Course: BULE 402, Section 001
Instructor: Julie A. Shubin, Esq.
Class Location: Science and Technology 1 Room 206
Time: Monday 4:30 – 7:10 pm
GMU Office: Enterprise 054, Room 049
GMU Email: jshubin@gmu.edu

Course Description: Exposure to commercial law with particular emphasis on the Uniform Commercial Code. Topics include contract law, ethics, negotiable instruments, sales, securities regulation and accountants’ liability. Lecture, discussion, readings, cases.

SOM learning goals: (1) Our students will be knowledgeable about the legal environment of business.
(2) Our students will understand the importance of ethical behavior in business

Course objectives: Upon successful completion of this course students will be able to:
(1) Identify and explain fundamental legal concepts from a variety of subject areas of commercial law.
(2) Demonstrate the ability to apply legal concepts through legal reasoning to resolve business related legal disputes.
(3) Identify ethical issues and understand the importance of ethical behavior in business.
(4) Demonstrate the ability to apply ethical analysis and reasoning to resolve business related ethical dilemmas.
(5) Demonstrate an understanding of the impact of law on business and the role of business in shaping the legal and regulatory environment.

Approach to Learning: lecture; discussion of lecture material and student analysis of newsworthy cases and readings from current publications and/or the internet.

A combination of lectures supplemented with discussions of cases, reading, and assignments.

Course Website: This course utilizes Blackboard, which may be accessed by going to http://courses.gmu.edu. You must be on the class list in order to access this website. Many course materials will be made available on Blackboard, including the syllabus. Grades and announcements will also be posted on this website so be sure to check the site regularly, especially immediately preceding each class.

Student Responsibilities: (1) regular class attendance; (2) preparation of assignments prior to class; (3) participation in discussions/critical analysis of assignments and lectures; (4) completion of all assessments and (5) in-class conduct which respects the rights and opinions of classmates and the professor.

Methods of Student Evaluation: (1) exams; (2) homework and/or writing assignments; (3) in-class group work.

Disabilities: If you are a student with a disability and you need academic accommodations, please see me and contact the Office of Disability Services (ODS) at 993-2474. All academic accommodations must be arranged through the ODS.

Honor Code: George Mason’s Honor Code prohibits cheating and attempted cheating, plagiarism, lying and stealing. Students are required to familiarize themselves with the George Mason Honor Code and follow it. You may access the Honor Code online at: http://www.gmu.edu/catalog/apolicies/honor.html.

Enrollment Caveats: You will not receive credit for this course unless you are listed on the official grade sheet. It is your responsibility to verify that you are properly enrolled. Please note the following critical dates:

Students should go to http://registrar.gmu.edu for more information on the academic calendar and the exam schedules.

Advance Notice of Class Cancellations: I hope we will be able to meet each class session per the syllabus. However, if I find it necessary to miss a class session, I will post a message on Blackboard, if possible, and will notify the school. Thus, please check Blackboard prior to each class session.

In-Class Courtesy: If you carry a cell phone, please be sure to turn it off during class; a ringing or vibrating phone during class is distracting. Text messaging is also prohibited.

Appointments and email
I strongly urge you to contact me to ask questions, clarify assignments, or to obtain additional help. It is best to contact me via email to set up an appointment. Office hours will be held by appointment only.

Quizzes, Homework, Assignments (150 points)
Throughout the course of the semester, I will give homework and/or writing assignments. In-class group work will be scheduled. You must be present to receive group work points.

Extra Credit
On exams and at various times throughout the semester, and at my discretion, extra credit opportunities may be made available to the entire class. These extra credit opportunities may be in
the form of in-class assignments or activities; therefore, a student must be present in class when the opportunity is offered in order to have the chance to earn extra credit. *Please note that under no circumstances will extra credit be offered to individual students.*

**Exams and final exam**

Three exams are scheduled during the course of the semester. The exams will consist of a combination of true/false, multiple choice, and/or short answer questions. Please bring a standard scantron and pencils to all scheduled exams. The instructor is not responsible for hand grading messy or worn scantrons. Each exam is worth 100 points. The instructor will drop the lowest grade of the first three exams. As a result, makeup exams will not be given *under any circumstances.* The final exam, worth 150 points, is mandatory. Please notify me immediately of any conflict.

