



LAW10013 Commercial Law

Introduction to Commercial Law



Acknowledgement of Country

We respectfully acknowledge the Wurundjeri People of the Kulin Nation, who are the Traditional Owners of the land on which Swinburne's Australian campuses are located in Melbourne's east and outer-east, and pay our respect to their Elders past, present and emerging.

We are honoured to recognise our connection to the Wurundjeri Country, history, culture and spirituality through these locations, and strive to ensure that we operate in a manner that respects and honours the Elders and Ancestors of these lands.

We also respectfully acknowledge Swinburne's Aboriginal and Torres Strait Islander staff, students, alumni, partners and visitors.

We also acknowledge and respect the Traditional Owners of lands across Australia, their Elders, Ancestors, cultures, and heritage, and recognise the continuing sovereignties of all Aboriginal and Torres Strait Island Nations.

We respectfully recognise the diversity of Country on which we are grateful to live and learn.

What Country are you respecting?



Contents

- 1 Navigating the unit
- 2 How to succeed
- 3 What is commercial law?
- 4 Reflective exercise to begin the TP





About me

- I'm your unit coordinator and one of the OLA's (dual role)
- nnikolopoulos@swin.edu.au
- Background and interests

Expectations

LAW10013

You are expected to:

- engage with the modules
- do the readings
- complete the activities
- post on the discussion boards
- attend the weekly workshops (and come prepared), and
- ask questions, share your thoughts, and have fun!

What you can expect from me:

- enthusiasm – I love to think and talk about this stuff!
- approachability – ask questions!
- guidance – I'm here to help you learn!
- honesty – I aim to give you constructive feedback. My goal is to help you learn and improve.



Navigating the Unit

Unit learning outcomes

By the end of this unit, you will be able to:

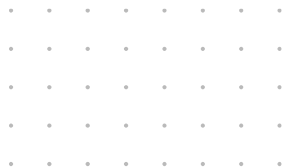
- locate and describe the common law and statutory provisions governing selected topics in the law of commerce
- apply these areas of law to factual situations and develop problem-solving skills to analyse and determine a likely outcome
- apply the knowledge learnt in these topic areas to draft clauses in commercial agreements in relevant topic areas..



Navigating the unit

Unit overview

Week	Topics
1	Introduction, defining commercial law and its sources
2	Sale of goods in commercial law and sale of goods & services in consumer law
3	International sales contracts (Part 1)
4	International sales contracts (Part 2)
5	Consumer Protection (Part 1)
6	Consumer Protection (Part 2)
Consolidation Week	



Navigating the unit

Unit overview

Week	Topics
7	Consumer Protection (Part 3)
8	Agency
9	Guarantees
10	Electronic commerce
11	Insurance
12	Revision and reflection
Exam Week	



Navigating the unit

Assessments

Assignment Task	Weighting	Due Date
A1 open book 60 minute online Quiz	10%	Opens: 9am AEST Thursday 31 July 2025 (Week 4) Due: 11.59pm AEST Sunday 3 August 2025 (Week 4) Individual/team task: Individual
A2 Research essay	30%	Word/time limit: 2000 words (+/- 10%) (excluding footnotes) Weighting: 30% Due date: 11.59pm AEST Monday 1 September 2025 (Week 8) Individual/team task: Individual
A3 Final assignment	60%	Word limit: 4000 words (+/- 10%)

