**ERAU logo**

**COURSE SYLLABUS**

Course No. **BA390** Title: **Business Law**

Credit Hours: 3 Lecture Hours: 40 Laboratory Hours: 0

Term **Spring 2015** Meetings: **Tu,** **Th, 2:50 PM – 4:05 PM** Room: **RASC1-101**

Campus: **Prescott**

**INSTRUCTOR** Sarah Nilsson, JD, PhD, MAS.

**PHONE** 602-561-8665 (cell)

**FAX** N/A

**EMAIL** [sarah.nilsson@erau.edu](mailto:sarah.nilsson@erau.edu)

(please include “Business Law” in reference line)

**OFFICE HOURS**

M-W-F 9:30-11:30 am and 1:30-2:30 pm, T-Th 1:30-2:30 pm or by university email anytime. Email is the preferred method of contact (you may email me anytime). I usually check and respond to my university email at least daily. You may telephone me at any time if you deem the matter urgent. If I don’t answer, please leave a message.

**COURSE TEXT**

Beatty & Samuelson, Introduction to Business Law, **4th edition**, South-Western, Cengage Learning (2013), ISBN 13: 978-1-133-18815-5.

**COURSE DESCRIPTION**

This course is a survey of the legal aspects of business transactions. Areas covered

include contracts, agency, bailment, negotiable instruments, partnerships, corporations,

consumer credit, and the government’s influence on business law.

**GOALS**

The course is designed to acquaint the student with the legal setting of business,

including aviation and aerospace enterprises, as well as the law’s relationship to one's

personal affairs, in a meaningful, accurate and interesting manner.

**LEARNING OUTCOMES**

Upon course completion, students will be able to:

1. Recognize the role and importance of the legal environment of business and how law affects both business and society in conducting commercial transactions.

2. Discuss the nature and role of jurisdiction over subject matter, property, and locations.

3. Explain the role, nature, history, and operational functions of various federal and state courts in the American Jurisprudence system.

4. Describe the major differences existing between private wrongs and public crimes as they affect the business community.

5. Recognize the nature, formation, and classification of contracts and explain the role of the basic elements for a legally valid contract to exist.

6. Assess the legal problems of genuineness of assent and what condition must prevail in order for a contractual offer to be null and void relative to absence of genuineness.

7. Explain how the statute of frauds rule functions and the affects of the parole evidence rule relative to written contracts required under statute of frauds rule.

8. Explain the rights of assignment, delegation, and third party beneficiary contracts as they affect business including remedies available for breach and their discharge.

9. Analyze commercial problems dealing with sales contracts from the standpoint of issues, causes, and potential solutions when performance is incomplete and a breach of contract develops.

10. Explain the role and operational characteristics of warranty of titles, express warranty, warranty of merchantability and fitness for a particular purpose and implied warranty dealing with prior course of dealing including role of product liability for manufacturers.

11. Describe the role of personal property relative to property rights, and the elements of bailment and how they function in different bailment situations.

12. Discuss and explain real property concepts.

**COURSE SCHEDULE**

The course schedule (see below), as augmented by daily assignments posted to CANVAS (when up and running), contains the reading, homework, and other assignments, along with the two exams and final exam dates.

The instructor reserves the right to make changes, which will be announced during class meetings, updated on the CANVAS web site for the course, or e-mailed to students at their ERAU e-mail accounts.

You are expected to check your ERAU e-mail account on a daily basis.

## EVALUATION SYSTEM

Individual Preparation (HW completed/submitted on time) 10%

Individual Participation 20%

Team Case Studies 10%

Exam 1 20%

Exam 2 20%

Exam 3 - Final Exam 20%

Total 100%

## ASSIGNMENTS AND REQUIREMENTS

#### *Class Participation*

As a *minimum*, students are expected to appear in class having read, analyzed, synthesized and being prepared to discuss the assigned chapter(s) and other readings. This is a professional responsibility to yourself and your classmates. Active participation in class discussions is an important element in the process of higher education; it is highly valued by your instructor and is reflected in the assignment of grades. Participation includes the quantity and quality of comments, answers to questions posed by your instructor and classmates, class discussions, and lively fellowship. Consistent on-time class attendance is a foundation of participation.

In the classroom, we will work some team problem-solving exercises. Each student is expected to participate fully and enthusiastically in the team’s deliberative process in these exercises and to speak for the team on occasion.

## Students meeting the above criteria will receive two points for Individual Participation and one point for Team Case Studies for each class meeting that is scheduled to include Chapter and/or other discussions.

Please turn in the daily homework assignment at the beginning of class (hard copy) but you must retain a copy for your reference during class discussion. If you are not able to attend class due to an EXCUSED absence you may email me your assignment so as to earn your participation points for the day.

