



BUSINESS LAW I ASSIGNMENT SHEET*

Week 1 (8/24): Foundations of American Law

Introduction to the course. Syllabus and classroom policies. Get acquainted. Citizenship test. The nature of law. The types and classifications of law. The functions of law. Introduction to legal reasoning. Reading and briefing cases.

Assignment: Read Chap. 1.

Week 2 (8/31): Foundations of American Law (con't)

The resolution of private disputes. Federal and state courts. Types of jurisdiction. Civil procedure. Alternative dispute resolution. Quiz: Chaps. 1 and 2.

Assignment: Read Chap. 2.

Week 3 (9/7): Contracts

Introduction to contracts. Basic elements of contracts. Oral vs. written contracts. Unilateral vs. bilateral contracts. Sources of contract law. Offer. Offeror and offeree. Requirements of an offer. Terminating an offer. Quiz: Chaps. 9 and 10.

Assignment: Read Chaps. 9 and 10.

Week 4 (9/14): Contracts (con't)

Acceptance. Communication of acceptance. Special acceptance problem areas. Sealing the deal with consideration. Elements of consideration. Exceptions to consideration. Quiz: Chaps. 11 and 12.

Assignment: Read Chaps. 11 and 12.

Week 5 (9/21): Contracts (con't)

Conditions negating an otherwise valid contract. Misrepresentation and fraud. Mutual and unilateral mistake. Duress and undue influence. Capacity to enter into a contract. Minors, the mentally impaired, and intoxicated persons and contract obligations.

Assignment: Read Chaps. 13 and 14.

Week 6 (9/28): Contracts (con't)

Contract illegality. Void and voidable contracts. Contracts in violation of statute and public policy. Contracts of adhesion and unconscionability. Quiz: Chaps. 13, 14, and 15.

Assignment: Read Chap. 15.

Week 7 (10/5): Contracts (con't)

The significance of writing in contracts. Statute of Frauds. Contracts required to be in writing. Parol evidence rule. Interpretation of contracts.

Assignment: Read Chap. 16.

* Subject to change at Instructor's discretion.

Week 8 (10/12): Contracts (con't)

Rights of third parties. Assignment of contracts. Third party beneficiaries.

Assignment: Read Chap. 17.

Week 9 (10/19): Contracts (con't)

Performance of contracts. Breach of contract and remedies for non-performance. Video: "Recording Studio Blues." Quiz: Chaps. 16, 17, and 18.

Assignment: Read Chap. 18.

Week 10 (10/26): Contract Drafting and Negotiation Workshop

Samples business contracts. Common contract provisions. Tips for contract drafting. What is negotiation? The role personality in the negotiation process. The nature of conflict and its relationship to negotiation. The four major negotiation styles.

Assignment: Negotiation assignment.

Week 11 (11/2): Negotiation Workshop (con't)

Developing effective negotiation styles. Preparing for negotiations. Rules for effective learning and speaking in negotiation. Fundamentals of persuasion.

Assignment: Negotiation assignment.

Week 12 (11/9): Agency Law

Creation of an agency relationship. Duties of agent to principal. Duties of principal to agent. Termination of the agency relationship.

Assignment: Read Chap. 35.

Week 13 (11/16): Agency Law (con't)

Third party issues. Express, implied, and apparent authority. Contract and tort liabilities. Video: "Duped By Duplication." Quiz: Chaps. 35 and 36.

Assignment: Read Chap. 36.

Week 14 (11/23): Thanksgiving

No class.

Week 15 (11/30): Business Organizations

Introduction to business forms. Creation of business partnerships.

Assignment: Read Chap. 37.

Week 16 (12/7): Business Organizations (con't)

Duties of partners to the partnership and to each other. Compensation. Management of the business partnership. Video: "You Sunk My Partnership." In-class review for comprehensive final exam.

Assignment: Read Chap. 38.

Week 17 (12/14): Final

Comprehensive in-class final exam.

Review: Chaps. 1, 2, 9-18, negotiation notes, and 35-38.