



Soules College of Business
BLAW 3306-001 (Fall 2025)

Commercial Law

COURSE SYLLABUS (Revised 08.11.2025)

COURSE INFORMATION

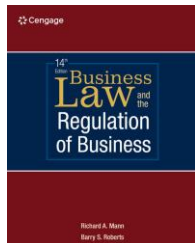
Course Title:	Commercial Law
Course Number:	BLAW 3306.001 (81058)
Credit Hours:	3
Classroom:	Soules COB 227
Class Hours:	Tuesday/Thursday 2:00 pm—3:20 pm
Type of Course:	This course is delivered as a face-to-face course, although there may be some online components to it.

INSTRUCTOR

Instructor:	Kevin T. White, Assistant Professor of Business Law
Phone:	(903) 565-6568
Email:	kevinwhite@uttyler.edu
Office:	COB 350.16
Office Hours:	Tue 3:30 pm – 5:00 pm Wed 10:00 am – 12:00 pm Thu 3:30 pm – 5:00 pm Also available at other times by appointment.
Communication:	Email is the best way to contact me, but you can also communicate with me through Canvas. Or come by my office during office hours.

COURSE MATERIALS

Required Textbook ***Business Law and the Regulation of Business*** (14th Edition)
by Richard A. Mann, Barry S. Roberts (Cengage 2025)



ISBN-13: 9780357987742 (eBook)

We WILL NOT be using any of the exercises in Cengage's MindTap Platform, so there is no need to purchase that component.

CANVAS & PATRIOT MAIL

Announcements, notifications, assignments, due dates, supplemental materials, class updates, changes in the course schedule, grades and more will be posted on or accessible through Canvas. Additional notifications will be sent to your Patriot email address. **You are expected to regularly check Canvas and your Patriot email for notifications about this class.**

COURSE OVERVIEW/LEARNING OUTCOMES

- A. Course Overview. This course provides an in-depth examination of commercial law principles as they apply to business transactions. Students will explore the legal frameworks governing contracts, sales and leases of goods, negotiable instruments, secured transactions, suretyship, bankruptcy, and various forms of property ownership and transfer. Emphasis will be placed on understanding statutory law (including the Uniform Commercial Code), common law principles, and relevant federal regulations.

Through examination and preparation of legal documents and other practical examples, students will gain the ability to identify legal issues, apply legal reasoning, and propose solutions to common commercial law problems.

- B. Topics Covered/Learning Outcomes. By the end of this course, students will be able to:
- 1) Contracts: Explain the elements of a valid contract, including mutual assent, consideration, and compliance with writing requirements; Identify circumstances that invalidate assent, such as misrepresentation, duress, and undue influence; Analyze situations involving performance, breach, discharge, and available contract remedies.
 - 2) Sales and Leases: Apply UCC Article 2 and Article 2A to determine rights and obligations in the sale or lease of goods; Assess the transfer of title, allocation of risk of loss, and the impact of warranties and strict liability in product liability cases; Evaluate remedies available to buyers and sellers for breach of sales or lease contracts.
 - 3) Bank Deposits, Collections, and Funds Transfers: Describe the legal relationships between banks, depositors, and third parties in funds transfers; Apply UCC Article 4 and related provisions to analyze disputes involving bank deposits and collections.
 - 4) Negotiable Instruments: Identify the formal requirements for negotiable instruments under UCC Article 3; Explain how negotiable instruments are transferred and the rights of a holder in due course. Determine the liability of parties and defenses available in negotiable instrument transactions.
 - 5) Secured Transactions: Explain the creation, perfection, priority, and enforcement of security interests under UCC Article 9; Apply statutory rules to resolve priority disputes between secured and unsecured creditors.
 - 6) Suretyship: Differentiate between suretyship and guaranty obligations; Analyze the rights, duties, and defenses of sureties and creditors.
 - 7) Bankruptcy: Explain the purposes, types, and processes of bankruptcy under federal law; Evaluate creditor and debtor rights in Chapter 7, 11, and 13 proceedings.
 - 8) Accountant's Liability: Understand the legal bases for liability of accountants, including negligence/malpractice and breach of fiduciary duties.
 - 9) Property Law: Distinguish between real and personal property and explain the legal rules governing each; Apply principles of property insurance, bailments, and documents of title; Analyze interests in real property, methods of transfer, landlord-tenant relationships, and related disputes.
 - 10) Trusts and Wills: Explain the creation, administration, and termination of trusts; Describe the requirements for a valid will and the process of probate; Identify the rights of beneficiaries and the duties of fiduciaries in estate administration.

