

COURSE SYLLABUS (VERSION 1.2)
BUSINESS LAW I (280)
Class # 13045 – Spring 2015
Mondays - 7:00 p.m. to 9:45 p.m.
Christopher Eric Ng, Esq.

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Office Hours: Monday, 6:00 p.m. to 7:00 p.m. and by appointment
Text: Required: Jane P. Mallor, *Business Law: The Ethical, Global & E-Commerce Environment* (15th ed. 2013). The textbook is available hardcopy at the campus bookstore and elsewhere. It is also available at a discount online- less than \$30. **To purchase the eBook, go to the McGraw Hill bookstore website and enter eISBN #: 9781121608115 <https://create.mheducation.com/shop/>**
Optional: Mallor 14th ed. Student Study Workbook. The Workbook is available at the McGraw Hill bookstore website (enter eISBN #: 9781121812826). Answers to the study guide questions are posted on the CSUN Department of Business Law website at <http://goo.gl/ITp7o> Other resources are available at www.mhhe.com/mallor15e (look particularly for chapter quizzes).
Moodle: It is your responsibility to check Moodle, as well as your CSUN e-mail, regularly for announcements and other information related to the course.

I. Course Objectives

Business Law 280 teaches students to learn how to identify issues and apply law to situations. Doing this, students learn skills of issue identification and analysis, furthering the development of legal rights and duties in our diverse society. The course will require students to analyze how such laws apply to different real- life factual situations. Business Law 280 helps students learn the law relevant to engaging in business. This includes laws that help their own progress in life as well as those that help maintain a healthy and well-functioning society. In addition, students learn the process of legal analysis, so that they can develop their skills of critical thinking and problem solving. This is helpful to students to become fully developed students and adults.

- LIFE LONG LEARNING OVERALL GOAL: STUDENTS WILL develop cognitive, physical and affective skills which will allow them to become more integrated and well-rounded individuals within various physical, social, cultural, and technological environments and communities.
- Life Long Learning GE SLO #1: Students will identify and actively engage in behaviors conducive to individual health, well-being, or development, and understand the value of maintaining these behaviors throughout their lifespan.
- Life Long Learning GE SLO #2: Students will identify and apply strategies leading to health, well-being, or development for community members of diverse populations.

II. Course Prerequisites

Students must have completed lower division writing requirements and achieved sophomore standing to enroll in Business Law I.

III. Exams, Grading and Homework

Your overall grade in the course is based your performance on examinations, completing all homework assignments and classroom participation.

A. EXAMINATIONS

There will be one midterm and one final examination that will comprise 90% of your final grade as follows (the other 10% will come from class participation described below):

Midterm 40% of course grade

Final Exam: 50% of course grade

All exams will cover material from the textbook and class discussions and may include essay questions, multiple choice and true-false questions. The final examination may or may not be cumulative. Make-up examinations will only be given in exceptional circumstances, or in the alternative, the weight of the missed exam may be added to the weight of the final examination. If a student is unable to take the midterm, he or she must establish a valid excuse for failure to take the examination through documentary evidence. If no valid excuse is established, the missed exam will be counted as an "F".

B. CLASS PARTICIPATION

At the end of the semester, you will be assigned a numeric grade for "class participation" which will have a net 10% impact on your grade. You will be called on at random throughout the semester to read your briefs and problems, as well as to answer questions raised during class discussion. Your class participation grade will be determined, in part, by the quality and quantity of in-class participation.

It is your responsibility to be prepared for every class. If you are absent, it is still your responsibility to be prepared. Exchange contact information with another student in the class to find out any missed information.

If you are unprepared or absent (unless excused) when called upon, you will receive an "unprepared" mark. 2 unprepared marks during the semester will result in an automatic 10% point deduction from the student's final class participation grade; each additional unprepared mark thereafter will result in an additional 10% deduction from the student's class participation grade. Failure to timely turn in homework assignments or quizzes (discussed below in section E) will also adversely affect your class participation grade.

C. ACADEMIC HONESTY

All cases of cheating result in a grade of "F" for the course and are referred to the Dean's office for further action. Students are responsible for knowing and complying with all College and University rules and regulations; University regulations are set forth in the catalog and the College rules are located at <http://busecon.csun.edu/dean/core-values.pdf>.

