

COURSE SYLLABUS (VERSION 1.0)
BUSINESS LAW I (280)
Class # 13502 – Spring 2016
Wednesdays - 7:00 p.m. to 9:45 p.m.
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Text: Required: **Jane P. Mallor, *Business Law: The Ethical, Global & E-Commerce Environment* (16th ed. 2015).**
To purchase the eBook for our class, go to the McGraw Hill bookstore website at <https://create.mheducation.com/shop/> and enter ISBN 9781308556369 (Business Law I). Alternatively, students can buy a hardcopy of the custom version (i.e. just the chapters used in the class), ISBN 9781308559766. The cost is approximately \$39 for the eBook and \$89 for the hardcopy at the bookstore.
Optional: Mallor 14th ed. Student Study Workbook. The Workbook is available at the McGraw Hill bookstore website (enter ISBN #: 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.

Homework assignments and quizzes will be given throughout the semester. Failure to timely turn in complete homework assignments or quizzes (discussed below in section E) will also adversely affect your class participation grade.

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.

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 before or 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

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 27, 2016

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

The Nature of Law (Chapter 1)

Read:

- Entire chapter (but skip *Advance Dental Care, Inc. v. SunTrust Bank*-p. 8, *James v. City of Costa Mesa*-p.18 & Appendix-p.22)
- 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 3, 2016

The Resolution of Private Disputes (Chapter 2)

Read:

- Entire chapter (but skip *Wal-Mart Stores, Inc. v. Dukes* – p. 47 and *AT&T Mobility LLC v. Concepcion* – p. 51)
- *Binion v. O’Neal*, 2015 WL 1505673 (E.D. Mich. 2015) (Handout – Moodle)
- Jurisdiction over eBay Sale Blog Post: <http://goo.gl/7LBcS>
- Summons, Form Complaint and Form Cause of Action for Breach of Contract (Handouts - Moodle)

Brief:

- *Abdouch v. Lopez* – p. 30
- *Knowles v. Modglin* (Handout – Moodle or view at <http://goo.gl/IMLJi>)

Do: PC #3; Introductory Problem (*Wilson v. XYZ Co.* - p. 28)

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 10, 2016 (Part One)
Intentional Torts (Chapter 6) Battery, Assault, Intentional Infliction of Emotional Distress
Read:
 - p. 181-191 (skip *Howard v. Wilson* - p. 186)Brief:
 - *Mathias v. Accor Economy Lodging, Inc.* (p. 183)
 - *Durham v. McDonald's Restaurants of Oklahoma, Inc.* (p. 189)Do: PC #2, 6 and #8
4. February 17, 2016 (Part Two)
Intentional Torts (Chapter 6) False Imprisonment, Trespass to Land, Conversion, Nuisance, Trespass to Personal Property, Defamation and Invasion of Privacy
Read:
 - p. 181 (Introductory Problem)
 - p. 191-219 (skip *Obsidian Finance Group, LLC v. Cox* – p. 205)Brief:
 - *Pope v. Rostraver* (p. 191)
 - *Stephens v. Pillen* (p. 216)
 - *Bertrand v. Mullin* (p. 199)
 - *Cyberlaw in Action (Evil Knieval* p. (197)Do: PC #4, #7
5. February 24, 2016
 ASSIGNMENT TO BE DETERMINED
6. March 2, 2016
Negligence and Strict Liability (Chapter 7)
Read:
 - Entire chapter (but skip *Shafer v. TNT Well Service* – p. 228; *Atlantic Coast Airlines v. Cook* – p. 243; *Black v. William* – p. 247; and *Dyer v. Maine Drilling & Blasting, Inc.* – p. 255).
 - A Puck in the Face: <http://goo.gl/QOI22>
 - Remote Texter: <http://goo.gl/cEIWm>
 - 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. 231)
Stahlecker v. Ford Motor Co. (p. 239)
Do: PC #1, #3, #4

