

GOVERNORS STATE UNIVERSITY  
College of Business and Public Administration

**COURSE:** BLAW 325<sup>B</sup> Business Law I  
**SESSION:** Winter Trimester 1995  
**INSTRUCTOR:** Richard Finkley, University Professor  
**OFFICE:** C3388  
**PHONE:** (708) 534-4960  
**OFFICE HOURS:** Monday: 10:45 a.m. - 12:30 p.m., 3:15-3:30 p.m.  
Wednesday: 10:45 a.m. - 12:30 p.m.  
3:15 p.m. - 4:30 p.m.

**CREDIT HOURS:** Three

**CATALOG**

**DESCRIPTION:** An introduction to the American legal system followed by study of the following substantive areas of law: contracts, personal property, bailments, sales, agency. The principles discussed are applicable to personal as well a business use, and non-business students wanting to become more knowledgeable "consumers of law" are encouraged to enroll.

**PREREQUISITE:** None

**TEXTBOOK:** Business Law and the Regulatory Environment: Concepts and Cases, 8th edition by Metzger, et al, published by Irwin

**NOTE:** Answers to Study Guide questions are on Reserve in the Library

**COURSE TYPE:** Lecture/Discussion.

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 contracts, agency, sales, personal property and bailments.
3. Recognize the applicability of the principles discussed to personal and/or career uses.

GSU ARCHIVES  
BLAW 325B  
W 95

**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>
1-16	American Legal System	1, 2	
1-23	Crimes and Torts	5, 6	
1-30	Torts Intro to Contracts	7 9	1, 2, 4-6, 8-10
2-6	Offer Acceptance	10 11	2-6, 8-10 1-3, 5, 8
2-13	<b>EXAM #1</b>	(Chapters 1, 2, 5-7, 9-11)	
2-20	Reality of Consent	13	1-6, 8, 11
2-27	Consideration Capacity	12 14	1, 2, 4-8 1-3, 5-8
3-6	Illegality Writing	15 16	1-4, 6, 8, 11 1-3, 5-7, 9
3-13	Rights of Third Parties Performance & Remedies	17 18	1-3, 5
3-20	<b>EXAM #2</b>	(Chapters 12-18)	
3-27	Sales Contracts	19	1, 4-6, 8, 10
4-3	Product Liability Performance of Sales Contracts	20 21	1, 3, 4, 6 1, 4, 6, 7
4-10	Remedies Agency Relationship	22 34	4, 5, 7, 9 3, 5, 6, 8
4-17	Principal, Agent & Third Party	35	5-10
4-24	<b>FINAL EXAM</b>	(Comprehensive)	

**Syllabus Statement for Persons with Disabilities:**

It is the intention of the institution to support full participation of all students, regardless of physical ability level. Therefore, if any student needs consideration of his/her physical abilities in order to complete the course, please notify the instructor as soon as possible.