

# Bus& 201: Business Law, Winter Quarter 2020

Double Sections # 2051 and #2055

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## Course Description:

This is a course, which heavily depends on the student's ability to manage his/her time efficiently and maintain focus on important timelines. The core of this class will be on business law as a vehicle for improvement of thinking skills in Business. Central content emphasis will be on contracts, the uniform commercial code, sales and secured transactions, basic bankruptcy, third party contract rights, and legal remedies. Course concepts will be illustrated using Lecture, discussion, videos as well as case problem based approach.

## Textbooks and materials:

Required textbook: Mann and Roberts, *Business Law and the Regulation of Business, 13<sup>th</sup> Edition* (ISBN 978-0-357-04260-1). There are several purchase or rental options available online through [Cengage site \(Links to an external site.\)](#). There is a customized version for sale at the GRC bookstore, which includes only the chapters we will cover. There is also a recommended study guide for the book which can be purchased from the [Cengage site \(Links to an external site.\)](#), along with other “Mind Tap” study aids. In addition, there are several study guides on Reserve at the Holman Library, as well as on the [Instructor websiteLinks to an external site.](#). There is also a small booklet entitled *Miniature Guide to Critical Thinking, Concepts and Tools*, by Paul and Elder which is adjacent to the textbooks in the bookstore. This is the same booklet that you may have purchased for POLS200, and I may refer to it as I assign chapter problems. There are also various legal dictionaries, summaries, and contract outlines which may also be purchased at the college bookstore. These are all helpful.

**NOTICE:** This document is available in alternative formats to individuals with disabilities by contacting Disability Support Services at 253-833-9111, ext. 2631; TTY 253-288-3359; or by email at [dss@greenriver.edu](mailto:dss@greenriver.edu).

Green River College is an equal opportunity educator and employer. Learn more at [www.greenriver.edu/accessibilityLinks to an external site.](http://www.greenriver.edu/accessibilityLinks to an external site.)

## Websites:

[This is the instructor's websiteLinks to an external site.](#) be sure to bookmark this site! The information on this site may change periodically, but has much useful information. Check with the instructor before relying upon specific information. The College Canvas Website will be the main platform for the class <https://egator.greenriver.edu/login/canvas> . There is also an orientation video on the Canvas Panopto tab which will be helpful in understanding the course layout.

## Introduction:

There are multiple videos for each chapter Module from the University of Utah and elsewhere, which will supplement the chapters in the textbook. There are 8 Chapter Quizzes and 3 midterms which you may take by the due dates (a 10% late penalty applies if taken beyond the due date without good reason). You will only get one chance for each quiz/exam, which must all be completed before the end of the quarter. Any untaken quizzes or exams will be counted as 0. There may be regular Announcements which you should regularly check on the Announcement tab for your left. There is also a Discussion Tab for posting questions and communicating with each other, or the Instructor. There are also opportunities to post Questions under each Video in each Chapter Module. If English is your second language, you are encouraged to have your reading comprehension evaluated in the Testing Center, or take a Legal Terminology class (Bus E 109), which may be taken concurrently. A tutor may be available at Holman Library, but the instructor and tutor will not devote much time to basic language interpretation. Note: An Introduction to Law course, such as POLS 200 is a prerequisite for this course if you are working on the AB-DTA transfer degree

program, and plan to transfer to a University in the state of Washington. You are urged to check with your advisor or counselor if you have questions about this.

## Course Objectives

### A. Overarching Institutional Learning Outcomes

Green River Community College has committed to the achievement of a standard set of learning outcomes that are to be expected for every student attending classes at this institution. These are global outcomes, which are felt to be inherently important to a civilized democracy. This class is committed to the development of these traits and skills in each student. The outcomes are as follows:

#### 1. Critical Thinking:

**Definition (m):** *Critical Thinking is an overarching ability which finds expression in all disciplines as well as in every situation in life where a person is trying to figure something out. In its most general form, critical thinking consists of disciplined, self-directed thinking which enables students to identify and solve problems, to evaluate arguments and sources of information, and to assess their own thinking—all with respect to explicit standards of good thinking. In addition to specific skills and abilities, critical thinking helps foster certain dispositions, if students consistently and appropriately master critical thinking skills. Among these are intellectual perseverance, intellectual courage, intellectual fair-mindedness, intellectual integrity and intellectual humility.*

We will use critical thinking on a regular basis to process the course content. You will learn how to map out the structural logic of particular cases and use appropriate standards to assess each case's reasoning, as well as your own.

#### 2. Quantitative Reasoning:

**Definition:** *Quantitative Reasoning encompasses abilities necessary for a student to become literate in today's technological world. Quantitative reasoning begins with basic skills and extends to problem-solving. This outcome includes abilities designed to help students achieve four general goals: (1) that they value quantitative reasoning, (2) that they become confident in their ability to reason quantitatively, (3) that they use quantitative reasoning to solve problems, and (4) that they use quantitative reasoning to communicate.*

As law often involves abstract and intangible concepts, we will learn and apply tools, concepts, and tests which are used in law to quantify such business law intangibles as contract equity, fairness, and economic impracticability. We will also apply quantitative cost-benefit principles throughout the course.