**Grading Scale:** Grades are computed by taking total points earned divided by total points in the course (500). Course grades will be assigned as follows, standard rounding is used:

<table>
<thead>
<tr>
<th>Course Avg.</th>
<th>Grade</th>
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<tbody>
<tr>
<td>98 - 100%</td>
<td>A+</td>
</tr>
<tr>
<td>92 - 97%+</td>
<td>A</td>
</tr>
<tr>
<td>90 - 91%+</td>
<td>A-</td>
</tr>
<tr>
<td>88 - 89%+</td>
<td>B+</td>
</tr>
<tr>
<td>82 - 87 %+</td>
<td>B</td>
</tr>
<tr>
<td>80 - 81%+</td>
<td>B-</td>
</tr>
<tr>
<td>78 - 79%+</td>
<td>C+</td>
</tr>
<tr>
<td>70 - 77% +</td>
<td>C</td>
</tr>
<tr>
<td>66 - 69% +</td>
<td>D</td>
</tr>
<tr>
<td>Below 66%</td>
<td>F</td>
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</tbody>
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**Course Grading Scale**

<table>
<thead>
<tr>
<th>Evaluation Tool</th>
<th>Points</th>
<th>Percent of Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam 1-3 (100 points each) drop lowest grade</td>
<td>200</td>
<td>40%</td>
</tr>
<tr>
<td>Final Exam 150 points</td>
<td>150</td>
<td>30%</td>
</tr>
<tr>
<td>Homework, writing assignments, in-class group work</td>
<td>150</td>
<td>30%</td>
</tr>
<tr>
<td>Total</td>
<td>500</td>
<td>100%</td>
</tr>
</tbody>
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**Course Schedule**

Please note that the schedule and assignments are subject to change; adjustments will be discussed throughout the semester. It is your responsibility to keep current. It is also your responsibility to verify that you are properly enrolled in this class. I reserve the right to modify these assignments
and I will supplement the reading material by way of lecture. Students will be responsible for and tested on both the reading material and information given during class lectures.

**Important dates:**

Please see University calendar for important dates – last day to drop classes:

Please note that our **final exam is scheduled for May 16, 2011.** This date is the end of the fall exam period. Exam makeups are only available for university approved conflicts so please account for this late exam date during your end of semester planning.

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Assignment</th>
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</thead>
</table>
| Class 1 - January 24 | Course Introduction  
Introduction to Contracts, Agreement, Consideration | Review Syllabus  
Chapters 10, 11, 12 |
| Class 2 - January 31 | Contracts – continued  
Consideration, Legality, Capacity and Consent, Written Contracts | Hw 1 assigned  
Chapters 12, 13, 14 |
| Class 3 - February 7 | Contracts – continued  
Written Contracts, Third Parties | Chapters 15, 16 |
| Class 4 - February 14 | Contracts – continued  
Performance and Discharge, Remedies | Chapters 17, 18  
Hw 1 due |
| Class 5 – February 21 | **Exam 1 (Chapters 10-18)** 
Intro to upcoming topic - TBA | **Study for Exam 1** |
| Class 6 – February 28 | Ethics  
Real Property | Chapters 2, 44  
Hw 2 assigned |
| Class 7 – March 7 | Business Organizations:  
Starting A Business: LLCs and Other Options; Life and Death of a Corporation; Corporate Management | Chapter 32, 34, 35 |
| Class 8 –March 21 (Spring Break! March 14 –March 20) | Securities Regulation  
Accountant Manager Liability | Chapter 37, 38  
Hw 2 due  
In-class group work planned |
| Class 9 - March 28 | **Exam 2 (Chapters 32, 34, 35, 37-38)** 
Intro to upcoming topic -- TBA | **Study for Exam 2** |
<p>| Class 10 - April 4 | Commercial Transactions: | Chapter 19, 20 |</p>
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class 11 – April 11</td>
<td>Commercial Transactions Continued: Warranties and Product Liability</td>
<td>Chapters 21-22 Hw 3 due</td>
</tr>
<tr>
<td>Class 12 – April 18</td>
<td>Exam 3 (Commercial Transaction Topics 19-22)</td>
<td>Study for Exam 3</td>
</tr>
<tr>
<td>Class 13 - April 25</td>
<td>Commercial Transactions Continued: Performance and Remedies</td>
<td>Chapter 23 Hw 4 assigned</td>
</tr>
<tr>
<td>Class 14 – May 2 (last day of classes is Sat. May 7)</td>
<td>Commercial Transactions Continued: Liability for Negotiable Instruments: Bans and Their Customers</td>
<td>Chapter 24, 25 In-class group work planned Hw 4 due</td>
</tr>
<tr>
<td>Final – May 16, 2011</td>
<td>Final Exam Commercial Transaction Topics Chapters 19-25 and previous chapters --TBA</td>
<td>Study for Final Exam</td>
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