law and Articles 2 and 2A of the UCC.
8. Analyze common contractual provisions for the purpose of selecting and/or negotiating advantageous contractual terms and conditions.
9. Apply business, tort, and intellectual property law to analyze and respond to common business and public sector issues and decisions.
10. Identify legal issues and apply basic legal principles to avoid common mistakes involving business, property, insurance, estate planning, and landlord-tenant law, as well as to recognize when further professional advice is warranted and to select appropriate professional services to obtain competent and cost-effective legal advice.
11. Analyze, preliminarily research, resolve, and write clearly about basic legal issues arising in common personal and business transactions.

TEXT AND MATERIALS:

Required:

1. Textbook: Business Law Today, Standard Edition, Miller, Roger and Jentz, Gaylord. Thomson/South-Western, Mason, Ohio (7th edition, 2006).
2. Syllabus

Other optional materials:

The textbook and the Online Legal Research Guide included with new textbook provides excellent Internet links.

You may purchase your textbook through MBS Direct by calling their toll free number at: 800-325-3252 or through the UIU homepage: www.uiu.edu. Click on the link for current students then select order textbooks from the options in the left hand column. Follow the link and select External Degree for your location.

WRITING PROFICIENCY:

It is recommended that all papers and research are done in the APA style. We expect appropriate writing skills of proper grammar, punctuation, sentence structure, paragraph development, and logical sequence of thought in all written work, and exams.

It is recommended that all students purchase one of the two APA guide/manual listed on the UIU website.

1. Publication Manual of the American Psychological Association. \$27.00 new.
2. World’s Easiest Guide to Using APA. \$22.00 new.

ACADEMIC RESOURCES:

Upper Iowa University maintains Library facilities to serve all students. For students enrolled in online courses, access to the Library's web site is through UIU’s web site at <http://www.uiu.edu> click on the Library tab to get to the login page.

Learners enrolled in External Degree courses should also have ready access to the Internet, but this is not required. Learners should be encouraged to utilize those as resources for course assignments. Internet based research is extremely helpful and should be used, as appropriate, to supplement and update the lessons.

Online Writing Laboratories (OWLs) are provided by several universities to assist students to assess and improve student writing. The Purdue University OWL provides handouts on writing skills and related topics for free download at <http://owl.english.purdue.edu>.

COURSE OVERVIEW:

UNIT ONE: The Legal Environment of Business

Chapter 1	The Legal Environment.....	1
	Appendix A: Finding and Analyzing the Law	A-1
Chapter 2	Constitutional Law	35
Chapter 3	Courts and Alternative Dispute Resolution.....	62
Chapter 4	Torts and Cyber Torts.....	101

Chapter 5	Intellectual Property	132
Chapter 6	Criminal Law and Cyber Crimes.....	162
Chapter 7	Ethics and Professional Responsibility	197

Unit One Cumulative Business Hypothetical	223
Answer Questions 1 – 5	

UNIT TWO: Contracts

Chapter 8	Nature and Classification.....	228
Chapter 9	Agreement and Consideration.....	248
Chapter 10	Capacity and Legality	276
Chapter 11	Defenses to Contract Enforceability	300
Chapter 12	Third Party Rights and Discharge.....	325
Chapter 13	Breach and Remedies.....	353
Chapter 14	E-Contracts	373

Unit Two Cumulative Business Hypothetical	392
Answer Questions 1 – 5	

Mid-Term Exam - Covers Unit One and Unit Two

UNIT THREE: Sales and Lease Contracts

Chapter 15	The Formation of Sales and Lease Contracts	396
Chapter 16	Title and Risk of Loss	424
Chapter 17	Performance and Breach of Sales and Lease Contracts.....	444
Chapter 18	Warranties and Product Liability	472

Unit Three Cumulative Business Hypothetical	501
Answer Questions 1 – 5	

UNIT FOUR: Property and Its Protection

Chapter 36	Personal Property and Bailments	978
Chapter 37	Real Property and Landlord-Tenant Law	1004
Chapter 38	Insurance, Wills and Trusts.....	1029

Unit Eight Cumulative Business Hypothetical	1057
Answer Questions 1 – 5	

FINAL EXAM – Covers Unit Three and Unit Four

GENERAL INFORMATION:

You may complete your Unit assignments at your own pace, subject to requirements of the External Degree Program. You may use your textbook and Syllabus handouts to answer the questions and case problems.

Extra Credit Option:

You have a one-time option to submit an assignment for extra credit worth an additional 5% to your final grade. The extra credit assignment will be a written assignment related to the subject matter contained in the Unit for which you have the lowest score. If you are interested in pursuing extra credit for this course, you should contact your Instructor for details. If you wish to have the extra credit assignment assigned after you receive your Unit Four grade, please inform your instructor. The extra credit assignment **must** be submitted before you complete your final exam.

EXAMS:

You will take proctored midterm and final examinations. These will consist of 100 true/false questions, 100 multiple-choice questions, five essay questions, and one hypothetical problem like those found in the Syllabus. You will have three hours to complete the midterm exam and three hours to complete the final exam. You will **NOT** be permitted to bring your text book or notes into the exam.

