

CAL POLY
Orfalea College of Business

BUS 207 (4 units)
Business Law
Fall, 2015
College
Monday & Wednesday
8:10 am to 10:00 am

Professor: Chris Carr
Telephone: 756-2657
Office: Room 442 in the Orfalea

of Business (Building 3)
Office Hours: M and W from 10:15 am to 12:00 pm, or by appointment (please email me with three (3) proposed dates and times if my normal office hours don't work for you and I will be happy to meet with you)
E-mail: ccarr@calpoly.edu

COURSE SYLLABUS

1. **INTRODUCTION**

The importance of law and the legal system to business and management are greater today than ever before. Our courts continue to make and interpret laws that impact business. Statutes passed by Congress and rules and regulations promulgated by administrative agencies during the past fifty years further significantly impact the business community.

It is important for you to remember that this legal environment is constantly changing, and that changes in laws have a direct as well as indirect impact on the business community. Although the basic rules of law remain stable for many years, new issues affecting our professional and personal lives are often presented. Such issues will continue to arise presenting business and managers with difficult decisions and problems. Business is constantly facing problems, which might be easily solvable on a bottom line profit basis, but present perplexing issues in terms of their legal, social and ethical consequences.

2. **COURSE GOALS AND OBJECTIVES**

This is a course in the legal aspects of business which addresses such concepts and topics as the state and federal courts (and judges) of the American legal system; the anatomy of a civil business case and trial; torts; product liability; agency relationships and agency law; contracts; and business organizations and entity formation. Course goals and objectives include:

- A. To obtain an overview perspective on how legal processes and institutions affect business operations.
- B. To develop an understanding of the basic legal vocabulary in which students and businesspersons must have a degree of literacy.
- C. To develop a basic understanding of the state and federal courts (and judges) of the American legal system; the anatomy of a civil business case and trial; torts; product liability; agency relationships and agency law; contracts; and business organizations and entity formation.
- D. To learn methods of analysis and problem solving applied to business law problems. This includes, but is not limited to, learning how to critically analyze legal disputes by discerning the relevant facts, the legal principles, the result, and the impact on business.
- E. To increase future efficiency in avoiding legal problems, know when to seek preventive qualified legal counsel and advice, and be able to spot legal issues and concerns when they arise in practice and minimize their adverse impacts and maximize their positive potential for the business or firm.
- F. To understand and evaluate of some of the social and ethical responsibilities of business and business organizations.

3. REQUIRED TEXTBOOK/READER

University Reader's Textbook (UR Textbook) (Copyright 2013): This textbook/reader you **must** buy. This can be purchased only from and through University Readers Custom Publishing at www.universityreaders.com/ or you can buy a used one from a buddy. If you buy it new from University Readers click on www.universityreaders.com/students to order (if you have not ordered with them before you will need to create a new account). This website gives you several options for shipping and delivery so please plan accordingly (I suggest you select the discounted upgrade option which will get the pack to you in 2 to 3 days). Note that once you order and while waiting for your pack to arrive the first 30% of this pack (only) is provided to you online to help you get started on the required reading. 30 percent is not many pages, so again, order this textbook quickly so you can receive it and not fall behind in your reading. **I have revised this textbook from prior years to update recent changes in the law and legal system, so it is my strong recommendation that you purchase the most current version of this textbook (2013 copyright noted in the inside cover of this textbook).**

Textbook No. 2 (posted on PolyLearn): Carr, Furniss, Harrington, The Legal Environment of Business (Abbott Publishing, Second Edition). (Note: Don't stress here. To save you \$\$ and because I co-own the copyright on this textbook, **you do NOT have to buy this book.** Instead, **I have posted all of the assigned chapters from this particular textbook on PolyLearn for you to access.** Thus, there is no reason for you to go out and buy this second textbook.)

Handouts may also be distributed and/or posted on PolyLearn throughout the quarter. These handouts are considered supplemental required readings for the course.