#### 3. Responsibility:

**Definition:** Responsibility encompasses those behaviors and dispositions necessary for students to be effective members of a community. This outcome is designed to help

students understand the importance of, and develop a commitment to, those responsibilities which will enable them to work successfully on their own and with others.

In a full online class, students are responsible for their own performance, behaviors and learning. In addition, students may choose to create teams by which each team member becomes partially responsible for the group outcome and grade.

#### 4. Written Communication:

**Definition:** *Written Communication encompasses all the abilities necessary for effective expression of thoughts, feelings, and ideas in written form. This outcome is concerned with helping students 1) learn to value clear written communication, 2) demonstrate a clear sense of purpose, 3) gain confidence in their written communications skills, and 4) improve their ability to assess the effectiveness of their own writing as well as the writing of others.*

Students will be provided the opportunity to provide written communication of course content in assignments, tests, group and individual activities. In addition, groups often utilize PowerPoint presentations to communicate their group assignments.

#### 5. Valuing Diversity:

**Definition:** *Valuing diversity encompasses those behaviors and dispositions necessary for students to be effective members of a changing world. This outcome is designed to help students understand, respect, and value the attitudes and practices which may be different from their own by considering various perspectives in areas of race, gender, socioeconomic status, ethnicity, age, culture, disability, and/or sexual orientation.*

Part of the Logic mapping procedures involves consideration of various Points of View within the context of the Case Method approach. Some points of view will relate to consideration of changing social and cultural factors such as defined above. We also welcome the increasing number of International students to our classes and look forward to exchange of cultural perspectives with them.

## B. General Course Objectives:

At the completion of this course, each student should be able to:

- Display a working knowledge of business law in society, and the factors that affect the evolution of those laws over time.
- Understand and apply the fundamental Concepts of Contracts, the Uniform Commercial Code, Statute of Frauds, Assignments, Third Party contracts, and Remedies
- Demonstrate an ability to concisely analyze and articulate the specific holdings and reasoning in given assigned cases.
- Work cooperatively and effectively in group presentations (optional).

- Understand, appreciate, and reflect on the elements of thought as they are applied to case analysis and to self-development.
- Be familiar with and demonstrate understanding of the relevant intellectual criteria used to evaluate the merit of particular arguments, viewpoints, or intellectual work products such as legal cases.

## C. Specific Chapter Objectives:

In addition to the above, the textbook used for this class also has Specific Learning Objectives listed in the Chapter review for each chapter. The content examinations in the class are geared toward accomplishment of these objectives. Therefore, it is the student's responsibility to familiarize him or herself with the objectives, ask pertinent questions about them, and study accordingly. In order to avoid redundancy, the specific chapter objectives listed in the text will not be reproduced here, but are accordingly incorporated by reference. The recommended Study Guide for the course is also specifically aimed at accomplishment of the content objectives.

## Grading:

The grading for this class will be based upon the results of various content examinations that will be given throughout the quarter, plus in class activities as stated below.

NOTE: a late penalty of 10% will be applied for quizzes or exams taken beyond the due date without prior approval by the Instructor, which can be obtained via email).

Table 1 Grading Criteria

|   |   |
|---|---|
| 2 or 3 Content Midterms   | 40%   |
| In class Engagement   | 10%   |
| Chapter Quizzes (online in Canvas). Subject to late penalties per Class rules below.  | 35%   |
| Engaged participation (implies regular Canvas input onto the Discussion Board or video Modules). This is tracked by Canvas. | 10%   |
| Attendance (based upon roll call).  | 5%  |
| Extra Credit Presentations  | 2% of presentation grade added to overall score |

**Important Notice:** Z grades or unofficial withdrawals are no longer granted at GRC If you do not withdraw or seek a Credit/No Credit option at the appropriate time, your final grade for the course will be a 0.0. See Enrollment Services for further details. It is the student's responsibility to know the relevant deadlines. There are no formal extra credit options, other than listed above.

This [grading scale](#)

is going to be used in assigning GPA grades for this class.

## Proposed Reading Assignments:

Table 2 Reading Assignments

| Topic, from Mann and Roberts text | Chapters |
|-----------------------------------|----------|
| Introduction to Contracts         | 9        |
| Agreement (Mutual Assent)         | 10       |
| Conduct Invalidating Assent       | 11       |
| Consideration                     | 12       |
| Illegal Bargains (optional)       | 13       |
| Capacity and Consent              | 14       |
| Written Contracts                 | 15       |
| Third Party Contracts             | 16       |
| Performance and Discharge         | 17       |
| Remedies                          | 18       |
| Bankruptcy (if time allows)       | 38       |

## Policies and Class Expectations:

Expectations for College coursework includes reading assignments before class and being prepared for online discussions. In addition, there are multiple short videos on the



Course Canvas site that will enhance the student's ability to understand the material. These should be viewed regularly. The Course Discussion tab provides another opportunity to discuss various current topics of interest. Participation on this site may also enhance the student's chances for a good grade. Finally, students are encouraged to consider extra credit case presentations, which will provide a good way for student to test their knowledge and develop leadership and presentation skills. In general, students are expected to spend about 1-2 hours of out of class study for each hour in class in order to get the most benefit from the course experience. This translates to 5-10 hours, or more, of outside study during the typical week.