D. FINAL GRADES

Overall grades for the course will be allocated to students in accordance with the regulations set forth in the California State University, Northridge catalog:

<i>GRADE</i>	<i>DEFINITION</i>	<i>GRADE %</i>
A	Outstanding	93% - 100%
A-		90% - 92%
B+	Very Good	88% - 89%
B		83% - 87%
B-		80% - 82%
C+	Average	78% - 79%
C		73% - 77%
C-		70% - 72%
D+	Barely Passing	68% - 69%
D		63% - 67%
D-		60% - 62%
F	Failure	0% - 59%

E. HOMEWORK ASSIGNMENTS

The assignments are included at the end of this syllabus. Assignments include, but are not limited to, reading from the text, reading and briefing cases and answering case problems. The cases are contained in the text, while the case problems appear at the end of the chapter. **NOTE that you are required to bring your written briefs (typed) of the cases and case problems to class on the day for which they are assigned. During the semester, students will be asked periodically to submit their briefs through Moodle at the conclusion of class. This process will be more fully explained in class. Students who do not timely turn in their written assignments when they are collected will receive at least a 10% deduction from their class participation grade each time the student fails to timely turn in a collected assignment.**

1. Case Briefs (see How to Brief a Case on Moodle)

Each student is required to type or handwrite a brief (each approximately 1 page long) for all assigned cases using the "**IRAC**" method (**I**ssue, **R**ule, **A**pplication and **C**onclusion). Each brief should include:

- (a) brief summary of pertinent facts and procedural history;
- (b) an identification of the issue(s) presented in the case (the "**I**");
- (c) a statement of the relevant rule(s) of law (the "**R**");
- (d) discussion of how the rule applies to the facts of the case (the "**A**"); &
- (e) the holding or conclusion of the court (the "**C**").

2. Problem Cases (see Analyzing Case Problems Handout on Moodle)

Your written answers to assigned problems may either be in IRAC form or may be complete essays. In either case, each of your answers to problems should contain the following information:

- (a) identification of the issue(s) that must be decided (the "I");
- (b) a statement of the applicable rules of law and definitions that must be used to solve the particular issue (the "R");
- (c) an explanation of how all the relevant facts would be applied to the pertinent rules, including the likely arguments that each of the parties would use (the "A"); and
- (d) Your conclusion (the "C").

3. Quizzes and Other Homework

Periodically, students may be given unannounced quizzes, additional reading or video viewing assignments to be discussed in class. Students that miss any portion of class are responsible for checking with other students regarding quizzes and homework assignments. Students are also responsible for all instructor postings on Moodle and e-mail communications sent to students' CSUN email accounts.

V. General Instructions on Exam Essay Questions

Answer each question fully, clearly, and in the order given. Mere conclusions receive no credit.

You should:

- Discuss the issue.
- Define and discuss any principles of law, legal theories, etc., relevant to the question.
- Fully apply the given facts to the legal principles on which you rely. Do not ignore any facts, even if they do not support your conclusions. Do not assume that I know that you know something - tell me in your exam what you know, defining every legal term used.
- The actual conclusions you reach could be the least important part of your answer - but you must base your conclusions on complete and intelligent applications of the facts to the legal principles involved.
- If further facts could affect the outcome of the problem, state with particularity what they are, and how they could affect the outcome.
- You may either use the "IRAC" format or write in straight paragraph form. Either way, you need to cover the same information: the issues involved, the applicable legal rules, and an application of the law to the facts to reach your outcome. Discuss all issues - some questions have more than one issue.

Caution:

- Use non-erasable ink for your essays. Do not tear pages out of your green book.
- Bring one large green book and one 882 scantron to the midterm and final. Do not write your name on the green book - they will be exchanged in class. When you get the green book in class that you will use for your exam, write your name on the inside back cover of the green book. Do not write your name on the front cover of the green book. The purpose of this requirement is to ensure blind grading. Failure to follow all of these directions will cause a 10% reduction in your exam grade. Failure to return the exam itself will result in a grade of "F" for the exam and may be referred to the Dean's office.
- All exams are closed book. Make sure that all study materials are completely out of sight. Make sure that all books, notes, bookbags, and purses are placed in front of the class at the start of the exam. Note: all cases of cheating result in a grade of "F" for the course and are referred to the Dean's office for further action.

VI. Classroom Policies

Please turn OFF all cellular phones during class. Lectures may not be recorded. Faculty members are not allowed to provide legal advice to students.

