



JONES COLLEGE OF BUSINESS

Course Syllabus (2020 Spring) Revised

BLAW 3430: Commercial Law

Instructor:	Dr. Pat Wall
Website:	http://www.mtsu.edu/~pwall
Class Times/Location:	Section 001 (10570), TR 11:20-12:45PM, BAS S316 Section 002 (10571), TR 2:40-4:05PM, BAS S316
Office and Hours:	BAS N406, TR 1:00-2:30PM, TR 4:10-5:10PM and by appointment
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Email:	Patricia.Wall@mtsu.edu
Textbook:	Mann and Roberts, <i>Business Law and the Regulation of Business</i> , 12/e, Thomson/Southwestern, 2017, ISBN13: 978-1-305-50955-9; ISBN10: 1-305-50955-2 (Required)

Mission of the Jones College of Business

The mission of the Jones College of Business is to:

- **Foster student success** in a large business school with a small school feeling, created by caring, professional faculty and staff interacting with students as individuals in relatively small classes, through proactive student organizations, and in a broad range of other settings, with students' needs constantly of prime consideration;
- **Capitalize on its extensive alumni network**—80 percent of Jones College graduates live and work in Middle Tennessee—to provide career opportunities to its student;
- **Cultivate a global understanding** and perspective among students that enables them to succeed in the international business community;
- **Build the base of knowledge** about business-related theory and practice through basic/discovery scholarship, integration/application scholarship, and teaching/learning scholarship;
- **Participate in impactful service** activities that better the university, the broader profession, and the greater community; and
- **Produce graduates** from its bachelor's, master's, doctoral and executive/continuing education programs who are well prepared for challenges and advancements in their chosen careers.

Hope (Lottery) Scholarship Information

To retain Tennessee Education Lottery Scholarship eligibility, you must earn a cumulative TELS GPA of 2.75 after 24 and 48 attempted hours and a cumulative TELS GPA of 3.0 thereafter. You may qualify with a 2.75 cumulative GPA after 72 attempted hours (and subsequent semesters), if you are enrolled full-time and maintain a semester GPA of at least 3.0. A grade below B may negatively

impact TELS eligibility. Dropping or stopping attendance in a class may also impact eligibility. If you withdraw from or stop attending this class and it results in an enrollment status of less than full time, you may lose eligibility. Lottery recipients are eligible to receive the scholarship for a maximum of five years from the date of initial enrollment, or until reaching 120 TELS attempted hours or earning a bachelor degree. For additional Lottery rules, please refer to your Lottery Statement of Understanding form (<http://www.mtsu.edu/financial-aid/forms/LOTFOF.pdf>) or contact your MT One Stop Enrollment Counselor (<http://www.mtsu.edu/one-stop/counselor.php>).

Accommodations for Students with Disabilities

Middle Tennessee State University is committed to campus access in accordance with Title II of the Americans with Disabilities Act and Section 504 of the Vocational Rehabilitation Act of 1973. Any student interested in accommodation can consult the Disability & Access Center (DAC) website www.mtsu.edu/dac and/or contact the DAC for assistance at 615-898-2783 or dacemail@mtsu.edu. ADA accommodation requests (temporary or permanent) are determined only by the DAC. Students are responsible for contacting the DAC to obtain ADA accommodations and for providing the instructor with the Accommodation Letter from the DAC.

Course Description and Learning Outcomes

The course examines the legal rights and potential liabilities of business persons. Includes the basic law of contracts; UCC; sales; commercial paper; secured transaction; and credit; bankruptcy; personal property and bailment; real property; and wills trusts and estates. Prerequisite: Junior standing.

Course Grading

Your final grade depends on the weighted average of four non-comprehensive exams (15% each), the scores on ten 10-point quizzes (20%); and a group presentation grade (20%). The latter incorporates reviews by the other groups (45 points) and the instructor (45 points), and your attendance and participation in reviewing other groups (10 points). No extra credit assignments are anticipated. The scale is: A: 90 and above, B: 80–89, C: 70–79, D: 60–69, F: below 60.

- **Exams** are multiple choice. (Bring Scan-Tron #19641.) Scores are returned the next class.
- Exams should be taken when scheduled. **Any make-ups (exams and/or quizzes) will be given during the final exam period (see Assignments) and will differ from the original.** To qualify for a make-up, you must (1) have a reasonable and verifiable cause (all illnesses must be documented with doctor's statements), (2) notify the instructor of the reason and provide documentation, and (3) again notify the instructor by email two weeks prior to the scheduled make-up day whether you still intend to make-up work and what you need to make-up.
- **Quizzes** are open-book/open-notes. (Bring Scan-Tron #19641.)
- Students are assigned to groups for **presentations** and presentation **reviews**. For presentations, each member will participate as the group agrees. Reviews will also be done as groups, with reviewers collaborating and discussing the strengths and weaknesses of a presentation and assigning an agreed score. To receive credit, each group member must personally sign the grading rubric.
- **Always bring a Scan-Tron form (#19641) and a presentation grading rubric to class.**
- The drop deadlines are February 3 (without a grade) and March 29 (W).