If a student misses more than 3-5 classes (unexcused) there will be a 10% total grade reduction. For 6-7 classes (unexcused) there will be a 20% total grade reduction. Missing

8 or more classes (unexcused) may be grounds for class failure.

At the end of the course there will be a peer review (to be turned in on the last class before the final exam). All of the team points (i.e. 10%) can be withheld for substandard team evaluation. Nothing less than full high quality team participation is accepted.

**EXAMS**

There will be 2 exams and a final exam. Students may be tested on any and all materials contained in the readings, lectures, and class discussions.

The percentage points achieved from the total possible as follows shall determine a student’s letter grade in this course:

A = 90 – 100%  
B = 80 – 90%  
C = 70 – 80%  
D = 60 – 70%  
F = Below 60%

**COURSE POLICIES**

**Attendance**

Attendance is expected. The instructor is the final authority on what constitutes an excused absence and your best course of action is to contact her before your absence, if possible.

**Cell Phones and Other Electronic Devices**

Out of consideration for others please turn your cell phone and other electronic devices that may emit distracting sounds to the silent mode. If they do not have a silent or vibratory mode, please turn them off to avoid distracting your classmates.

**Late Work**

Late work will not be accepted unless otherwise approved by the instructor.

Exams must be taken on the scheduled day and time unless otherwise approved by the instructor.

**Contesting Grades**

Any student wishing to contest a score must do so by presenting the argument in writing to the instructor within one week of receiving the contested score. The instructor will make score adjustments as deemed appropriate and fair. Final course grade must be contested via official university policy.

**Academic Honesty**

Embry-Riddle’s Student Handbook contains several regulations regarding the ethical behavior of students. Please familiarize yourself with these policies.

**Class/Lecture Audio and/or Video Recordings**

These actions are prohibited, except for students with prearranged Disability Support Services (DSS) accommodations.

**Access to Learning**

ERAU is committed to the success of all students.  It is University policy to provide reasonable accommodations to students with disabilities who qualify for services. If you would like to discuss and/or request accommodations, please contact Disability Support Services in Building 17, extension 6750, or 928/777-6750. All discussions are confidential.

**Continuity Statement**

In event of a temporary campus closure due (due to, for example, a pandemic, crime, or natural disaster), this course will continue virtually via Blackboard-based communications as directed on the “Course Announcements” page and via email.