REQUIRED WORK

- A. Examinations. There will be four (4) exams, including the final exam. None of the exams will be cumulative, meaning they will only cover material presented in that module. The exams will be made up of multiple choice

and true/false questions, and short-answer questions. Each of the exams is worth 125 points, and together, the exams are worth 500 points, or 50% of your grade.

The exams must be taken on the date and time specified in the Course Schedule. If, due to illness or other compelling reasons beyond your control, you are unable to take an exam during the specified time, you should contact me (in advance if possible) to make other arrangements for taking the exam. I will only allow a makeup exam if you provide satisfactory documentation of an excused absence (school athletic event, illness, etc.).

- B. Projects. There will be 8 projects throughout the semester, 2 for each module. They generally involve preparation of some kind of legal instrument for use by a fictional company you will make up at the beginning of the semester. You will be able to use generative AI and other tools to create the instruments, subject to the instructions in the assignment.

The projects must be submitted by the date and time specified in the Course Schedule. Each project is worth 50 points, and together, the projects are worth 400 points, or 40% of your grade.

- C. Attendance/professionalism.

Class attendance is your responsibility. I expect students to attend and be engaged in class. Attendance/professionalism is worth 100 points. Attendance will not be taken on exam dates. On all other class dates, attendance will be taken.

- Absences will be excused in my sole discretion only for documented illnesses, participation in school athletic events, approved school activities, or inclement weather.
- You are allowed three (3) freebies—meaning, you can miss three class periods without excuse without it impacting your attendance grade.
- 6 points will be deducted (from the 100 possible points) for each absence (after freebies), but if you miss more than 8 class periods (unexcused) including the freebies, you will get 0 points for attendance.

- D. Reading Assignments. Naturally, you are expected to read each of the chapters and materials assigned in the Course Schedule. It is okay to read ahead. There is a bunch of reading in this course, some of it more interesting than others. Many of the concepts have to be digested before they are understood. **Don't get behind**—it is too hard to catch up with this much material!

- E. Grade Allocation. Your grade is allocated as follows:

Item	Points	% of Grade
Examinations	500	50.0%
Projects	400	40.0%
Attendance	100	10.0%
Total	1,000	100.0%

- F. Grade Determination.

<u>Points</u>	<u>Average</u>	<u>Letter Grade</u>
900+	90-100%	A
800-899.9	80-89%	B
700-799.9	70-79%	C
600-699.9	60-69%	D

- G. Extra Credit. Extra credit may be given in my sole discretion.