After Spring Break, all Quizzes and Exams will be given via D2L, and all presentations will be submitted via D2L dropbox.

Attendance

Students are expected to attend all regularly scheduled classes, to be prepared and to participate respectfully in discussions. Attendance, preparation and participation are important not only to learning, but also for a satisfactory grade. If you have an excused absence—a verifiable illness, death in the family, business or university trip—you may make up missed classroom work. (See above.)

Otherwise, you will not receive credit. You are absent if you arrive very late or leave very early. Disruptive or chronically absent students may be dropped.

- Use of devices such as cell phones during class or exams is prohibited.
- Students should use technology. Course materials—e.g., lecture notes, assignments—are available only at <http://www.mtsu.edu/~pwall>. A password is required.

Academic Conduct

Middle Tennessee State University takes a strong stance against academic misconduct. Academic misconduct includes, but is not limited to, plagiarism, cheating, and fabrication.

1. Plagiarism. The adoption or reproduction of ideas, words, statements, images, or works of another person as one's own without proper attribution. This includes self-plagiarism, which occurs when an author submits material or research from a previous academic exercise to satisfy the requirements of another exercise and uses it without proper citation of its reuse.
2. Cheating. Using or attempting to use unauthorized materials, information, or aids in any academic exercise or test/examination.
3. Fabrication. Unauthorized falsification or invention of any information or citation in an academic exercise.
4. The use, or attempted use, of a cell phone (and other electronic devices) during an exam does constitute academic misconduct (including cheating).

Students guilty of academic misconduct, either directly or indirectly, through participation or assistance, are immediately responsible to the instructor of the class. In these instances, the faculty member has the authority to assign an appropriate grade for the exercise or examination, or to assign an F in the course, as is proportional to the nature and extent of academic misconduct.

Course Schedule

See following page.

Assignments **Revised**

Quizzes and exams are **bolded**. The Extra Problems are available online.

Class	Topic	Chapters	Extra Problems	Presentations
T	1/21 Syllabus, Group Assignments, Class Home Page; Introduction			
R	1/23 Appellate cases, briefing cases, on-line research			
	Introduction to Contracts	9	Ch 09	
T	1/28 Mutual Assent	10	Ch 10	
R	1/30 continue			
T	2/4 Conduct Invalidating Assent	11	Ch 11	Group 1
	Consideration	12	Ch 12	
R	2/6 continue			
	Quiz 1	9–11		
T	2/11 Illegal Bargains	13	Ch 13	Group 2
	Contractual Capacity	14	Ch 14	
R	2/13 continued			
	Quiz 2	12, 13		
T	2/18 Contracts in Writing	15	Ch 15	Group 3
R	2/20 Review for Exam 1			
	Quiz 3	14, 15		
T	2/25 Exam I	9–15		
R	2/27 Third Parties to Contracts	16	Ch 16	
	Discuss Exam I			
T	3/3 Performance, Breach and Discharge	17	Ch 17	Group 4
	Contract Remedies	18		
R	3/5 Introduction to Sales and Leases	19	Ch 19	Group 5
	Quiz 4	16, 17		
T	3/10 No class: Spring Break			
R	3/12 No class: Spring Break			
T	3/17 No class Spring Break			
R	3/19 No Class: Spring Break			
T	3/24 Performance; Transfer of Title and Risk of Loss	20-21	Ch 20-21	
R	3/26 Product Liability	22		
	Review for Exam II	16-22		
	Quiz 5 (Take on D2L)	19		
	Quiz 6 (Take on D2L)	20-22		
T	3/31 Exam II (Take on D2L)	16-22		
R	4/2 Sales Remedies	23	Ch 23	
	Form and Content	24	Ch 24	
	Transfer and Holder in Due Course	25	Ch 25	
T	4/7 Holder in Due Course	25	Ch 25	Group 6
	Quiz 7 (Take on D2L)			
R	4/9 Exam 3 (Take on D2L)	23-25		
T	4/14 Secured Transactions and Suretyship	37	Ch 37	Group 7
	Chapter 39, Bankruptcy	38	Ch 38	
R	4/16 Introduction to Property, Property Insurance, Bailments, and Documents of Title	47	Ch 47	Group 8
	Quiz 8 (Take on D2L)	37		
T	4/21 Interest in Real Property	48	Ch 48	
	Quiz 9 (Take on D2L)	48		
R	4/23 Transfer and Control of Real Property	49	Ch 49	Group 9
	Trusts and Wills	50	Ch 50	
	Review for Exam 4			
	Quiz 10 (Take on D2L)	48-50		
T	4/28 Exam 4 (Take on D2L)	37- 38, 47-50		
T	5/5 Make-up Day: 10:30–12:30 for Section 001			
	Make-up Day: 3:30–5:30 for Section 002			