**COURSE SCHEDULE**

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| --- | --- | --- | --- |
| WEEK/ **SESSION** | DATE | **ASSIGNMENTS** | **CLASSROOM ACTIVITIES** |
| 1/1 | 8 Jan | **Read:** Syllabus & Schedule, Text Preface, Instructor’s bio  **Explore:** course in CANVAS  (when available)  **Prepare:** desk nametag from template in Blackboard | Introductions, Course & Syllabus Overview, discussion of instructor’s standards and expectations (how to succeed). |
| 2/2 | 13 Jan | **Read:** Chapters 1 and 2  **Prepare:** answers to Chapters 1 and 2 Practice Exams, for class discussion. | Class Discussion of reading assignment & practice exams on Introduction to Law; Business Ethics & Social Responsibility; exploration of applications to aviation & aerospace. |
| 2/3 | 15 Jan | **Read:** Chapter 3  **Prepare:** answers to Chapter 3 Practice Exams, for class discussion. | Class Discussion of reading assignment & practice exams on Courts, Litigation, and Alternative Dispute Resolution; exploration of applications to aviation & aerospace. |
| 3/4 | 20 Jan | **Read:** Chapter 4  **Prepare:** answers to Chapter 4 Practice Exams, for class discussion. | Class Discussion of reading assignment & practice exams on Constitutional, Statutory, Administrative, and Common Law; exploration of applications to aviation & aerospace. |
| 3/5 | 22 Jan | **Read:** Chapter 5  **Prepare:** answers to Chapter 5 Practice Exams, for class discussion. | Class Discussion of reading assignment & practice exams on Intentional Torts & Business Torts; exploration of applications to aviation & aerospace. |
| 4/6 | 27 Jan | **Read:** Chapter 6  **Prepare**: answers to Chapter 6 Practice Exams, for class discussion. | Class Discussion of reading assignment & practice exams on Negligence & Strict Liability; explore applications to aviation & aerospace. |
| 4/7 | 29 Jan | **Read:** Chapter 7 and 8  **Prepare**: answers to Chapter 7 and 8 Practice Exams, for class discussion. | Class Discussion of reading assignments & practice exams on Crime; International Law; exploration of applications to aviation & aerospace. |
| 5/8 | 3 Feb | **Read**: Chapter 9  **Prepare**: answers to Chapter 9 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Introduction to Contracts. Explore applications to aviation & aerospace. |
| 5/9 | 5 Feb | **Read**: Review for Exam 1 | **EXAM 1** |
| 6/10 | 10 Feb | **Read**: Chapter 10  **Prepare**: answers to Chapter 10 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Contract Impediments. Explore applications to aviation & aerospace. |
| 6/11 | 12 Feb | **Read**: Chapter 11  **Prepare**: answers to Chapter 11 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Conclusion to Contracts. Explore applications to aviation & aerospace. |
| 7/12 | 17 Feb | **Read**: Chapter 12  **Prepare**: answers to Chapter 12 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Practical Contracts. Explore applications to aviation & aerospace. |
| 7/13 | 19 Feb | **Read**: Chapter 13  **Prepare**: answers to Chapter 13 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Sales and Product Liability. Explore applications to aviation & aerospace. |
| 8/14 | 24 Feb | **Read**: Chapter 14  **Prepare**: answers to Chapter 14 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Negotiable Instruments. Explore applications to aviation & aerospace. |
| 8/15 | 26 Feb | **Read**: Chapter 15  **Prepare**: answers to Chapter 15 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Secured Transactions. Explore applications to aviation & aerospace. |
| 9/16 | 3 Mar | **Read**: Chapter 16  **Prepare**: answers to Chapter 16 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Bankruptcy. Explore applications to aviation & aerospace. |
| 9/17 | 5 Mar | **Review:** for exam 2 | **EXAM 2** |
|  | 9 Mar  –  13 Mar | **Spring Break** |  |
| 10/18 | 17 Mar | **Read**: Chapter 17  **Prepare**: answers to Chapter 17 Practice Exams, for class Discussion. | Review of exam.  Class Discussion of reading assignments & practice exams on Agency. Explore applications to aviation & aerospace. |
| 10/19 | 19 Mar | **Read**: Chapter 18  **Prepare**: answers to Chapter 18 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Employment Law. Explore applications to aviation & aerospace. |
| 11/20 | 24 Mar | **Read**: Chapter 19  **Prepare**: answers to Chapter 19 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Employment Discrimination. Explore applications to aviation & aerospace. |
| 11/21 | 26 Mar | **Read**: Chapter 20  **Prepare**: answers to Chapter 20 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Labor Law. Explore applications to aviation & aerospace. |
| 12/22 | 31 Mar | **Read**: Chapter 21  **Prepare**: answers to Chapter 21 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Starting a Business: LLCs and Other Options. Explore applications to aviation & aerospace. |
| 12/23 | 2 Apr | **Read**: Chapter 22 and 23  **Prepare**: answers to Chapter 22 and 23 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Corporations; and Government Regulation: Securities and Antitrust. Explore applications to aviation & aerospace. |
| 13/24 | 7 Apr | **Read**: Chapter 24  **Prepare**: answers to Chapter 24 Practice Exams, for class Discussion. | Class Discussion of reading assignments & practice exams on Accountants’ Liability. Explore applications to aviation & aerospace. |
| 13/25 | 9 Apr | **Read:** Chapters 25 and 26  **Prepare:** answers to Chapters 25 and 26 Practice Exams for class discussion. | Review of exam.  Class Discussion of reading assignments & practice exams on Consumer Law; and Environmental Law. Explore aviation and aerospace applications. |
| 14/26 | 14 Apr | **Read:** Chapters 27 and 28  **Prepare:** answers to Chapters 27 and 28 Practice Exams for class discussion. | Class Discussion of reading assignments & practice exams on Cyberlaw; and Intellectual Property. Explore aviation applications. |
| 14/27 | 16 Apr | **Read:** Chapters 29 and 30    **Prepare:** answers to Chapters 29 and 30 Practice Exams for class discussion. | Class Discussion of reading assignments & practice exams on Real Property and Landlord-Tenant Law; and Personal Property and Bailment. Explore aviation & aerospace applications. |
| 15/28 | 21 Apr | **Read:** Chapters 31 and 32  .  **Prepare:** answers to Chapters 31 and 32 Practice Exams for class discussion. | Class Discussion of reading assignments & practice exams on Estate Planning; and Insurance. Explore aviation & aerospace applications. |
| 15/29 | 23 Apr | **Review for Final Exam** | **Review for Final Exam** |
| 16/30 | 30 Apr  8-10am |  | **Final Exam.**  **Exhale, graduate if able.** |

**NOTE: The instructor reserves the right to change this schedule on reasonable notice.**