VII. Course Topics and Class Assignments¹

Read the selected pages listed below (including all Ethics in Action, Cyberlaw in Action and chapter opening vignettes). We will discuss and you will be asked questions from the textbook each class period. Unless indicated below, read the entire chapter including each case within the assigned reading. You are, however, only responsible for briefing the cases and doing the case problems listed below before each class as indicated below, unless otherwise advise by the instructor in-class, through Moodle or by e-mail.

1. January 26, 2015

(Yes, you are responsible for reading Chapter 1 BEFORE our first class!)

The Nature of Law (Chapter 1)

Read:

- Entire chapter (but skip *Young v. Beck* – p. 4 and Appendix)
- A Short Introduction to BLAW 280 (Handout - Moodle)
- How to Brief a Case and Sample *Hagan* Case Brief (Handout - Moodle)
- Analyzing Case Problems (Handout - Moodle)

Brief:

- None

Do*:

- PC #1 and #10 *(**Try your best to answer after reviewing the “Analyzing Case Problems” Handout on Moodle**)

2. February 2, 2015

The Resolution of Private Disputes (Chapter 2)

Read:

- Entire chapter (but skip *WWP, Inc. v. Wounded Warriors Family Support, Inc.* – p. 40 and *AT&T Mobility LLC v. Concepcion* – p. 48)
- Jurisdiction over eBay Sale: <http://goo.gl/7LBcS>
- Summons, Form Complaint and Form Cause of Action for Breach of Contract (Handouts - Moodle)

Brief:

- *Knowles v. Modglin* (Handout – Moodle or view at <http://goo.gl/1MLJi>)
- *Butler v. Beer Across America* (Handout – Moodle)

Do: PC #10; Introductory Problem (*Wilson v. XYZ Co.* - p. 27)

¹ This syllabus and class assignments contained herein will change during the semester, including supplemental case problems and handouts to be distributed by Moodle.

3. February 9, 2015 (Part One)
Intentional Torts (Chapter 6) Battery, Assault, Intentional Infliction of Emotional Distress and False Imprisonment
Read:
- p. 177-189 (skip *Howard v. Wilson* - p. 181, but be sure to **carefully** read *Mathias v. Accor Economy Lodging, Inc.* (p. 178)
- Brief: *Durham v. McDonald's Restaurants of Oklahoma, Inc.* (p. 184)
Pope v. Rostraver (p. 187)
- Do: PC #6 and #8
4. February 16, 2015 (Part Two)
Intentional Torts (Chapter 6) Trespass to Land, Conversion, Nuisance, Trespass to Personal Property, Defamation and Invasion of Privacy
Read:
- p. 189-206
 - TMZ– Justin Bieber: <http://goo.gl/hwQes>
 - Business Owners Yelp for Help! <http://goo.gl/2TEiV>
- Brief: *Stephens v. Pillen* (p. 207)
Kipper v. NYP Holdings Co. (p. 197)
Cyberlaw in Action (Evil Knievel p. (194))
- Do: PC #7, #9, #13
5. February 23, 2015
Negligence and Strict Liability (Chapter 7)
Read:
- Entire chapter (but skip *Raleigh v. Performance Plumbing* – p. 218, Ethics in Action – p.226, *Atlantic Coast Airlines v. Cook* – p. 232, *Black v. William* – p. 236, *Berberich v. Jack* – p. 244 and *Dyer v. Maine Drilling & Blasting, Inc.* – p. 247)
 - A Puck in the Face: <http://goo.gl/QOI22>
 - Remote Texter: <http://goo.gl/cElWm>
 - Remote Texter Decision (August 27, 2013): <http://goo.gl/uQqW8S>
 - Bieber = Loss of Hearing: <http://goo.gl/YOgS3>
 - Flying Body Parts: <http://goo.gl/M5fvE>
 - Sea World Tragedy: <http://goo.gl/9FEG1>
 - Great America Bumper Cars: <http://goo.gl/WibuB>
 - Pittsburgh Zoo Mauling: <http://goo.gl/RSkg0>
- Brief: *Currie v. Chevron U.S.A., Inc.* (p. 222)
Stahlecker v. Ford Motor Co. (p. 239)
- Do: PC #1, #3, #8
6. March 2, 2015
Introduction to Contracts (Chapter 9)
Read:

- p. 316-330 (but skip *Lambert v. Barron* – p. 319, *Ole Mexican Foods, Inc. v. Hanson Staple Company* – p. 323 and *Palese v. Delaware State Lottery Office* – p. 327)
- Parking Lot Sign <http://goo.gl/7W1Hh>

