

THE UNIVERSITY OF TEXAS AT TYLER
SOULES COLLEGE OF BUSINESS
SPRING 2023

COURSE NUMBER: BLAW 5310.060
COURSE TITLE: BUSINESS LEGAL ENVIRONMENT
INSTRUCTOR: TAMMY W. COWART, J.D., Associate Professor of Business Law
OFFICE & PHONE NUMBER: COB 350.15; 566-7217 (office)
OFFICE HOURS: Mon/Wed 10:00-2:00; Tue 12:30-2:00; Thur 11:00-1:00 (or by Appointment)
E-mail: tcowart@uttyler.edu
CLASS MEETING: Online; Exams will be available on Sundays and Mondays per the syllabus during the time designated.

REQUIRED TEXT: Miller's Business Law: Text and Cases - Commercial Law for Accountants, 14th Edition with MindTap® Business Law, 1 term (6 months) Instant Access – By Roger LeRoy Miller – ISBN: 9781337105552. This course will require MindTap from Cengage. You can purchase the access to MindTap and ebook only (ISBN 9781337105552) for \$110 in the bookstore or at the Cengage website.

Visit cengage.com/start-strong for step-by-step registration instructions and information videos. Just select MindTap/ Canvas.

Other required materials: Webcam and ProctorU proctoring

COURSE DESCRIPTION: An introduction to the legal environment of business, legal reasoning, and historical perspective. An emphasis is placed on contracts, Uniform Commercial Code, secured transactions, bankruptcy, wills and trusts.

Course Information: www.canvas.uttyler.edu

Literally EVERYTHING in this class will be posted on Canvas. Check the Canvas course site regularly for class updates and changes in the course schedule; the text web site contains additional resources for each chapter.

TOPICS COVERED:

General Legal Principles	2 hrs.
Business Organizations	3 hrs.
Contracts (common law/UCC)	20 hrs.
Negotiable Paper/Secured Trans.	8 hrs.
Property, Wills & Trusts	<u>4.5hrs.</u>
Total	37.5 hrs

Student Evaluation:

Your course grade will be based on Exams and Assignments as follows:

1. Three Exams (100 points each)	300
2. Contract Negotiation Group Project	100
3. Quizzes (15 @ 10 pts. Each)	150
4. Discussion Board	75
<u>5. Legal Research Project</u>	<u>25</u>
Total Points Possible	650

Grades will be determined based on your total number of points earned, as follows:

A = 582-650 points
B = 517-581 points
C = 452-516 points
D = 387-451 points

1. Exams: Three semester exams will be given, each worth 100 points. Each exam will contain multiple-choice questions and short answer/essay questions. These questions will require you to demonstrate knowledge and understanding of substantive law and terminology, as well as the ability to apply the law to or analyze specific fact situations. Students will be asked to select the best answer among multiple choice answers. None of the exams are comprehensive.

Exams will be available from Sunday afternoon until approximately Monday evening on the days designated in the syllabus. You will complete the entire exam on Canvas, and it will be timed. There will also be multiple versions of the exam. You will be required to use ProctorU to access and complete two exams. You will need a computer, webcam and microphone (either computer installed or separate) to take the exams. You are not permitted to use your textbook, notes, or any other resources on the exam. Your exams will be proctored via a web camera with a microphone by ProctorU. During your exam you are not permitted to leave the computer (bathroom breaks, etc.), you must take the exam in a quiet room, and you must have good lighting and sound. Copying any questions/answers on an exam or discussing exam questions with other students is considered cheating and may result in failing the course and/or other scholastic dishonesty disciplinary actions. **MAKE-UP EXAMS WILL NOT BE GIVEN WITHOUT PRIOR APPROVAL.**

2. Contract Negotiation Project: The class will be divided into several groups. Each group will represent either the buyer or seller in a contract negotiation. Each team will first complete a negotiation exercise to explore negotiation styles. Then the two teams will begin contract negotiation. A sample contract, fact sheet, and contract worksheet will be provided on Canvas. The teams will either draft an initial contract or a response to the initial contract. Both sides must come to an agreement and submit the final agreed upon contract as a final project near the end of the semester. All materials needed will be uploaded to Canvas, and discussion groups will be set up on Canvas for the purpose of the negotiation exercise. Your final grade will be based on the terms proposed, nature of the negotiations on the discussion board, and the final contract.

3. Quizzes: We will have 15 short, open book quizzes over the course of the semester. The quizzes will be found in MindTap within the chapters and posted in Canvas. All quizzes will be assigned the beginning of the week and due on Sunday. There will be no make-ups for missed quizzes.

