

CLASS NUMBER AND NAME: MNN120 – FUNDAMENTALS OF LAW IN BUSINESS

TOTAL CLOCK HOURS/UNITS: 24 Hours—2 Units

PREREQUISITES: NONE

TEXTS AND MATERIALS: *Legal Environment*. 6th ed. Beatty/Samuelson. Cengage Learning. 2017 (ISBN 978-1-305-50748-7 the student edition, not the custom Empire College Textbook) This is the custom book Business Law students are currently using. I will talk to Georgie to see if it can be customized just for this class. If not, I will look for a different book.

CLASS DESCRIPTION: Course covers contracts including an introduction to contracts, the elements necessary for a valid contract, performance or breach of contracts and potential remedies, practical contracts, and forms of business from sole proprietorships to general partnerships, LLC's and corporations.

CLASS OBJECTIVES: Students will learn how contracts are formed, performed, discharged, or breached, and the various remedies available for breach or non-performance. This course will further provide students with a practical review of their study of contracts by providing them with an understanding of how contracts are drafted, read, interpreted, and enforced. The students will also spend time learning about the different forms of business.

REQUIREMENTS: Time spent in preparation for or reflection on course lecture will approximate two hours outside of class for each lecture credit hour utilized by the instructor in delivery of the material and ¼ hour outside of class for each hour of structured lab time.

CLASS FORMAT OVERVIEW: Instruction will include a combination of lecture, class discussion, small-group participation, and independent study. Students are required to read the assigned chapter before class discussion on that chapter commences. There will be a weekly test based on the chapter covered during the week. We will cover the following chapters during the module:

- Chapter 10: Introduction to Contracts
- Chapter 11: Legality, Consent, and Writing
- Chapter 12: Performance, Discharge, and Remedies
- Chapter 13: Practical Contracts
- Chapter 20: Starting a Business: LLC's and Other Options

CLASS ATTENDANCE:

It is critical to the student's success to attend class every day. **Thirty percent** of the final grade for the class will be based on attendance and participation. The student's presence for the entire hour is an important demonstration of the concept of professional demeanor and shows respect for the class. Therefore, students will only be marked present when they arrive on time and remain for the entire class session. A student must be present for a minimum of 80 percent of the class, or she or he will be asked to leave the class and will receive a failing grade in the class.

TESTING:

After every chapter is covered there will be a quiz based on the questions in the book and class discussion.

LATE TESTING:

A student may only make up a test if she or he has contacted the instructor in advance, and **made prior arrangements** to make up the within the week the test is given. Only **ONE** make-up test will be permitted. If a test is not made up within the week of an absence, the student will receive a zero on the missed test.

GRADING POLICIES:

Course grades for each module will be based on the average of the scores received on tests, homework, attendance, and other course assignments. No late homework assignments will be accepted by the instructor. The attached course outline provides points available and homework policies.

Weighting of grades is as follows:

30% Attendance
70% Homework, Quizzes, and Written Papers

Combined grades from attendance, class participation, quizzes, final exams or written papers, as applicable, will be graded on the following scale:

100-90% A
89- 80% B
79- 70% C
69- 60% D
Below 60% F

ANTICIPATED LEARNING OUTCOMES:

Upon completing this course, the student will be able to:

1. Understand when a contract has been formed, performed, discharged, or breached, and the appropriate remedies available;
2. Understand the rules governing a proper written contract and its interpretation;
3. Know the difference between the UCC and common law with regard to contracts;
4. Understand some of the basic defenses to formation of a contract.

MNN120 – FUNDAMENTALS OF LAW IN BUSINESS CLASS OUTLINE

Week	Six-Week Module
One	<ul style="list-style-type: none"> • Homework: Due _____ • Read Introduction to Contracts (CH 10) • Case Questions 1, 6 and Discussion Questions 4 (30 points) • In Class: • Quiz (100 points) • FINAL PAPER ASSIGNED
Two	<ul style="list-style-type: none"> • Homework: Due _____ • Read Legality, Consent, and Writing (CH 11) • Case Questions 1,2,4 (30 points) • In Class: • Quiz (100 points)
Three	<ul style="list-style-type: none"> • Homework: Due _____ • Read Performance, Discharge, and Remedies (CH 12) • Case Questions 1, 5 and Discussion Questions 4 (30 points) • In Class: • Quiz (100 points)
Four	<ul style="list-style-type: none"> • Homework: Due _____ • Read Practical Contracts (CH 13) • Case Questions 4,5 and Discussion Questions 5 (30 points) • In Class: • Complete Chapter Worksheet • Present Practical Contracts • IRAC and Case Analysis • Quiz (100 points) • FINAL PAPER DUE
Five	<ul style="list-style-type: none"> • Homework: Due _____ • Read Starting a Business: LLCs and Other Options (CH 20) • Case Questions 3 and Discussion Questions 1, 2 (30 points) • Draft Practical Contract (Handout) (25 points) • In Class: • Quiz (100 points)
Six	<ul style="list-style-type: none"> • Final Projects and Presentations Due

The instructor reserves the right to reconfigure the above with prior notice to the class. The class objectives will be met regardless of deviation from this outline.

This is an approximate schedule and is subject to change at the instructor's discretion. The student is responsible for any missed information and handouts due to absences. Homework includes familiarizing yourself to the Calendar and Syllabus, textbook reading assignments, and study guide homework plus diagrams, flashcards, and practice tests all when appropriate to augment learning. The time spent in preparation for or reflection on course lecture will approximate two hours outside of class for each lecture credit hour utilized by the instructor in delivery of the materials and ¼ hour outside of class for each hour of structured lab time.