## **Americans with Disabilities Act Notice:**

If you believe you qualify for course adaptations or special accommodations under the Americans With Disabilities Act, it is your responsibility to contact the Disability Support Services Coordinator in the LSC and provide the appropriate documentation. If you have already documented a disability or other condition through the BTC Disability Support Services Office, which would qualify you for special accommodations, or if you have emergency medical information or special needs I should know about, please notify me during the first week of class.

You can reach me by phone at 253-833-9111, extension 4397. Or, you can schedule an office appointment to meet me in Salish Hall, office number 220-58 during my posted office hours or at another mutually determined time. If this location is not convenient for you, we will schedule an alternative place for the meeting. If you use an alternative medium for communicating, let me know well in advance of the meeting (at least one week) so that appropriate accommodations can be arranged.

Green River College is committed to providing access to all who visit, work and study on campus. The College will provide reasonable accommodations for individuals with disabilities, with advance notice of need. If you require accommodations, please contact Disability Support Services as soon as possible to determine eligibility and/or request accommodations. Accommodations are determined on a case-by-case basis. Please contact Disability Support by email at [dss@greenriver.edu](mailto:dss@greenriver.edu); by phone at 253-833-9111, ext. 2631; TTY 253-288-3359; or in person at the Student Affairs and Success Center, Room 274, to request accommodations. For additional information, please visit [www.greenriver.edu/student-affairs/disability-supportservices.htm](http://www.greenriver.edu/student-affairs/disability-supportservices.htm)Links to an external site.

The accommodations authorized on your forms should be discussed with your instructor. All discussions will remain confidential. Accommodations are not provided retroactively, so it is essential to discuss your needs at the beginning of the quarter. Additionally, only accommodations approved by Disability Support Services will be provided. This syllabus is available in alternate formats upon request.

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## **Student Good Faith and Rules of Conduct:**

The college and instructor assume that all enrolled students are taking this course for the legitimate purpose of learning and improving their life skills. Therefore, any conduct by students which are inconsistent with that goal, such as plagiarism, cheating, class disruptions, or other forms of misconduct will be subject to the disciplinary procedures specified in the Student Rules of Conduct found in the Appendix of the College Catalog, which are herein incorporated by reference. Further class Rules of Conduct, herein incorporated by reference, will follow (see Class Rule document).

## Student Safety:

Please bookmark the [campus safetyLinks to an external site.](#) site, which includes information on college safety reports, and how to obtain various safety alerts.

### Academic Honesty:

In academically honest writing or speaking, the student documents their source of information whenever: another person's exact words are quoted; another person's idea, opinion or theory is used through paraphrase; and facts, statistics, or other illustrative materials are borrowed.

In order to complete academically honest work, students should: acknowledge all sources according to the method of citation preferred by the instructor; write as much as possible from one's own understanding of the materials and in one's own voice; ask an authority on the subject, such as the instructor who assigned the work; and seek help from academic student services such as the library and/or writing center.

Two types of academic dishonesty are plagiarism and cheating. Plagiarism occurs when you submit someone else's ideas or words as your own. Cutting and/or copying and then pasting items from the internet, like Wikipedia, into your work are examples of plagiarism. Cheating occurs when you copy someone else's answers or work and submit them as your own. Taking answers from your peer's or friend's work or turning in someone else's work as your own are examples of cheating.

### Reasonable Accommodations for Religion/Conscience:

Students who will be absent from course activities due to reasons of faith or conscience may seek reasonable accommodations so that grades are not impacted. Such requests must be made within the first two weeks of the course and should follow the procedures listed under Student Procedures on the College Holiday and Leave Policy website.

<https://www.greenriver.edu/campus/policies-and-procedures/student-affairs-policies/sa-91-college-holiday-leave-policy/>. **Please note that requests must be made to the office of the Vice President of Student Affairs in addition to your instructor.**



**Note:** The instructor reserves the right to modify the syllabus, class rules, and/or reading assignments as is reasonably necessary. Prior notification will be given for significant changes.

*Disclaimer: The foregoing class is general information provided to the public on a subject of significant interest. It is intended merely as a general review of a complex and confusing subject for which there are very few clear and reliable answers. The information is not intended as legal advice and may not be relied on as such. By providing to the public the general information below, no attorney-client relationship is created. The legal outcome in a given case will completely depend on all of the relevant facts in a given case and thus will vary from case to case. For legal advice and representation, students are cautioned to consult a qualified attorney who practices in the relevant area of law they may have questions about. Rev 1/20.*