4. Case Discussion Board: The class will be divided into groups (same as #2 above) and assigned a case or topic from one of the chapters in the text. A question or issue regarding the case will be posted. Students in the assigned groups will monitor and guide the discussion board postings. Posting is mandatory for your assigned topic but you should also post to other topics. Points will be assigned for your thoughtful, meaningful, and relevant postings to the discussion board. To gain full credit, you must make at least five original posts (10 pts ea) and five substantive responsive posts (5 pts ea). Postings on the discussion board which are irrelevant, disrespectful, or which violate any provision of the terms of use of UT Tyler will result in point deductions.

5. Legal Research Project: A list of possible projects will be posted. You will choose one and conduct outside research on a real-world business law topic. Each project is different and has its own requirements.

COURSE OBJECTIVES:

1. To apply UCC rules to various contracts.
2. To understand basic contract theory.
3. To apply damage theory to contracts.
4. To compare warranty and product liability in the law.
5. To understand and apply the requisites of Negotiable Instruments.
6. To demonstrate knowledge of secured transactions.
7. To apply laws pertaining to personal and real property.
8. To differentiate between uses of wills and trusts.

Grade Replacement: If you are repeating this course for a grade replacement, you must file an intent to receive grade forgiveness with the registrar by the 12th day of class. Failure to file an intent to use grade forgiveness will result in both the original and repeated grade being used to calculate your overall grade point average. A student will receive grade forgiveness (grade replacement) for only three (undergraduate student) or two (graduate student) course repeats during his/her career at UT Tyler.

WITHDRAW DATE: Date to withdraw without penalty (12th class day)

ATTENDANCE POLICY: You'll be required to make discussion board postings and complete assignments. Those constitute your participation in this class and will impact your grade.

UT Tyler Honor Code: Every member of the UT Tyler community joins together to embrace: Honor and integrity that will not allow me to lie, cheat, steal, nor to accept the actions of those who do.

Student Standards of Academic Conduct: <http://www.uttyler.edu/academicaffairs/files/syllabuspolicy.pdf>

Student Writing Resources:

<http://www.uttyler.edu/writingcenter/>

<https://owl.english.purdue.edu/owl/>

Course Disclaimer: This course is not intended to be a comprehensive analysis of the laws and issues presented. The information contained in this course may not be applicable to all situations due to the generality of our discussions, the evolution of case law, and the necessity of interpretive guidance. For these reasons, nothing contained in this course should be relied upon without the benefit of legal and financial advice based on the particular circumstances presented. Furthermore, the policy of the State Bar of Texas prohibits the Instructor from providing legal advice to students. Students seeking individual legal advice are encouraged to contact their respective attorneys, or the State Bar of Texas Lawyer Referral Service (800-252-9690).

Reading Assignments and Course Schedule:

Listed below are the weekly assignments and course schedule for this semester. You are responsible for the reading assignments on the week listed.

January	9	Introduction Video/Read Syllabus Chp. 9 – Agency Formation & Duties
	16	Chp. 2 – Small Businesses & Franchises Chp. 3 – All Forms of Partnerships Quiz 1 & 2
	23	Chp. 4 – LLCs & Special Business Forms Chp. 5 – Corporate Formation & Financing Quiz 3 & 4
	30	Chp. 6 – Corporate Directors, Officers & Shareholders Quiz 5
February	5-6	Exam 1 (Chps. 2-6 & 9)
	6	Chp. 13 – Formation of Sales & Lease Contracts Quiz 6
	13	Chp. 14 – Performance & Breach of Sales & Lease Contracts Quiz 7
	20	Chp. 15 – Negotiable Instruments Quiz 8
	27	Chp. 16 – Transferability & Holder in Due Course Chp. 17 – Liability, Defenses & Discharge Quiz 9 & 10
March	6	Chp. 19 – Creditors’ Rights & Remedies Preliminary Negotiation Exercise Assigned
	11-13	Exam 2 (Chps. 13-17; 19)
	13	Spring Break

Business Legal Environment - BLAW 5310.060
Online

	20	Chp. 20 – Secured Transactions Quiz 11
	27	Chp. 30 – Insurance Chp. 31 – Wills & Trusts Preliminary Negotiation Exercise Due Quiz 12
April	3	Chp. 27 – Personal Property & Bailments Chp. 28 – Real Property & Landlord-Tenant Law Quiz 13 & 14
	10	Chp. 21 – Bankruptcy Law Chp. 22 - Professional Liability & Accountability Quiz 15
	15-16	Exam 3 (Chps. 20-22, 30-31, 27-28)
	17	Contract Negotiation Exercise & Legal Research Project (Due April 23)
	24	Post-Contract Process Assignment (Due April 26)