4. METHODS OF EVALUATING ATTAINMENT OF COURSE OBJECTIVES

Four Exams (three midterms and a final)

Each exam will be worth **25 percent** of the total course grade, for a total of 100 percent of the course grade. Each exam will consist of multiple-choice questions, and possibly a small number of true/false questions (approximately 75 total questions for each exam).

*****For each exam I will allow you to bring in and use one (1) 3” x 5” card or “cheat sheet” (with your handwritten or typed notes on both sides of the paper/card)*****

The first exam will take place on either Monday, October 12, OR, Wednesday, October 14. Again, given the size of this class, we will have to see how fast things move along. For now please plan ahead, be flexible and pencil in BOTH of these dates on your calendar. I will give you as much advance notice as I can regarding the definitive date.

The second exam will take place either Wednesday, October 28, OR, Monday, November 2. Again, given the size of this class, we will have to see how fast things move along. For now please plan ahead, be flexible and pencil in BOTH of these dates on your calendar. I will give you as much advance notice as I can regarding the definitive date.

The third exam will take place either Wednesday, November 18, OR, Monday, November 23. Again, given the class size, we will have to see how fast things move along. For now please plan ahead, be flexible and pencil in BOTH of these dates on your calendar. I will give you as much advance notice as I can regarding the definitive date.

The final exam will be on Wednesday, December 9, from 7:10 am to 9:30 am (not 7:10 am to 10:00 am or 11:00 am!). The final will not be cumulative.

***** Note:**

- (1) It is up to you, and you alone, to monitor class, email, and/or PolyLearn announcements and postings re: selected exam dates and other important announcements. You should regularly check the announcements section of PolyLearn for this class at least two or three times a week.**
- (2) No early or make-up exams will be given. Don’t even ask. Given the size of this class, I trust that you can appreciate why I have this policy.**
- (3) For each exam, to enter (or exit) the room/exam, you must verify you are who you say you are and are enrolled in the class by showing your student ID.**

5. GRADING

There are 300 points in this course (4 exams, 75 points each). The following plus/minus grading system will be used in this course. Note that I do NOT round up – if a ‘close call’ the burden was on you to study harder or better and get 1 or 2 more questions on the exam right to make said issue or concern moot.

300 Total Points and Course Grades

A	93.0% and above	279 and above total course points
A-	90.0% to 92.999%	270-278 total course points
B+	88.0% to 89.999%	264-269 total course points
B	83.0% to 87.999%	249-263 total course points
B-	80.0% to 82.99%	240-248 total course points
C+	78.0% to 79.999%	234-239 total course points
C	73.0% to 77.999%	219-233 total course points
C-	70.0% to 72.999%	210-218 total course points
D+	68.0% to 69.999%	204-209 total course points
D	63.0% to 67.999%	189-203 total course points
D-	60.0% to 62.999%	180-188 total course points
F	59.999% and below	179 and below total course points

Exam Score Challenges and Final Course Grade Challenges: To pursue either item, you will need to invest and email me three days and times for us to meet in person and discuss. The knee jerk and easy reaction of sending an email voicing objection or concern is not sufficient. You must come in to my office and we will meet. You can, of course, also come in during office hours. If you desire to challenge an exam score or your final course grade, **you have one week (7 calendar days) from the date the score/grade is posted on PolyLearn for us to meet and discuss.** The burden is on you, the student, to reach out and stop by office hours or email me with three dates and times to meet. After that time period ends, your time to challenge has expired.

6. STUDENT BEHAVIOR

Laptops are permitted for note taking and to pull up in front of you, during lecture, any documents I post for you on PolyLearn.

Please do not surf the internet, check email, surf Facebook, text messages or the like during class.

Please turn off all communications devices while in class.

No audio recording, filming, videotaping of any sort of anything we do say or do in class/during class lecture is allowed. Relatedly, no video or audio recording or rebroadcasting of any online lecture offered or provided in this course is allowed.

7. ACADEMIC HONESTY AND STUDENT RESPONSIBILITY

Your attention is directed to the Cal Poly Course Catalog's section on "Cheating and Plagiarism" and the Cal Poly Fall Class Schedule's section on the "Code of Student Conduct, Rights and Responsibilities." Please don't make any of the "no-nos" listed in these documents an issue.

