



**Division:** Business

**Course name:** Business 005 – Business Law

**Section:** 446 / **Semester** Fall 2015

August 31, 2015 – December 20, 2015

**Instructor Name:** Gustavo Demoner

**School Website:** [www.wlac.edu](http://www.wlac.edu)

**Room** CE205 – M/W 9:35am-11am

**Address:** 9000 Overland Ave., Culver City, CA 90230

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**Instructor Office Number:** CE 215

**IMPORTANT: OUR COURSE IS FUN, AND REQUIRES A LOT OF WORK.**

## Welcome

Dear Students, WELCOME to OUR Fall 2015 Business Law Course. I hope you had a FANTASTIC Summer, are feeling energized, motivated and awesome (as you all are), because you deserve it. We will have a GREAT time. You will discover the essentials of business law, its applications, and in the process improve your critical thinking. The skills you learn here will help you succeed both in and out of class. I believe learning is fun, and by helping one another, we move forward faster and stronger. I believe in each one of you. Be the change you want in your life. I am here for you. Remind this city, and yourself, everyday, why you are here. ☺ Cheers, Gus.

## Course Description

This course covers the essentials of the law of contracts: agency, employment, personal property, bailment, sales, and real property in their application to every day problems pertaining to business and to the individual. Elementary safeguards regarding sales and sales contracts are covered.

## Required Texts

Business Law Today – Text & Summarized Cases, 2014. ROGER, LEROY MILLER. Cengage Learning. ISBN-10: 1-133-19135-5

## Recommended Materials

- A. American Bar Association – Business Law Today: <http://www.americanbar.org/publications/blt/2015/01.html>
- B. The New York Times – Legal Issues: <http://topics.nytimes.com/top/news/business/small-business/legal-issues/index.html>
- C. The State Bar of California – Business Law News: <http://businesslaw.calbar.ca.gov/Publications/BusinessLawNews.aspx>
- D. Crain’s Detroit Business – Legal Issues/Law: <http://www.craindetroit.com/topic/1271/Legal-Issues-Law>
- E. The National Law Review: <http://www.natlawreview.com/>
- F. Berkeley Business Law Journal: <http://businesslawjournal.org/>
- G. Legal Zoom Blog: <http://blog.legalzoom.com/>
- H. Bloomberg BNA: <http://www.bna.com/news/#!query=&topic=islegal>
- I. Lawyers and Settlements: <http://www.lawyersandsettlements.com/legal-news-articles/business-news-articles/>
- J. Law.com: <http://www.law.com/?slreturn=20150110153903>
- K. Business and Tax Law Association: <http://hosted.law.wisc.edu/wordpress/batlaw/articles/>
- L. Journal of International Commercial Law: <http://www.georgemasonjiel.org/>
- M. OUP Blog – Top 10 Commercial Law Cases of 2014: <http://blog.oup.com/2015/01/top-commercial-law-cases-2014/>
- N. Small Business Law: <http://smallbusiness.findlaw.com/>
- O. LawInfo: <http://www.lawinfo.com/business-law.html>
- P. US Small Business Administration: <https://www.sba.gov/category/navigation-structure/starting-managing-business/managing-business/business-law-regulations>
- Q. The Miniature Guide to Critical Thinking – Concepts and Tools: <http://www.mcu.usmc.edu/csc/Documents/Critical%20Thinking%20Concepts%20and%20Tools.pdf>

## Recommended Videos

- What is Business Law? <http://education-portal.com/academy/lesson/what-is-business-law-definition-overview.html>
- Law Sessions: <http://www.lawsessions.com/index/>

## Recommended Online Magazines and Websites

- a. For daily inspiration on innovative trends read '**be Bold**' at <http://flip.it/zD4rY>
- b. For news on Latin America read '**Flipboard Latin America**' at <https://flipboard.com/@demoner/flipboard-latin-america-eoq4131gy>
- c. For making sense of/exploring/having fun with numbers read '**Flipboard Numbers**' at <https://flipboard.com/@demoner/flipboard-numbers-sk9u5t02y>
- d. For legal news read '**Flipboard Law**' at <https://flipboard.com/@demoner/flipboard-law-4i1nm7g0y>
- e. For improving Startup vocabulary read '**Startup English**' at <https://flipboard.com/@demoner/startup-english-sv50r8uly>
- f. Business plans from the top biz schools: <http://www.businessplans.org/businessplans.html>
- g. Creative resumes: <http://www.hongkiat.com/blog/beautiful-resume-design/>

## Course Objectives

Upon successful completion of this course, students will be able to . . .