COURSE POLICIES

- A. Attendance Policy. **Come to class!** You are expected to attend class meetings regularly and on time. To encourage attendance, which will enhance your learning, attendance is a component of your grade.
- B. Preparation. **Be prepared!** Advance preparation for class increases understanding and retention of the course material and greatly enhances the learning experience. You are expected not only to come to class, but to come prepared.
- C. Late Work. **Do your work on time!** Late work is generally not accepted.
- D. Exams. **Take your exams when given!** Exams will be administered IN CLASS and will be closed book, closed note unless otherwise indicated. Makeups will be allowed only for compelling reasons, in the discretion of the instructor.
- E. Distractions. **Pay attention!** No talking during class, except to participate in class discussion. You may not make or receive phone calls during class; please turn your phone OFF or to SILENT. An occasional text is okay, but please refrain from protracted text conversations or excessive texting. If you have a laptop or tablet, use it to take notes only. You may not watch movies, stream audio or video, surf the web, fool around with Facebook or anything like that, either on your phone, tablet or laptop. **You may not keep earbuds, airpods or similar devices in your ears (unless necessary for a hearing impairment) during class time.** Electronic devices may only be used to enhance your classroom experience, not distract you from it. **YOU ABSOLUTELY MAY NOT BECOME A DISTRACTION TO ME OR TO OTHER STUDENTS!!! I MAY DEMAND THAT YOU LEAVE THE CLASSROOM! I MAY ALSO DEDUCT SOME OR ALL OF YOUR ATTENDANCE POINTS FOR THE SEMESTER. IN MORE EGREGIOUS CASES, I MAY REFER YOU FOR DISCIPLINARY ACTION.**

ARTIFICIAL INTELLIGENCE

UT Tyler is committed to exploring and using artificial intelligence (AI) tools as appropriate for the discipline and task undertaken. We encourage discussing AI tools' ethical, societal, philosophical, and disciplinary implications. All uses of AI should be acknowledged as this aligns with our commitment to honor and integrity, as noted in UT Tyler's Honor Code. Faculty and students must not use protected information, data, or copyrighted materials when using any AI tool. Additionally, users should be aware that AI tools rely on predictive models to generate content that may appear correct but is sometimes shown to be incomplete, inaccurate, taken without attribution from other sources, and/or biased. Consequently, an AI tool should not be considered a substitute for traditional approaches to research. You are ultimately responsible for the quality and content of the information you submit. Misusing AI tools that violate the guidelines specified for this course (see below) is considered a breach of academic integrity. The student will be subject to disciplinary actions as outlined in UT Tyler's Academic Integrity Policy.

For this course, use of generative artificial intelligence (AI) tools (like ChatGPT) may be used to assist you in completing the projects, subject to details in the project assignments. You will be expected to identify the AI tools used and disclose your prompts.

UNIVERSITY POLICIES & INFORMATION

Important UT Tyler policies and information may be found at:

https://uttyler.instructure.com/courses/48786/pages/university-policies-and-information?module_item_id=2456942

I would like to emphasize this one:

Academic Honesty and Academic Misconduct. The UT Tyler community comes together to pledge that "Honor

and integrity will not allow me to lie, cheat, or steal, nor to accept the actions of those who do.” Therefore, we enforce the [Student Conduct and Discipline policy](#) in the Student Manual of Operating Procedures (Section 8).

STUDENT RESOURCES

Resources to assist you in this course and other resources available for UT Tyler students may be found on Canvas at:

https://uttyler.instructure.com/courses/48786/pages/student-resources?module_item_id=2456939

COURSE SCHEDULE

The Course Schedule will be distributed separately and may be amended periodically through Canvas notification. Look to Canvas for more detailed information.

AMENDMENTS TO SYLLABUS

I reserve the right to amend and revise this Course Syllabus and/or the Course Schedule--but will give notice of any amendment.

