

California Polytechnic State University
San Luis Obispo
Orfalea College of business

BUS 207 - Fall 2015

Classroom 3-209

Office Hours: Monday 6:00 pm - 7:00 pm

Wednesday 6:00 pm - 7:00pm

By appointment when possible

Douglas E. Federman, Esq.

Office: TBD

dfederma@calpoly.edu

(805) 542-9002

Course Outline & Syllabus

Text:

Introduction to Business Law, Beatty & Samuelson, Cengage Advantage, 4th Edition.

Course Objectives & Overview:

This course will provide students with an examination and understanding of how the American legal system affects the operation of a business, including business law/organization, solving business problems, identifying and evaluating ethical and social responsibilities of a business organization, contracts, insurance, torts, agency, litigation, the judicial system, employment law, criminal law, alternative dispute resolution, and negotiation. Emphasis will be on how laws and ethical/social responsibilities affect the operation of a business, and you as a business person.

The course will use lectures, in-class discussions/participation, case studies, multi-media, and a Cal Poly “learn by doing” Practical Application Essay Project. Students will also attend, observe, and write a paper analyzing a Small Claims Court trial.

Grading Policies and Assignments

I. In-class participation (25% of your grade)

A. You are expected to read the assignments before class, and be prepared to discuss the material and related hypotheticals/topics. There is no excuse for being unprepared.

B. Be ready to participate during classroom discussions whether you volunteer or I call on you. You do not have to always be “correct” because there is not always a “correct” answer; however, I am looking for relevant, logical, on-topic discussion that shows you are thinking. See the Class Participation Assignment for more detail. If we do not have sufficient in-class participation, I will give a pop quiz that will count toward your in-class participation grade.

II. Practical Application Essay Project - how laws affect running a business and business decisions (25% of your grade).

This is a Cal Poly “learn by doing” project. You will start a hypothetical business, and write short essays about how you will approach and respond to various scenarios affecting your business. I suggest personalizing your business and being creative to keep it interesting.

III. Two Examinations (each exam will be 20% of your grade)

A. Mid-term examination. See the syllabus for the date. It will be a combination of true/false, multiple choice, and fill in the blank, short answer or essay questions. I will provide more information as we get closer to the exam.

B. Final Examination. See the syllabus for the date. It will be a combination of true/false, multiple choice, and fill in the blank, short answer or essay questions. I will provide more information as we get closer to the exam.

IV. Small Claims Court trial observation and paper (10% of your grade)

You will go to the San Luis Obispo Superior Court (or the Vets Hall on Grand Avenue), observe the Small Claims Court in session, and write a paper on one of the trials observed. Specific information about the content of the paper will be provided. See the syllabus for the date this paper is due.

V. Grading Scale.

94% and up = A	73-76%	= C
90-93% = A-	70-72%	= C-
87-89% = B+	67-69%	= D+
83-86% = B	63-66%	= D
80-82% = B-	60-62%	= D-
77-79% = C+	59% and below	= F

VI. Miscellaneous.

Cheating will not be tolerated. Anyone caught cheating or suspected of cheating will be dealt with immediately. We will be discussing current events, so we will cover material not in the text book. Anything discussed or assigned in class is fair game for the exams. If you miss a class, it is your responsibility to contact a classmate to obtain class notes and all assignments given in class.

As a general rule I will NOT give makeup examinations. If you want to discuss a grade, you have 7 calendar days from the date the grade is provided to you (either returned to you in class or on Poly Learn) to contact me to discuss it. I am generally very accessible, and I encourage you to talk to me ASAP with any issues, questions or concerns. To that end, I have provided my law office (off-campus) telephone number (see above), and welcome you to call me with questions, to discuss the class, or to schedule an appointment.

Course Outline and Reading Assignments

1. 09/21: First day of class, housekeeping, explanation of the assignments and Laws: Chapters 1 & 4.
2. 09/23: Housekeeping. Continuation of Laws: Chapters 1 & 4, and begin Business Formation Chaps 21 & 22.
3. 09/28: Continuation of Business Formation Chaps 21 & 22.
4. 09/30: Begin Legal Ethics and Social Responsibility Chap 2.
Turn in Business Description & Business Formation Essay at the beginning of class.
5. 10/05: Continuation of Legal Ethics and Social Responsibility Chap 2.
6. 10/07: Continuation of Legal Ethics and Social Responsibility and Begin Contracts Chaps 9, 10, 11 & 12.
7. 10/12: Continuation of Contracts Chaps 9, 10, 11 & 12.
Turn in Ethics/Social Responsibility Essay at the beginning of class.
8. 10/14: Continuation of Contracts Chaps 9, 10, 11 & 12.
9. 10/19: Continuation of Contracts Chaps 9, 10, 11 & 12.
10. 10/21: Open for catching up and preparation for Mid-Term.
Turn in Contracts Essay at the beginning of class.
11. 10/26: Mid-Term.
12. 10/28: Begin Torts Chaps 5 & 6.
13. 11/02: Continuation of Torts 5, 6 & , and Begin Agency Chap 17.
14. 11/04: Begin Negotiation, Alternative Dispute Resolution (ADR) and Mediation.
15. 11/09: Begin Criminal Law re: business crimes - white collar crime, and the materials will be provided.
16. 11/11: Academic Holiday - Veterans Day - Campus Closed.
17. 11/16: Courts and litigation - Chapter 3.
18. 11/18: Begin Employment Law Chaps 18 & 19

BUS-207
Spring 2015 - Course Outline & Syllabus
Douglas E. Federman Esq.

19. 11/23: Begin Insurance Chapter 32. Begin Risk Management -materials on Risk Management to be provided.
Turn in Small Claims Court Essay at the beginning of class.
20. 11/25: Academic Holiday - Thanksgiving Week - Campus Closed.
21. 11/30: Continuation of Risk Management. Miscellaneous legal issues that arise in business. Catch up and prepare for the final.
22. 12/02: Continuation of miscellaneous legal issues that arise in business. Catch up and prepare for the final.
23. 12/07: Final Examination - 4:10 pm - 7:00 pm.

* Please note, I reserve the right to change the syllabus to meet the educational needs of the class.