1. Examine common law tradition, precedents, remedies.
2. Distinguish business ethics and legal sources of ethical standards; contrast codes of ethics for paralegals, real estate professionals, and lawyers.
3. Examine judicial review, the court system, discovery and arbitration.
4. Recognize and compare torts, categories of torts and cyber torts.
5. Define and discuss intellectual property, trademarks, and patents, and trade secrets.
6. Define criminal activity and the elements necessary to convict; types of crime; white collar crime; defenses to criminal liability, constitutional safeguards and the criminal process.
7. Discuss formations of valid contracts, contract elements, requirements for an offer, and consideration.
8. Describe and identify capacity, genuineness of assent, fraudulent misrepresentation, and the statute of frauds.
9. Identify assignment and delegation, types of beneficiaries, discharge and remedies.
10. Discuss shrink-wrap and click-on agreements, and e-signatures.
11. Examine the Uniform Commercial Code, passage of title, and risk of loss.
12. Discuss obligations, anticipatory repudiation, remedies for breach, and unlawful detainer actions.

## Course Student Learning Outcomes (Course SLOs)

1. Distinguish between a civil cause of action and a criminal cause of action.
2. Brief a case.
3. Given a business scenario, determine the relevant legal and ethical issues, present the options, and make recommendations on how you would address them.
4. From a set of facts, prepare a legally enforceable contract for a party you represent.

## Program Student Learning Outcomes (Program SLOs)

- A. Investigate and assess the overall business model and industry position of an organization, including articulation of its' marketing strategy and marketing implementation approach.
- B. Use Current And Emerging Technologies To Create, Document, Analyze And Manipulate Data That Supports Management Of Business Operations.  
(Technical Skills)
- C. Comply with anti-trust laws and regulatory statues to understand and maintain one's ethical and professional practices.

## Institutional Learning Outcomes

A. Critical Thinking: Analyze problems by differentiating fact from opinions, using evidence, and using sound reasoning to specify multiple solutions and their consequences.

F. Technical Competence: Utilize the appropriate technology effectively for informational, academic, personal, and professional needs.

H. Ethics: Practice and demonstrate standards of personal professional integrity, honesty and fairness; apply ethical principles in submission of college work.

## Course Requirements and assignment guidelines

### Cases and Discussion Questions

There will be a total of 10 Discussions and 10 Cases assigned.

### Essays

Ten Essays will be required.

### Exams: Four

### Contract Projects 1 and 2

### Late Assignments

Late assignments will be reduced by one letter grade every week.

## Grading

Assignment Category	# of Assign.	Points Per Assignment	Total Points	% of Total Grade
Cases & Discussion Questions	20	20	400	20%
Exams	4	50	200	10%
Essays	10	100	1000	50%
Contract Project	2	200	400	20%
<b>Grand Total</b>	<b>34</b>	<b>-</b>	<b>2000</b>	<b>100%</b>
900 - 1000 = <b>A</b>	800 - 899 = <b>B</b>	700 - 799 = <b>C</b>	600 - 699 = <b>D</b>	599 and below = <b>F</b>

Incomplete: If you want to request an "I" (Incomplete), let me know as soon as possible, so that we can discuss the terms for completion.

## **Class Policies**

### **Attendance**

Because class discussions and group work are an integral part of this course, attendance is mandatory. Up to 3 absences are allowed. After that, you could be dropped. Students are expected to attend every class meeting, to arrive on time and stay throughout the class period. Excessive absenteeism will lower your grade, as well as walking in and out of class. 3 tardies = 1 absence. Students may be dropped from class for excessive tardiness, or for failure to attend class the first day or during the entire first week of the class.

### **Walking In and Out of Class**

When you arrive to class, make sure you have used the restroom, had a chance to eat, check your messages, etc. Walking in and out is rude and disruptive. If you need to leave early, or have some other problem, you need to notify me in advance. Any student who makes a habit of walking in and out of class may be asked to leave.

### **Preparedness**

You are expected to arrive on time. You will come to each class session prepared. You will have your books, binder, pens/pencils, any work that is due, and you will be prepared to discuss all readings/assignments.

### **Cell Phones, iPods, etc.**

Turn them off and put them away when class begins!

### **Contacting Me**

E-mail is the best and quickest way to contact me. If you have a problem, do not let it snowball. Contact me immediately. Students are expected to ask questions and obtain help from instructor via email and/or during office hours. Use the private message on etudes to contact me online. In case of an academic work only emergency, you can also text me at 818.914.8499.

**Refer to the course website/blog for more information on UMOJA policies.**

## **College Policies**

### **Academic Integrity (Plagiarism)**

In accordance with code 9803.28, academic dishonesty is prohibited. Violations of academic integrity include, but are not limited to, the following actions: cheating on an exam, plagiarism, working together on an assignment, paper or project when the instructor has specifically stated students should not do so, submitting the same term paper to more than one instructor, or allowing another individual to assume one's identity for the purpose of enhancing one's grade. Academic dishonesty of any type, such as cheating or knowingly furnishing false information, by a student provides grounds for disciplinary action by the instructor or college. In written work, no material may be copied from another without proper quotation marks, footnotes, or appropriate documentation.

- Plagiarism will result in a zero for the assignment, possible dismissal from the class and disciplinary action from the college. You will not receive credit for any essay missing previous drafts, citations and/or a Works Cited page.