You will need to contact the University External Degree Program Office when you wish to take a midterm or final exam. In both unit exams and the midterm and final examinations, select the BEST answer from the four given.

NOTE: In order to pass this course, you must get a passing grade (“D” or better), in one of the two exams and have enough cumulative points to earn a passing grade.

GRADING POLICY:

You will be completing four (4) units during this course. You will also have a midterm and a final examination. Each unit should increase your knowledge of the assigned reading area. The four Units will be comprised of a reading assignment, true/false questions and multiple-choice questions. If you have any questions about the Unit Assignments, do not hesitate to contact your instructor.

You will have three (3) hours to complete the Mid-Term Exam and the Final Exam. Do not be nervous about the amount of time allowed or finishing early. The amount of time is designed to make the exams less stressful.

There are a total of 1,450 points for this course. The Unit Assignments are each worth 250 points. The Mid-Term and Final Exams are each worth 225 points. No points are weighted.

Grading Scale:

90 – 100%	A
80-<90%	B
70-<80%	C
60-<70%	D
Below 60%	F

UPPER IOWA UNIVERSITY USES A STANDARD GRADING SYSTEM:

- A** = All work is excellent, shows exceptional understanding of materials; logical, clear, and insightful written and oral work, incorporates knowledge from other sources and moves easily to the next level of understanding, works well beyond minimum requirements.
- B** = Understanding material is good to very good, demonstrates good grasp of material, good oral and written skills, produces more than the minimum requirements, quality of all work is high.
- C** = Satisfactory understanding of the material, submits only the minimum requirements, communicates adequately in oral and written formats, displays an adequate understanding of all basic concepts.
- D** = Quality and quantity written and oral work is below average and barely acceptable.
- F** = Quality and quantity written and oral work is unacceptable.

CHEATING, ACADEMIC DISHONESTY AND PLAGIARISM:

as a whole and a denial of the offender's own integrity, they will not be tolerated. Cheating includes but is not limited to:

- the use of unauthorized books, notes or other sources in the giving or securing of help in an examination or other course assignments,
- the copying of other students' work or allowing others to copy your work,
- the submission of work that is not your own or allowing others to submit your work as theirs,
- the submission of the same work for two or more classes without the approval of any instructors involved.

Academic dishonesty includes, but is not limited to:

- sharing academic materials knowing they will be used inappropriately,
- having access to another person's work without permission,
- providing false or incomplete information on an academic document,
- changing student records without approval.
- obtaining and using texts intended for instructor use only.

Plagiarism includes, but is not limited to:

- the presentation of another's published or unpublished work as one's own,
- taking words or ideas of another and either copying them or paraphrasing them without proper citation of the source,
- using charts, graphs, statistics or tables without proper citation.

Detected cheating, academic dishonesty, or plagiarism will result in consequences that may, at the instructor's discretion, include course failure. In addition, an offender may be reported to the Senior Vice President for the Extended University, the Dean of the Extended University, or designee for possible disciplinary action, which may include suspension or dismissal from the University. Upper Iowa University may make use of various plagiarism detection services. Individuals, by enrolling in courses offered by the University, consent to submission by the University of course-related assignments to such services and the retention of a copy of such assignments by the service.

Cheating, academic dishonesty and plagiarism infractions are tracked by the Dean of the Extended University, and cumulative evidence collected from multiple incidents will be considered when making suspension or dismissal decisions.

Extended University Catalog 2006/07 page 94.

http://www.uiu.edu/catalogs/eu/html/univ_policies.html#cheating

COPYRIGHT PROTECTION:

In recognition of the Copyright Law of the United States (Title 17, United States Code), Upper Iowa University reminds both faculty members and learners that a willful infringement of the law may result in disciplinary action. The University library has available materials discussing the "fair use" concept, along with criteria and guidelines for reproduction and use of copyrighted materials

ATTENDANCE:

Even though a student does not attend a regular classroom in the traditional sense and keep up with a set schedule of assignments, it should be pointed out how important it is to keep yourself on a regular timely schedule if possible to complete and send in units. It is too easy to set work aside and decide to do it later. Suddenly, the need to complete assignments and get them in by deadlines can become stressful and, at times, impossible. The key would be to set time aside on a regular basis and submit work in a timely manner.

LIBRARY RESOURCES:

As a student of Upper Iowa University, you have access to the resources of the Henderson-Wilder Library on the Fayette campus. If travel to the campus is not feasible, you can access the library through the University's website. Go to: www.uiu.edu and click on the Library option located on the left side of the home page. If you would like to use InfoTrac, please contact the UIU Library staff at library@uiu.edu.

WITHDRAWAL:

If you wish to withdraw prior to the last day of the enrollment period you must contact the External Degree office by phone or in writing. After your original six-month enrollment period you no longer have the option to withdraw from the course. You must finish the course or have a final grade assigned based on the coursework submitted.

SPECIAL NEEDS:

If you require accommodation for special needs, please provide documentation to: Director of External Degree.

This syllabus is tentative and subject to change.