BLAW 3306-Course Schedule-08252025

Week	Day	Date	Topic	Reading	Documents	Projects
module 1						
1	Tuesday	August 26, 2025	Intro to Commercial Law	n/a	n/a	n/a
1	Thursday	August 28, 2025	Contracts	Chapter 9. Introduction to Contracts	D1: Mutual Non-Disclosure Agreement	n/a
2	Tuesday	September 02, 2025	Contracts	Chapter 10. Mutual Assent Chapter 11. Conduct Invalidating Assent	n/a	n/a
2	Thursday	September 04, 2025	Contracts	Chapter 12. Consideration	D2: Master Services Agreement and SOW	P1: Mutual NDA
3	Tuesday	September 09, 2025	Contracts	Chapter 17. Performance, Breach, and Discharge	D3: Breach of Contract Lawsuit	n/a
3	Thursday	September 11, 2025	Contracts	Chapter 18. Contract Remedies	n/a	P2: SOW
4	Tuesday	September 16, 2025	Exam 1 - Chapters 9, 10, 11, 12, 17, 18	n/a	n/a	n/a
module 2						
4	Thursday	September 18, 2025	Sales and Leases	Chapter 19. Introduction to Sales and Leases	D4: Purchase Order	n/a
5	Tuesday	September 23, 2025	Sales and Leases	Chapter 20. Performance Chapter 21. Transfer of Title and Risk of Loss	D5: Master Purchasing Terms Agreement	n/a
5	Thursday	September 25, 2025	Sales and Leases	Chapter 22. Product Liability: Warranties and Strict Liability	D6: Dyson 2-Year Limited Warranty	P3: Purchase Order
6	Tuesday	September 30, 2025	Sales and Leases	Chapter 23. Sales Remedies	n/a	n/a
6	Thursday	October 02, 2025	Bank Deposits and Collections	Chapter 27. Bank Deposits, Collections, and Funds Transfers	D7: Bank of America Deposit Agreement	n/a
7	Tuesday	October 07, 2025	Bank Deposits and Collections	Chapter 27. Bank Deposits, Collections, and Funds Transfers	n/a	P4: Warranty
7	Thursday	October 09, 2025	Exam 2 - Chapters 19, 20, 21, 22, 23, 27	n/a	n/a	n/a
module 3						
8	Tuesday	October 14, 2025	Negotiable Instruments	Chapter 24. Form and Content	D8: Promissory Note	n/a
8	Thursday	October 16, 2025	Negotiable Instruments	Chapter 25. Transfer and Holder in Due Course Chapter 26. Liability of Parties	D9: Endorsements	n/a
9	Tuesday	October 21, 2025	NO CLASS - Career Success Conference			n/a
9	Thursday	October 23, 2025	Secured Transactions	Chapter 37. Secured Transactions and Suretyship	D10: Security Agreement	P5: Promissory Note
10	Tuesday	October 28, 2025	Secured Transactions	Chapter 37. Secured Transactions and Suretyship	D11: Guaranty	n/a
10	Thursday	October 30, 2025	Bankruptcy	Chapter 38. Bankruptcy	D12: Petition, Schedules	n/a
11	Tuesday	November 04, 2025	Bankruptcy	Chapter 38. Bankruptcy	D13: Preference Complaint	P6: Guaranty
11	Thursday	November 06, 2025	Exam 3 - Chapters 24, 25, 26, 37, 38	n/a	n/a	n/a
module 4						
12	Tuesday	November 11, 2025	Accountant Liability	Chapter 43. Accountants' Legal Liability	n/a	n/a
12	Thursday	November 13, 2025	Bailments and Documents of Title	Chapter 47. Introduction to Property, Property Insurance, Bailments, and Documents of Title	D14: Bill of Lading	n/a
13	Tuesday	November 18, 2025	Insurance	TDI Commercial Property Insurance Guide	D15: Insurance Certificate	n/a
13	Thursday	November 20, 2025	Real Property	Chapter 48. Interests in Real Property Chapter 49. Transfer and Control of Real Property	D16: TREC Contracts	P7: Bill of Lading

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14 Tuesday	November 25, 2025	NO CLASS	n/a	n/a	n/a
14 Thursday	November 27, 2025	NO CLASS	n/a	n/a	n/a
15 Tuesday	December 02, 2025	Real Property	TYLA Tenants' Rights Handbook	D17: Petition for Eviction	P8: 1-4 Family Purchase Contract
15 Thursday	December 04, 2025	Trust and Wills	Chapter 50. Trusts and Wills	D18: Last Will and Testament	n/a
16 Tuesday	December 09, 2025	Exam 4 (Final Exam) - Chapters 43, 47, 48, 49, 50	n/a	n/a	n/a