

**COURSE SYLLABUS (VERSION 1.1)**  
**BUSINESS LAW I (280)**  
**Class # 4568 – Spring 2022**  
**Wednesdays - 7:00 p.m. to 9:45 p.m.**  
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Text: Required: **Jamie Darin Prenkert, Business Law: *The Ethical, Global & Digital Environment* (18th ed. 2022). ISBN: 9781307707335.**

***To purchase or rent the eBook for our class (\$52.01), go to***

***<https://www.mheducation.com/highered/custom/product/9781307707335.html>***

The textbook is also available in an assigned chapters only soft cover version at the bookstore. The cost is about the same as the eBook version.

Canvas: It is your responsibility to check Canvas, as well as your CSUN e-mail, regularly for announcements and other information related to the course. The link to our Canvas class page is <https://canvas.csun.edu/courses/108917>. You will upload class assignments described below to our class Canvas page. The Canvas page will also include Powerpoint slides for the course and handouts.

### **I. Course Objectives, Course Description and Student Learning Outcomes**

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.

- **CSUN CATALOG BLAW 280 COURSE DESCRIPTION:** Study of the role of law in business, including the study of legal institutions and their role in facilitating and regulating business. Includes a study of the legal system, civil litigation, torts and the formation and performance of contracts. (Available for General Education, Lifelong Learning.)
- **MISSION OF THE DEPARTMENT OF BUSINESS LAW:** Our mission is to equip students with the academic knowledge, problem solving, analytical and professional skills in the areas of business law, business ethics, and real estate necessary to achieve their personal and professional goals.
- **STUDENT LEARNING OUTCOMES OF THE UNDERGRADUATE PROGRAM:** Classes are taught using the Socratic method, with its goal of participatory learning and the development of reasoning skills. This active learning process requires students to articulate, develop and defend positions, to think critically and to engage in problem-solving. Students learn to formulate an effective legal analysis by synthesizing information, identifying legal issues, distinguishing relevant from irrelevant facts, using facts and law to support argument, reasoning by analogy and reaching conclusions based on analysis. In addition, students in all BLAW courses study ethical issues in a business context, with actual topics depending on course content.
- **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 280.

## **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 two progress examinations and one final examination that will comprise 80% of your final grade as follows (the other 20% will come from class participation and homework assignments as described below.)

<b>Progress Exam #1:</b>	<b>20% of course grade</b>
<b>Progress Exam #2:</b>	<b>20% of course grade</b>
<b>Final Examination:</b>	<b>40% of course grade (FINAL = May 18 / 8:00PM – 10:00PM)</b>

All exams will cover material from the textbook and class discussions and may include essay questions and multiple-choice questions. The final examination may or may not be cumulative. All exams will be conducted on Canvas in the classroom. You will need to bring a laptop computer or tablet device with keyboard on the day of the exam. If you do not own or have access to a laptop, you can borrow one for free during the semester through the CSUN Device Loaner Program:

<https://www.csun.edu/it/device-loaner-program>

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 may be called on at random throughout the semester to read your case 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. Further, completion of homework assignments as outlined in paragraph E below will have a net 10% impact on your 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 homework assignments are included at the end of this syllabus and titled "do." 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. Completion of homework assignments, including Assignment #1 as explained below, will have a net 10% impact on your grade. **NOTE that you are required to bring your written briefs (typed or handwritten) of the cases and case problems to class on the day for which they are assigned and be prepared to discuss them. During the semester, students will be asked submit their briefs through Canvas before class. Students who do not timely turn in their written assignments when they are collected will receive a deduction from their class participation grade each time the student fails to timely turn in an assignment.**

The instructions for Assignment #1 will be uploaded to Canvas. Use the IRAC method explained above to structure your answer to the sample problem. Assignment #1 will comprise 5% of your final grade for homework assignments.

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

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 have:

- (a) a brief summary of pertinent facts and procedural history (where the case is and how it got there);
- (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 Canvas)

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").

#### **IV. General Instructions on Exam Essay Questions**

Answer each question fully and clearly. 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.

#### **V. Classroom Policies and Legal Advice**

Please turn OFF all cellular phones during class. Lectures may not be recorded. You may use a laptop to take notes, however, please do not access other websites and/or social media as this can be distracting for your fellow classmates.

While I am a lawyer, I am not your lawyer. I am your professor and I am here to teach you the law, so that you will be empowered to make educated, thoroughly analyzed choices. CSUN prohibits faculty members from providing legal advice or services to students. If you need legal advice or information regarding the law, resources can be found at the Department of Business Law web page at <http://www.csun.edu/blaw/student-resources>.

#### **VI. Course Topics and Class Assignments<sup>1</sup>**

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

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<sup>1</sup> This syllabus and class assignments contained herein may change during the semester, including supplemental case problems and handouts to be distributed by Canvas.

before each class as indicated below, unless otherwise advised by the instructor in-class, through Canvas or by e-mail.

1. January 26, 2022

**(PLEASE BE SURE TO READ CHAPTER 1 BEFORE OUR FIRST CLASS)**

*The Nature of Law (Chapter 1)*

Read:

- Entire chapter (but skip *Advance Dental Care, Inc. v. SunTrust Bank* -pg. 1-9, *James v. City of Costa Mesa* – pg.1-24 & Appendix-pg.1-29)
- How to Brief a Case and Sample *Hagan* Case Brief (Handout - Canvas)
- Analyzing Case Problems (Handout - Canvas)

Brief\*:

- *Hagan v. Coca-Cola* (Handout – Canvas) **(\*Please review the brief and we will discuss this in class)**

Do\*\*:

- Problem Case (PC) #5 **\*\*Try your best to answer after reviewing the “Analyzing Case Problems” Handout on Canvas and after reading the *Coomer* case on p. 1-15)**

2. February 2, 2022

*The Resolution of Private Disputes (Chapter 2) – Part One*

Read:

- p. 2-1 to 2-13 (stop at Civil Procedure)

Brief:

- *Abdouch v. Lopez* (p. 2-4)

Do:

PC #1 (each of the three questions asked in PC #1 will represent a separate issue for you to identify the proper rule, apply that rule to the facts, and provide your conclusion, the question should be answered in an IRAC format).

