

Upper Iowa University

External Degree Program BA 303–07 Business Law II

COURSE DESCRIPTION:

A survey of particular fields of law relevant to business operations; agency, partnerships, corporations; sales; commercial transactions, and bankruptcy; antitrust law; employment law; consumer protection. Three semester credits.

COURSE OBJECTIVES:

1. Recognize and describe the legal attributes attaching to common types of agency relationships and apply the law of agency to common business scenarios.
2. Describe and explain the formation, operation, funding, acquisition, and liquidation of corporations, partnerships, and LLC's.
3. Compare, contrast, and evaluate the legal and operational characteristics of corporations, partnerships, and LLC's for the purpose of selecting an appropriate business structure and operating a given business structure in compliance with applicable laws.
4. Explain the purpose, origin, scope, and importance of the Uniform Commercial Code (UCC).
5. Apply Articles 2 and 2A of the UCC to successfully engage in sales and lease of goods transactions.
6. Recognize, describe, and explain the attributes and requirements of negotiable instruments and their role in consumer and commercial transactions.
7. Apply Articles 3, 4, and 9 of the UCC to successfully engage in financial and secured transactions.
8. Identify the respective rights and interests of debtors and creditors, the sources and nature of conflicts between them, and evaluate the options for resolution of such conflicts in the contexts of secured transactions and bankruptcy.
9. Recognize, describe, and explain the impact of and the need for compliance with governmental regulations of business including consumer protection, anti-trust, securities, and environmental regulations.
10. Recognize, describe, and explain rights and duties pertaining to employment law and to apply the law to avoid and resolve common contractual, unionization, and discrimination issues.
11. Recognize, describe, and explain legal strategies for resolving legal issues arising from international transactions, including choice of law, contractual, dispute resolution, currency, and enforcement strategies.
12. Analyze, preliminarily research, resolve, and write clearly about basic legal issues arising in common business transactions.

REQUIRED MATERIALS:

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

Other: 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 and Debtor-Creditor Relationships

Chapter 1 The Legal Environment.....1
Appendix A: Finding and Analyzing the Law A-1
Chapter 22 Secured Transactions.....597
Chapter 23 Creditor’s Rights in Bankruptcy.....628

UNIT TWO: Sales and Lease Contracts

Chapter 15 The Formation of Sales and Lease Contracts396
Chapter 17 Performance and Breach of Sales and Lease Contracts.....444
Chapter 18 Warranties and Product Liability472

UNIT THREE: Negotiable Instruments

Chapter 19 Negotiability and Transferability506
Chapter 20 Rights and Liabilities of Parties.....534
Chapter 21 Checks, the Banking System, and E-Money.....563

MID-TERM EXAM – Covers Units One, Two and Three

UNIT FOUR: Business Organizations Part I

Chapter 24 Agency Relationships in Business665
Chapter 25 Sole Proprietorships and Private Franchises697
Chapter 26 Partnerships714
Chapter 27 Limited liability Companies and Special Business Forms742

UNIT FIVE: Business Organizations Part II

Chapter 28 Corporate Formation and Financing.....757
Chapter 29 Corporate Directors, Officers, and Shareholders787
Chapter 30 Corporate Merger, Consolidation, and Termination813
Chapter 31 Investor Protections and Online Securities Offerings832

UNIT SIX: Government Regulations

Chapter 32 Antitrust Law863
Chapter 33 Consumer and Environmental Law888
Chapter 34 Labor and Employment Law918
Chapter 35 Employment Discrimination.....947
Chapter 39 International Law in a Global Economy.....1061

FINAL EXAM – Covers Units Four, Five and Six

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 true/false questions, multiple-choice questions, essay questions and unit hypotheticals.

EXAMS:

You will take proctored mid-term and final examinations. These will consist of 150 true/false questions, 150 multiple-choice questions, and five essay questions 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. You will NOT be permitted to bring your text book or notes into the exam.

In both unit exams and the midterm and final examinations, select the BEST answer from the four given. 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.

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.

There are a total of 2,150 points for this course. The Unit Assignments are each worth 250 points. The Mid-Term and Final Exams are each worth 350 points. No points are weighted.

Grading Scale:

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

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 the extra credit, 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.

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:

Because cheating, academic dishonesty and plagiarism are affronts to the University community 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.