Sales – Fall 2010 – First Assignment
Prof. Emily Houh
University of Cincinnati College of Law

Monday, August 23, 2009, 9-10:25am, room 114
Prof. Emily Houh

Required materials:

1. DANIEL KEATING, SALES: A SYSTEMS APPROACH **(4th ed. 2009).**

2. RONALD J. MANN, ELIZABETH WARREN, AND JAY LAWRENCE WESTBROOK, COMPREHENSIVE COMMERCIAL LAW: STATUTORY SUPPLEMENT **(2010).** The 2010 edition of the supplement is preferred; however, if you have a 2009 or 2008 edition, that should be fine.

3. **TurningTechnologies ResponseCard RF.** You can purchase the TurningTechnologies ResponseCard RF device (aka "response system keypad") at the UC Campus Bookstore where it costs $37.50 (new) or $28.25 (used). **Please be sure to purchase the "RF" model (the only one sold by the Bookstore) to ensure compatibility with the TurningPoint software in use here at the College.**

TurningTechnologies ResponseCard RF

You may be able to find this device online at a slightly lower cost, however, there is some inconsistency about what devices are actually being sold by online retailers (e.g., a specific Amazon.com search will yield results that list both compatible and incompatible response card devices). As such, if you decide to go with an online or third-party vendor, please use an abundance of caution so that you don't get stuck with a device you can't use!

Once purchased, you must **register** your response card device in order to enable its use in class. To register, follow these instructions:

1. Go to the website ***student.turningtechnologies.com***.
2. Enter your ResponseCard ID (found on back of unit).
3. Enter your first name and last name in the appropriate fields.

4. Complete security entry.
5. Press **Next.**
6. Enter instructor's email address (**emily.houh@gmail.com**).
7. Select class name (**"Sales – Fall 2010"**) and add it to the list on the right.
8. Click **Next** and confirm information. Click **Back** if you need to correct information.

Assignment:
1. **Read "Course Information"** – posted on both TWEN and College website.
2. **Read Assignment 1: The Role and Scope of Code in Sales Systems, pp. 1-20.**
3. **Prepare Problem Set 1 (problems 1.1-1.6), pp. 20-22, for discussion.**

There will be no response-card quiz at the beginning of the first class. However, we will be using the response-card devices during the first class, and I will be calling on people.

Note also that, as stated in the Course Information, you are responsible for preparing any and/or all provisions of the Uniform Commercial Code ("UCC") that are discussed or referenced in the assignment. All relevant provisions of the UCC can be found in your statutory supplement/codebook.

Finally, note that class on **Thursday, August 26, 2010 is <u>cancelled</u>**, as I will be out of town. The make-up class is TBD.