3. February 9, 2022

*The Resolution of Private Disputes (Chapter 2) – Part Two; Intentional Torts (Chapter 6) – Part One*

Read:

- p. 2-13 to end (but skip *Tyson Foods, Inc. v. Bouaphakeo* – pg. 2-21 and *AT&T Mobility LLC v. Concepcion* – pg. 2-25)
- Chapter 6- p. 6-1 to 6-5

Brief:

- *Mathias v. Accor Economy Lodging, Inc.* (p. 6-3)

Do:

- Introductory Problem p. 6-1 (*Anderson v. Allnews Publishing Inc.* - pg. 6-1) (Answer bullet points #1-3 and #5 in IRAC format).

4. February 16, 2022

*Intentional Torts (Chapter 6) Battery, Assault, Intentional Infliction of Emotional Distress, False Imprisonment, Trespass to Land, Conversion, Nuisance, and Trespass to Personal Property – Part 2*

Read:

- p. 6-5 to 6-12
- p. 6-34 to end

Brief:

- *Durham v. McDonald's Restaurants of Oklahoma, Inc.* (pg. 6-9)
- *Farrell v. Macy's* (pg. 6-11)

Do: PC #1, #6, #10

**ASSIGNMENT #1 DUE (UPLOAD TO CANVAS BEFORE NEXT CLASS)**

5. February 23, 2022

*Intentional Torts (Chapter 6) Defamation and Invasion of Privacy – Part 3*

Read:

- p. 6-13 to 6-34 (skip *Obsidian Finance Group, LLC v. Cox* – pg. 6-24)

Brief:

- *Neumann v. Liles* (p. 6-14)
- *Jordan v. Jewel Food Stores, Inc.* (p. 6-29)

Do:

PC #7, #8

6. March 2, 2022

*Negligence (Chapter 7)*

Read:

- Entire chapter (but skip *Black v. William* – p. 7-22; and *Toms v. Cavalry Assembly of God, Inc.* – p. 7-30).

Brief: *Currie v. Chevron U.S.A., Inc.* (p. 7-7)

*Stahlecker v. Ford Motor Co.* (p. 7-24)

Do: PC #1, #3

7. March 9, 2022

**PROGRESS EXAM #1**

8. March 16, 2022

*Introduction to Contracts (Chapter 9)*

Read:

- Entire Chapter (but skip *Thomas v. Archer* – p. 9-15)

Brief: *Grimes v. Young Life, Inc.* – pg. 9-10

Do: PC #4, #8, #10

9. March 23, 2022

**\*SPRING BREAK – NO CLASS!!!\***

10. March 30, 2022

*The Offer (Chapter 10)*

Read:

- Entire Chapter (skip *J.D. Fields & Company, Inc. v. United States Steel*- p. 10-5; and *D'Agostino v. Federal Insurance Company* – p. 10-16)

Brief:

- *Cordas v. Uber Technologies, Inc.* (p. 10-12)

Do: PC #2, #4, #5, #10

11. April 6, 2022  
*The Acceptance (Chapter 11)*  
Read:
  - Entire chapter (but skip *The United States Life Insurance Company in the City of New York v. Wilson* – p. 11-10; *Bauer v. Qwest Communications Company, LLC* – p. 11-14; *Cabot Oil & Gas Corp. v. Daugherty Petroleum, Inc.* – p. 11-17)Brief:
  - *Pena v. Fox* (p. 11-5)Do: PC #8
12. April 13, 2022  
*Consideration (Chapter 12) (1<sup>st</sup> half of Class)*  
Read:
  - Entire chapterBrief:
  - *Steinberg v. United States* (p. 12-3)Do: PC #1, #2
- Capacity (Chapter 14) (2<sup>nd</sup> half of Class)*  
Read:
  - Entire Chapter (skip *Zelnick v. Adams* - p. 14-7)Brief:
  - *Rogers v. Household Life Insurance Co.* (p. 14-9)Do: PC #2, #9
13. April 20, 2022  
**PROGRESS EXAM #2**
14. April 27, 2022  
*Writing Requirement — Statute of Frauds (Chapter 16) (1<sup>st</sup> half of Class)*  
Read:
  - p. 483-501 (skip *Dnergy, Inc. v. Yates* – p. 16-4)Brief: *Browning v. Poirier* (p.16-7)  
Do: PC #1, #6
- Contract Remedies (Chapter 18) (2<sup>nd</sup> half of Class)*  
Read:
  - P. 18-19 to end of ChapterBrief: None  
Do: None
15. May 4, 2022  
*Illegality (Chapter 15)*  
Read:
  - Entire Chapter (skip *Coma Corp. v. Kansas Dept. of Labor* - p. 15-2; and *Gamboa v. Alvarado* – p. 15-18)Brief:
  - *Clark's Sales and Service, Inc. v. Smith* (p. 15-7)
  - *Walters v. YMA* (p. 15-10)Do: PC #2, #3, #5

17. May 11, 2022  
*Reality of Consent (Fraud, Mistake, Duress and Undue Influence)* (Chapter 13)

Read:

- Entire Chapter

Brief: Hicks v. Sparks (p. 13-10)

Do: PC #7, #10

18. May 18, 2022

**FINAL EXAM SCHEDULED FROM 8:00PM- 10:00 PM**