Brief: *Pass v. Shelby Aviation* (Handout - Moodle)

Do: PC #3, #6, #7 and Introductory Problem

7. March 9, 2015

The Offer (1st half of Class) (Chapter 10)

Read:

- p. 334 — 346 (skip *Family Video Movie Club v. Home Folks, Inc.* – p. 346)

Brief:

- *Meram v. McDonald* (p. 335)
- *Armstrong v. Rohm and Haas Company, Inc.* (p. 337)

Do: PC #3, #4, #5, #10

Watch:

- Hit Me Baby One More Time: <http://goo.gl/jDlxs>

Midterm Review (2nd half of Class)

8. March 16, 2015

MIDTERM

9. March 23, 2015

The Acceptance (Chapter 11)

Read:

- Entire chapter (but skip *McGurn v. Bell Microproducts, Inc.* – p. 363)
- Christopher Dorner Reward: <http://goo.gl/bNrEi>

Brief:

- *Pride v. Lewis* - p. 355
- *Belden v. American Electric Components, Inc.* - p. 357

Do: PC #1, #8, and #9

10. March 30, 2015

Consideration (1st half of class) (Chapter 12)

Read:

- Entire chapter (but skip *Bob Acres, LLC v. Schumacher Farms, LLC* - p. 373)
- Facebook Contract: <http://goo.gl/1LLLV>
- *Boyz II Men v. Aaron Rodgers*: <http://goo.gl/7Y6yk>

Brief: *Gottlieb v. Tropicana Hotel & Casino* (p. 345)

Do: PC #1, #6, #7, and #10

Capacity (2nd half of class) (Chapter 14)

Read:

- p. 402-411 (skip *Young v. Weaver* - p. 407)

Brief:

- *Dodson v. Shrader* (p. 405 – Ethics in Action (ignore questions presented))
- Do: PC #9
11. April 6, 2015
NO CLASS- SPRING BREAK
12. April 13, 2015
Negotiation and Contract Drafting Seminar (*with special guests – Anthony Pessino, Esq., Disney / ABC TV and Mark Chipello, Position Music)
Read:
- Negotiation Handout (Moodle)
- Brief: None
Do: Negotiation Exercise / Draft Contract*
(*Contract must be submitted by 7PM on Monday, April 20, 2015 through Moodle)
13. April 20, 2015
Writing Requirement — Statute of Frauds (Chapter 16) (*1st half of Class*)
Read:
- p. 434-448 (skip *Dnergy, Inc. v. Yates* – p. 437 and stop at Parol Evidence Rule)
 - Julianna Margulies Management Contract Dispute: <http://goo.gl/2dLjF>
- Brief: None
Do: Chapter 16, PC #1, #3, #4, #6 and #10 (***)Note that in PC #4, there is a typo: “Strong” should be “White”).
- Contract Remedies* (Chapter 18) (*2nd half of Class*)
Read:
- p. 489 (from *Remedies for Breach of Contract*) — 495 (skip *Houseman v. Dane* - p. 493)
 - Michael Keaton – *The Merry Gentlemen* <http://www.hollywoodreporter.com/thr-esq/michael-keaton-fighting-lawsuit-claiming-739679?utm>
 - Ashton Kutcher Reliance Damages: <http://goo.gl/CwPLZ>
- Brief: None
Do: PC #3
14. April 27, 2015
Illegality (Chapter 15)
Read:
- p. 414- 430 (skip *Coma Corp. v. Kansas Dept. of Labor* - p.415 and *Marcinczyk v. State of New Jersey* – p . 423)
 - Amy’s Baking Co. Employment Contract: <http://goo.gl/Q0tra>
 - Bieber NDA and Release: <http://goo.gl/PkwSX>
- Brief:
- *Moore v. Woman to Woman* (p. 426)
 - *Leon v. Family Fitness* (*Handout on Moodle*)
- Do: PC #2, #3, #5 and #8

15. May 4, 2015
Reality of Consent (Misrepresentation, Fraud, Mistake) (Chapter 13)
Read:
- p. 388-399 (skip *Sumerel v. Goodyear Tire* - p. 394)
- Brief: None
Do: PC #1, #6, #7, #9, #10

****Review for Final Exam (2nd half of class)****

16. May 11, 2015 (8:00 p.m. to 10:00 p.m.)
FINAL EXAM will be given on the date, time and at the place indicated in SOLAR.