### **Student Conduct**

According to code 9803.15, disruption of classes or college activities is prohibited. Refer to the catalog and the Standards of Student Conduct in the Schedule of Classes for more information.

## **Recording Devices**

State law in California prohibits the use of any electronic listening or recording device in a classroom without prior consent of the instructor and college administration. Any student who needs to use electronic aids must secure the consent of the instructor. If the instructor agrees to the request, a notice of consent must be forwarded to the Vice President of Academic Affairs for approval (WLAC College Catalog).

## **Campus Resources**

As stated earlier in this syllabus, **if you are having problems, don't let them snowball.** Come and talk with me and check out some of the campus resources available to you.

### **Office of Disabled Student Programs and Services (DSP&S)**

Heldman Learning Resources Center (HLRC), Room 119 | (310) 287-4450.

West Los Angeles College recognizes and welcomes its responsibility to provide an equal educational opportunity to all disabled individuals. The Office of Disabled Students Programs and Services (DSP&S) has been established to provide support services for all verified disabled students pursuing a college education. DSP&S students may qualify for: priority registration, registration assistance, special parking permits, sign language interpreters and assistive technology (WLAC College Catalog).

### **Instructional Support (Tutoring) & Learning Skills Center**

Heldman Learning Resources Center (HLRC) | (310) 287-4486

Improve your reading, language, vocabulary, spelling, math fundamentals and chemistry knowledge with convenient, self-paced computer-aided courses in the Learning Skills Center. Increase your knowledge and learning success: sign up for tutoring in various college subjects (WLAC College Catalog).

### **Library Services**

Heldman Learning Resources Center (HLRC) | (310) 287-4269 & (310) 287-4486

The WLAC Library provides instruction on how to use the online catalog, periodical and research databases. In addition to a large collection of books, periodicals and videos the WLAC Library has course textbooks which students may use while in the Library. Web access is available in LIRL as well as meeting rooms. The upper floors provide a beautiful view ideal for study (WLAC College Catalog).

**Business 005/Section 446 – M/W 9:35am-11am – Business Law Class Schedule – FALL 2015**

**NOTE: This syllabus and class schedule is subject to change if circumstances warrant it (e.g. student performance, etc.). Expect revisions and divergences.**

<b>Week</b>	<b>Content Covered</b>
<b>1, 2 and 3</b> 08/31 – 09/06 09/07 – 09/13 09/14 – 09/20	Week 1 - Critical Thinking: Concepts and Tools Week 2 - Chapter 1 THE CONSTITUTIONAL FOUNDATIONS Week 3 - Chapter 2 ETHICS AND BUSINESS DECISION MAKING EXAM 1
<b>4, 5 and 6</b> 09/21 – 09/27 09/28 – 10/04 10/05 – 10/11	Week 4 - Chapter 3 COURTS AND ALTERNATIVE DISPUTE RESOLUTION Week 5 -Chapter 4 TORTS AND CYBER TORTS Week 6 - Chapter 5 INTELLECTUAL PROPERTY AND INTERNET LAW EXAM 2
<b>7, 8 and 9</b> 10/12 – 10/18 10/19 – 10/25 10/26 – 11/01	Week 7 - Chapter 6 CRIMINAL LAW AND CYBER CRIME Week 8 - Chapter 7 AGREEMENT AND CONSIDERATION IN CONTRACTS Week9 - Chapter 8 CAPACITY, LEGALITY, AND ENFORCEABILITY EXAM 3
<b>10, 11 and 12</b> 11/02 – 11/08 11/09 – 11/15 11/16 – 11/22	Week 10 - Chapter 9 CONTRACT PERFORMANCE, BREACH, AND REMEDIES Week 11 - Chapter 10 SALES AND LEASE CONTRACTS Week 12 - Chapter 17 AGENCY EXAM 4
<b>13, 14 and 15</b> 11/23 – 11/29 11/30 – 12/06 12/07 – 12/13	Week 13, 14 and 15 - Projects – Contract 1 and Contract 2 EXAM 5
<b>16</b> 12/14 – 12/20	Week 16 - Presentations

**THIS ACKNOWLEDGEMENT WILL BE POSTED AS A DISCUSSION ASSIGNMENT, AND ALL OF YOU MUST REPLY TO IT, AFTER READING IT, STATING 'I (ADD YOUR NAME THEN PASTE THE REST OF THE TEXT BELOW).**

**Student Acknowledgment**

(Please return this sheet to the instructor)

“I \_\_\_\_\_, have completely read this syllabus and understand and agree to the course requirements.”

Please indicate below, any special needs or circumstances that may have some impact on your work in this class, and for which you may require special accommodations, including but not limited to physical or mental disabilities, inability to arrive in class on time or need to leave class early, observance of religious holidays, etc.

Special needs or circumstances:

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Culver City, \_\_\_\_/\_\_\_\_/ 2015

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Student Signature