



GOVERNORS STATE UNIVERSITY
College of Business and Public Administration

COURSE TITLE: Business Law I BLAW 325
SESSION: Fall 1990
INSTRUCTOR: Richard Finkley, University Professor
UNITS: Three
PHONE: (708) 534-5000, Ext. 2269
OFFICE HOURS: Monday: 12:15 - 2 p.m.; 3:15 - 4:30 p.m.
Wednesday: 9:15 - 9:30 a.m.; 12:15 - 2 p.m.
TEXTBOOK: Business Law and the Regulatory Environment:
Concepts and Cases, 7th edition by
Metzger, et al, published by Irwin

Course Objectives

Upon completion of this course, the student is able to:

1. Understand the American legal system and its function of dispute resolution.
2. Understand the basic principles of commercial law in the areas of contracts, agency, sales, personal property and bailments.
3. Recognize the applicability of the principles discussed to personal and/or career uses.

WRITTEN ASSIGNMENTS

The College of Business and Public Administration seeks to develop communication and computing skills along with functional knowledge. The College believes recognition and consideration of ethical issues in business, government and society at large is important. To further these objectives ten papers involving recognition and discussion of ethical issues in situations will be required. General points about the written assignments:

1. The specific situations you are to discuss will be distributed separately.
2. Do all assignments on word processing software or an IBM compatible computer.
3. Turn in a printed copy of the assignment as well as a disk which contains it. The printed copy will be returned to you. The disk will not be returned.

4. Each paper must be no more than two pages in length.
5. Papers will be graded as +, ✓, or 0. A+ grade on a paper adds four (4) points to your total for the course. A ✓ grade adds two (2) points. A 0 grade adds no points.
6. Grades on the papers will be based on organization and your ability to correctly express yourself as well as content.
7. Papers may be revised and resubmitted. Revisions are due at the next class after the papers are returned to the class.
8. For each paper submitted late, subtract ten (10) points from your total for the course. (This does not apply to the first time you submit a paper late.)
9. Any papers submitted late may not be revised.
10. Late revisions will not be accepted.

EXAMS

Two hour exams (100 pts. each) and a final (200 pts.). Exams will consist of essay and objective questions with each type approximately 50% of the 400 possible exam points.

GRADING

Legal principles "live" through their application to factual situations. Knowing the five essential elements of a contract, for example, will do you little good if you cannot recognize that a promise is lacking in one of them and thus not enforceable in court. Understanding the law in a substantive area requires not only learning principles but also applying them to real world situations. The exams will weight knowledge of principles and their application equally. The standard 90-80-70-60- grading scale will be applied to the highest score on each exam and to the total of highest scores for the course.

(For example)

High Score on exam	=	90
Grading Scale	A	= 81-90
	B	= 72-80
	C	= 63-71
	D	= 54-62

Experience indicates the following approximate grading scale for the course based on 400 possible points:

A	=	85% and above
B	=	75-84%
C	=	65-74%
D	=	55-64%
F	=	less than 55%

Students will be evaluated as follows:

<u>Grade</u>	<u>Principles</u>	<u>Application</u>
A	Superior	Superior
B	Above average Average Superior	Above average Superior Average
C	Average Above average Below average	Average Below average Above average
D	Marginal	Marginal
F	Unacceptable	Unacceptable

SCHEDULE AND ASSIGNMENTS

<u>Week</u>	<u>Topic</u>	<u>Chapter</u>	<u>Problems</u>	<u>Written Assignment</u>
9-3 & 9-10	American Legal System Crimes and Torts	1-6		
9-17	Introduction to Contracts	7	1-5, 7, 8	1
9-24	Offer Acceptance	8 9	1,2,3,5,7,9 1,2,4,5,8	2
10-1	Acceptance EXAM #1	9		
10-8	Reality of Consent	10	1,2,4,5,8,9,11	3
10-15	Consideration	11	1,2,3,4,6,7,8	4
10-22	Capacity Illegality	12 13	1,2,3,5,8 2,4,6,9,12	5
10-29	Writing Rights of Third Parties	14 15	1,3,5,6,10 1,2,5	6
11-5	Performance & Remedies EXAM #2	16	3,4,8	7
11-12	Personal Property & Bailments	21	2,4,5,8,9,10,11,12	8
11-19	Sales Contracts Product Liability	17 18	4,5,6,7 2,4,5,6	9
11-26	Performance of Sales Contracts Remedies	19 20	1,3,6,8 2,3,5,11	10
12-3	Agency Relationship Principal, Agent & Third Party	31 32	3,5 3-10	
12-10	FINAL EXAM			