By registering-officially enrolling in and taking this course, you agree that you will be the author of all work submitted for the course and that you will also be the person who takes any exam and/or quiz. Allowing another individual to complete assignments or take an exam and/or quiz for you also constitutes fraud and academic dishonesty. Finding material from internet or other sources and presenting it as your own work is also dishonest. Further, improper academic conduct also includes the obtaining and using of information during an examination by means other than those permitted by the instructor (e.g., you may not use your cell phones, Blackberry, I-Phone, laptop, etc. during an exam) and/or supplying such exam information to other students by such means. Academic dishonesty also includes accessing and/or using information (including questions or answers) from any prior exams given or used in this course. All such forms of academic dishonesty, including other forms of cheating, plagiarism, and falsification of academic records are subject to disciplinary action. Should such behavior come to the attention of the instructor, you will be dropped from the course or receive a grade of "F."

Further note just like the U.S. Department of Justice, I provide incentives to individuals who report upon classmates engaged in any cheating or other unethical conduct, and who offer assistance in substantiating such claims. Such incentives may include immunity from disciplinary action (where the reporting individual was once engaged as a co-conspirator in the cheating arrangement), and grade incentives (e.g., a boost to your grade). I am serious about this. If you know of cheating or other unethical conduct in my course and are willing to provide substantive evidence and aid in the successful prosecution of the claim please approach me to discuss what type of immunity and grade incentives are available to you.

8. STUDENTS WITH SPECIAL NEEDS

If you have a disability for which you are or may be requesting an accommodation, you are encouraged to promptly and proactively (**meaning before an exam is given and/or before you do poorly on an exam**) contact both the instructor and the Disability Resource Center (DRC), Building 124, Room 119, (805)756-1395 or email drc@calpoly.edu as early as possible.

9. STUDENT PRIVACY

If you have chosen to protect your Directory Information (which includes name and email), it is important you communicate this to your instructor prior to or on the first day of class, as this course uses PolyLearn tools that may display students' names and email address.

10. HOW TO BE SUCCESSFUL IN THIS COURSE

A. General Comments and Suggestions:

i. The academic pace of college is different than high school. Get your head and your body ready for this. This is especially true in the quarter system, where things move very fast. Do the work in advance. Do not get behind. Do not dig yourself into a hole in this class (or any of your classes) that you cannot then dig yourself out of.

ii. The textbook chapters posted on PolyLearn and the “study/master outlines” and related materials in the University Reader’s textbook you must purchase discuss broad legal concepts, specific legal rules, and exceptions to these rules. It is important that the student have a good grasp of all of these areas. Student learning in business law courses has proven time and time again that one cannot fully understand or appreciate “legal rules and exceptions” without understanding the “broad legal concepts and social policies” upon which they are based. The idea is for the student to be able to understand each area and be able to apply his or her knowledge to real-world problems. It is also important that the student think about the concepts, rules, exceptions, etc., and their application to their own lives and to business.

B. Specific Comments and Suggestions:

i. **Closely read the Assigned Material in the Chapters Posted on PolyLearn and the University Reader Textbook Before Class** (this includes any materials handed out in class).

Read the textbook chapters posted on PolyLearn for the “big picture.” To the extent you focus on detail, rely on the “study/master outlines” that I have prepared for you in the University Reader’s textbook you must purchase. Try to learn as much as you can on your own before the lecture.

ii. **Re-read the Relevant Chapter Study/Master Outlines in the University Reader’s textbook After Class:** Review and study the concepts in these outlines. Ask yourself: What is the objective, purpose, and/or social policy behind this concept or rule?

iii. **Attend Class and Pay Attention in Class:** Try to take good notes as we go through the material and concentrate on listening to and understanding the lectures.

iv. **Participate:** Contribute to discussions and in-class work. Active participation helps you learn. Share your ideas and listen to those of others in class. Remember that a mistake is as much a part of learning as a success. Don’t be embarrassed to give an answer even if it may be “wrong.” Also, respect the comments and “mistakes” of others.