How to succeed in this unit



Read the learning materials and listen to the videos



Attend the Workshops and come prepared



Contribute on discussion boards weekly



Complete each assessment to the best of your ability



Plan your time



Look after yourselves and do the best you can



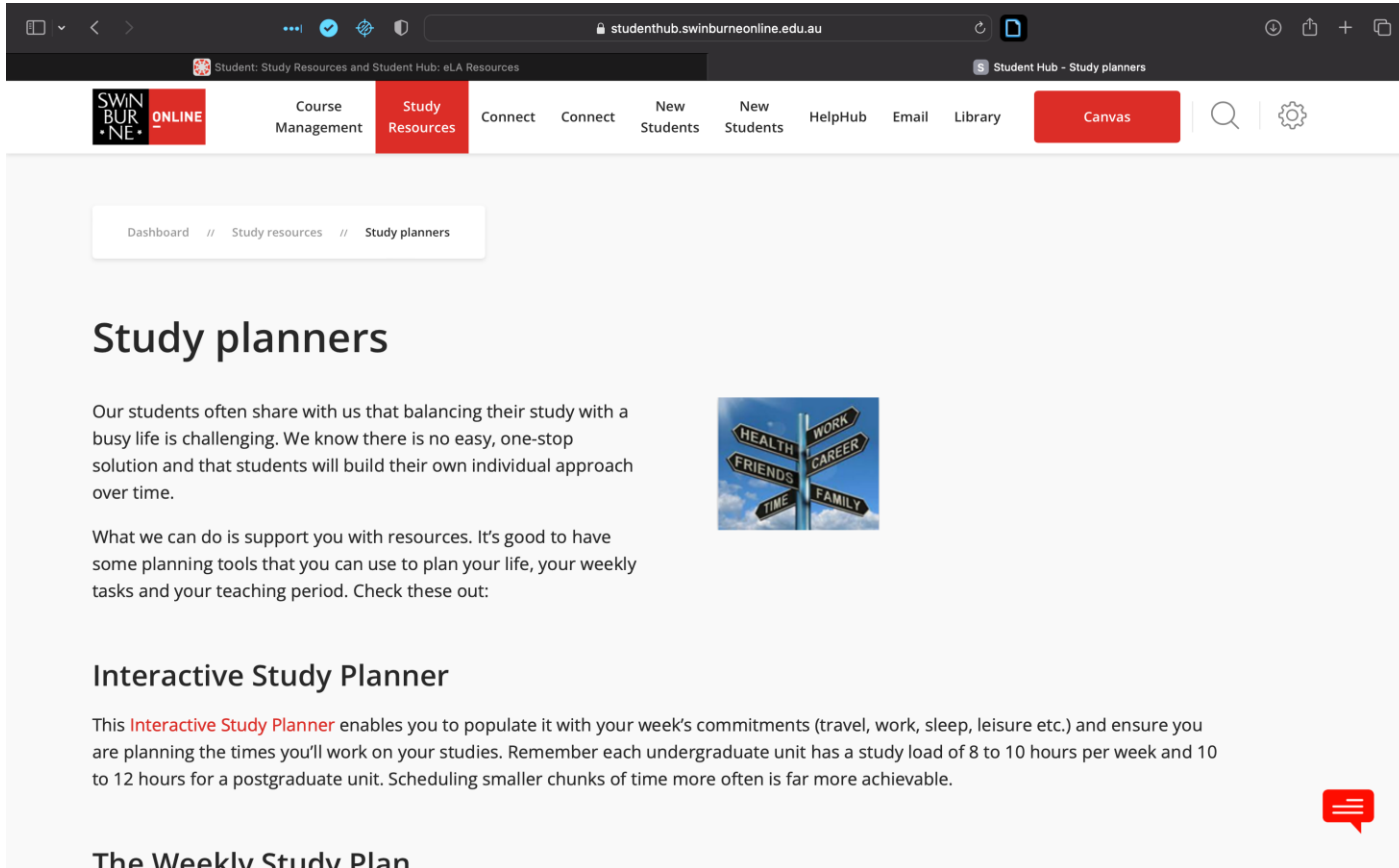
Set personal goals



Ask questions! Be active in your learning



Time Management




The screenshot shows a web browser window with the URL `studenthub.swinburneonline.edu.au`. The page header includes the Swinburne Online logo, navigation links for Course Management, Study Resources, Connect, New Students, HelpHub, Email, Library, and Canvas. A search icon and a settings gear are also present. The breadcrumb trail reads: Dashboard // Study resources // Study planners. The main heading is "Study planners". Below it, a paragraph states: "Our students often share with us that balancing their study with a busy life is challenging. We know there is no easy, one-stop solution and that students will build their own individual approach over time." To the right of this text is an image of a signpost with arrows pointing in different directions, labeled "HEALTH", "WORK", "FRIENDS", "CAREER", "TIME", and "FAMILY". Below the paragraph, another paragraph says: "What we can do is support you with resources. It's good to have some planning tools that you can use to plan your life, your weekly tasks and your teaching period. Check these out:". The next section is titled "Interactive Study Planner" and contains the text: "This **Interactive Study Planner** enables you to populate it with your week's commitments (travel, work, sleep, leisure etc.) and ensure you are planning the times you'll work on your studies. Remember each undergraduate unit has a study load of 8 to 10 hours per week and 10 to 12 hours for a postgraduate unit. Scheduling smaller chunks of time more often is far more achievable." At the bottom left, the text "The Weekly Study Plan" is partially visible. A red speech bubble icon is located at the bottom right of the page content area.

Dashboard // Study resources // Study planners

Study planners

Our students often share with us that balancing their study with a busy life is challenging. We know there is no easy, one-stop solution and that students will build their own individual approach over time.



What we can do is support you with resources. It's good to have some planning tools that you can use to plan your life, your weekly tasks and your teaching period. Check these out:

Interactive Study Planner

This **Interactive Study Planner** enables you to populate it with your week's commitments (travel, work, sleep, leisure etc.) and ensure you are planning the times you'll work on your studies. Remember each undergraduate unit has a study load of 8 to 10 hours per week and 10 to 12 hours for a postgraduate unit. Scheduling smaller chunks of time more often is far more achievable.

The Weekly Study Plan

What is commercial law?

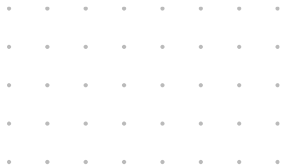
Is it a subject at all?

- Rights and duties arising from the supply of goods and services in the way of trade.
- A regulatory framework through which commercial relationships operate.
- Laws, which have been developed to deal with mercantile interactions and relationships.
- Domestic and international law.
- Statute and common law.
- Includes the regulation of the law of contract, consumer protection, agency, sale of goods, credit, cheques and bills of exchange, restrictive trade practices, partnership, companies, bankruptcy, and insurance.

Reflective Exercise

Reflect on the reasons you have come to this unit, write yourself a memo setting out:

- What are your hopes and expectations for this unit?
- What do you want to achieve?
- What fears or concerns do you have as you start the TP?
- Is there anything in particular that you noticed about your study last TP that you can bring to bear on your success this TP?



Thank you

Swinburne **Online**

Contact me for unit-specific matters Mon-Thurs
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Student Advisor Team for course-related
matters, exams and referrals/info to support
services

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PHONE OPERATING HOURS

Monday to Friday 8am–9pm AEST

Weekends 10am–6pm AEST



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