

GOVERNORS STATE UNIVERSITY
College of Business and Public Administration

COURSE: BLAW 325B Business Law I
SESSION: Fall Trimester 1996
INSTRUCTOR: Richard Finkley, University Professor
OFFICE: C3388

PHONE: (708) 534-4960
OFFICE HOURS: Tuesday 3:15 - 7:30 P.M.
Thursday 3:45 - 4:30 P.M.

CREDIT HOURS: Three

COURSE 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 as business use.

PREREQUISITE: None

TEXT: Business Law and the Regulatory Environment: Concepts and Cases, 9th edition by Metzger, et al, published by Irwin.

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

EXAMS

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

GSU ARCHIVES

BLAW 325B
Fall

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
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 of</u>	<u>Topic</u>	<u>Chapter</u>	<u>Problems</u>
9/3	American Legal System	1,2	
9/10	Crimes and Torts	5-7	
9/17	Intro to Contracts	9	1,3,4,6-10
9/24	Offer	10	1-3,5,9,10
	Acceptance	11	1-3,5,8,10
10/1	EXAM #1 (Chapters 1,2, 5-7, 9-11)		
10/8	Reality of Consent	13	2-7,10
10/15	Consideration	12	1-3,5-7
	Capacity	14	1-6
10/22	Illegality	15	3-6,8
	Writing	16	1-3,5,6,8,9
10/29	Rights of Third Parties	17	1-5
	Performance & Remedies	18	1,3,6,8
11/5	EXAM #2 (Chapters 12-18)		
11/12	Sales Contracts	19	1-9
11/19	Product Liability	20	2-4,7-9
	Performance of Sales Contracts	21	2-4,6-8
11/26	Remedies	22	4,7,8,10
	Agencies Relationship	34	1,5-8
12/3	Principal, Agent & Third Party	35	1,2,4,5,7-9
12/10	FINAL EXAM (COMPREHENSIVE)		

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