v. **Ask Questions:** If you don’t understand something, ask! Most likely someone else in class has the same question.

vi. **Make Use of Office Hours:** There is never enough time in class to answer everyone’s questions and/or cover all of the materials/details that you have been assigned to read

(especially in a class of this size). If you have further questions, call me, e-mail me or come in and see me during office hours – that is why I am here.

vii. **Do Examples and Practice Problems!!:** Try to apply the concepts and rules that you study in this course to examples. For example, I highly recommend that you try to do as many practice problems as you can. Doing examples, seeing which ones you got right, which ones you got wrong (and why), is a great way to learn and remember the material in this class. In this regard, I have placed a set of Practice Problems/Questions (with answers) on the course PolyLearn web site for each exam for you to practice on. Take advantage of them and do them! You can also expect to see similar problems on the exam!!

viii. **Study:** Prepare for exams in advance. In studying for the exams, I highly recommend that you focus on the chapter study/master outlines that I have provided to you in your University Readers' textbook. These outlines are meant to help you synthesize and organize the information, and help you listen in class (versus furiously taking notes). The "tradeoff" is that because I have helped you synthesize the information you need to know for this course (and the exam) and I have provided you with a good study outline, we will in cover a significant amount of material in this course.

Also, note that if there is any conflict between the material contained in the chapter study/master outlines in the University Reader's textbook and the chapters posted on PolyLearn, go with the study/master outlines (as I have tried to gear the outlines to California law as much as I could).

11. DOCUMENTS POSTED ON THE COURSE POLYLEARN WEB SITE AND HOW TO ACCESS THEM

I have placed the following documents on the course PolyLearn web site:

- This syllabus
- All assigned chapters from the Carr, Furniss, Harrington, etc. book (The Legal Environment of Business - Abbott Publishing, Second Edition) (Again, there is no need to buy this book. I am posting these chapters on PolyLearn to save you money.)
- All power point frames used in class (print them out and bring them with you to each class)
- Practice questions/problems for each exam (do them!)

To Learn More About PolyLearn and How to Access This Web Site and the Above Documents:

- Go to the PolyLearn Support site at <http://www.polylearnsupport.calpoly.edu/>. Click on the Student Support box to learn more. Here you can also access an orientation video and list of Frequently Asked Questions.

12. CLASS TOPICS, SCHEDULE AND READING ASSIGNMENTS (TENTATIVE)

Class	Topic	Reading Assignment (Complete <i>before</i> the assigned class; Also, be sure to read the assigned material in the order that I list below)
September 21 (Monday)	Introduction to the Course	<ul style="list-style-type: none"> • Before our first class read this Course Syllabus from beginning to end • Also read the “ETHICS HANDOUT” posted on PolyLearn
September 23 (Wednesday)	The Anatomy of a Civil Case & Trial	<ul style="list-style-type: none"> • Next read Chapter 2 posted on PolyLearn • Next, read the UR Textbook at p. xv, and pp. 1-14 (remember that <i>before</i> class you can and should print out the First Exam Class Lecture Power Point Frames posted on PolyLearn and bring them with you to each class) • Next, read the UR Textbook at pp. 15-42
September 28 (Monday)	The Anatomy of a Civil Case & Trial (continued)	<ul style="list-style-type: none"> • Read Chapter 3 posted on PolyLearn • Next, read the UR Textbook at pp. 43-107
September 30 (Wednesday)	No class today (and no office hours)	<ul style="list-style-type: none"> • No class today and no office hours. But get going on your next assigned reading!
October 5 (Monday)	Our State and Federal Court Systems and Judges	<ul style="list-style-type: none"> • Read the UR Textbook at pp. 109-146
October 7 (Wednesday)	Alternative Dispute Resolution (ADR) Wrap-Up Material Re: the First Exam	<ul style="list-style-type: none"> • Read the UR Textbook at pp. 147-176 • Next, read Chapters 26 and 27 on PolyLearn
October 12 (Monday)	Exam 1 (tentative)	None