7. March 9, 2016
Introduction to Contracts (Chapter 9) & Midterm Review (2nd half of Class)
Read:
- p. 320-335 (but skip *Lambert v. Barron* – p. 323; *Symons v. Heaton* - p. 331)
 - Parking Lot Sign <http://goo.gl/7W1Hh>
- Brief: *Audio Visual Artistry v. Tanzer* – p. 327
Do: PC #1, 3, #6, #10
8. March 16, 2016
*****MIDTERM*****
9. March 23, 2016
*****SPRING BREAK – NO CLASS*****
10. March 30, 2016
The Offer (Chapter 10)
Read:
- p. 339-356 (skip *J.D. Fields & Company, Inc. v. United States Steel*- p.343; and *D’Agostino v. Federal Insurance Company* – p. 354)
- Brief:
- *Meram v. McDonald* (p. 341)
- Do: PC #1, #3, #4, #5, #10
Watch:
- Hit Me Baby One More Time: <http://goo.gl/jDlxs>
11. April 6, 2016
The Acceptance (Chapter 11)
Read:
- Entire chapter (but skip *The United States Life Insurance Company in the City of New York v. Wilson* – p. 368; *Bauer v. Qwest Communications Company, LLC* – p. 372; *Cabot Oil & Gas Corp. v. Daugherty Petroleum, Inc.* – p. 374)
- Brief:
- *Pride v. Lewis* - p. 355
 - *Duro Textiles, LLC v. Sunbelt Corporation* – p. 365
- Do: PC #1, #3, #4, #8, and #9 (Read, but do not do PC #6)

12. April 13, 2016
Consideration (1st half of class) (Chapter 12)
Read:
 - *Entire chapter*
 - *Facebook Contract: <http://goo.gl/1LLV>*
 - *Boyz II Men v. Aaron Rodgers: <http://goo.gl/7Y6yk>*Brief: *Gottlieb v. Tropicana Hotel & Casino (p. 384)*
Do: PC #1, #6, #7, and #10
- Capacity (2nd half of class) (Chapter 14)*
Read:
 - p. 421-411 (skip *Zelnick v. Adams* - p. 426)Brief:
 - *Dodson v. Shrader* (p. 424 – Ethics in Action (ignore questions presented))Do: PC #2, #9
13. April 20, 2016
Writing Requirement — Statute of Frauds (Chapter 16) (1st half of Class)
Read:
 - p. 456-448 (skip *Dnergy, Inc. v. Yates* – p. 459 and stop at Parol Evidence Rule)
 - Julianna Margulies Management Contract Dispute: <http://goo.gl/2dLjF>Brief: *Introductory Problem – p. 456*
Do: Chapter 16, PC #1, #3, #4, #6 and #10
- Contract Remedies (Chapter 18) (2nd half of Class)*
Read:
 - p. 513 (from *Remedies for Breach of Contract*) — 521 (skip *Houseman v. Dare* - p. 519)
 - *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: *None*
14. April 27, 2016
*Negotiation and Contract Drafting Seminar (*with special guests – Anthony Pessino, Esq., Disney / ABC TV, Mark Chipello, Position Music and/or Josh Tangney, Manager)*
Read:
 - *Negotiation Handout (Moodle)*Brief: *None*
Do: *Negotiation Exercise / Draft Contract**
(*Contract must be submitted by 7PM on Wednesday, May 4, 2015 by Moodle)

15. May 4, 2016
Illegality (Chapter 15)
Read:
- p. 434- 453 (skip *Coma Corp. v. Kansas Dept. of Labor* - p.435; *DeWolfe v. Hingman* – p . 443; and *Gamboa v. Alvarado* – p.450)
 - 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. 447)
 - *Leon v. Family Fitness (Handout on Moodle)*
- Do: PC #2, #3, #5
16. May 11, 2016
Reality of Consent (Misrepresentation, Fraud, Mistake) (Chapter 13)
Read:
- p. 402-399 (skip *Sumerel v. Goodyear Tire* - p. 413)
- Brief: None
- Do: PC #1, #6, #7, #9, #10
- ***Review for Final Exam (2nd half of class)***
17. May 18, 2016 (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.