October 14 (Wednesday)	Torts in Business material	<ul style="list-style-type: none"> • Next, read Chapter 6 on PolyLearn • Next, read the UR Textbook at pp. 177-235 (remember that <u>before</u> class you can and should print out the Second Exam Class Lecture Power Point Frames posted on PolyLearn and bring them with you to each class)
October 19 (Monday)	Torts in Business (continued)	<ul style="list-style-type: none"> • Read the UR Textbook at pp. 237-266
October 21 (Wednesday)	Torts in Business (continued)	<ul style="list-style-type: none"> • Read the UR Textbook at pp. 237-266 (same as the previous class)
October 26 (Monday)	Torts in Business (wrap-up) and Agency Law/Agency Relationships	<ul style="list-style-type: none"> • Read Chapter 20 on PolyLearn • Next, read the UR Textbook at pp. 267-312
October 28 (Wednesday)	Exam 2 (tentative)	None
November 2 (Monday)	Contracts	<ul style="list-style-type: none"> • Read Chapter 7 on PolyLearn • Next, read the UR Textbook at pp. 313-323 (remember that <u>before</u> class you can and should print out the Third Exam Class Lecture Power Point Frames posted on PolyLearn and bring them with you to each class) • Read Chapter 8 on PolyLearn • Next, read the UR Textbook at pp. 325-344 • Next read Chapter 9 on PolyLearn • Next, read the UR Textbook at pp. 345-353
November 4 (Wednesday)	Contracts (continued)	<ul style="list-style-type: none"> • Read Chapter 11 on PolyLearn • Next, read Chapter 10 on PolyLearn • Next, read the UR Textbook at pp. 355-421

November 9 (Monday)	Contracts (continued)	<ul style="list-style-type: none"> Read the UR Textbook at pp. 423-436
November 11 (Wednesday)	No class today. Veterans Day/Holiday	<ul style="list-style-type: none"> No class today. But get started on your next assigned reading!
November 16 (Monday)	Contracts (continued)	<ul style="list-style-type: none"> None. Or catch up on your reading
November 18 (Wednesday)	Exam 3 (tentative)	None
November 23 (Monday)	Business Organizations	<ul style="list-style-type: none"> Read the UR Textbook at pp. 437-465 (remember that <u>before</u> class you can and should print out the Fourth Exam Class Lecture Power Point Frames posted on PolyLearn and bring them with you to each class) Next, read Chapters 16, 17 and 18 on PolyLearn
November 25 (Wednesday)	No Class. Thanksgiving Holiday	<ul style="list-style-type: none"> No class
November 30 (Monday)	Business Organizations (continued)	<ul style="list-style-type: none"> Read the UR Textbook at pp. 467-490
December 2 (Wednesday)	Business Organizations (continued)	<ul style="list-style-type: none"> Read the UR Textbook at pp. 491-495 Read the UR Textbook at pp. 497-540
December 9 (Wednesday) from <u>7:10 am to 9:30 am</u> (not 7:10 am to 10:00 am or 11:00 am!)	FINAL EXAM (will cover the Business Organizations material)	None

THE INFORMATION IN THIS SYLLABUS IS SUBJECT TO CHANGE AT THE PROFESSOR'S DISCRETION

Finally there is no law that says this course cannot be a lot of fun. So lighten up and ENJOY.

CONFIDENTIAL INFORMATION SHEET

Professor Carr – BUS 207

Name : _____ (please write neatly)
Telephone: _____ (please write neatly)
E-mail: _____ (please write neatly)

1. What college are you in and what is your major/concentration?

2. What is your business background (e.g., have you ever worked for a business or in the “business world,” relevant course work, your family owns a business, certain members of your family are businessmen or businesswomen, etc.)?

3. Why are you taking this class (e.g., personal interest, your mother made you, it is required, etc.)?

4. What do you hope to be doing in 5 years (e.g., teacher, farmer, writer, surfer, priest, economist, rock star, circus performer, curator of the New York Metropolitan Museum of Art, etc.)?

5. What person (famous or non-famous) do you admire (and briefly state why)?

6. What are some of your interests or hobbies?

7. What areas or topics would you like to see covered in this class?