COURSE DESCRIPTION

Law is the foundation upon which business operates. Indeed, the corporate entity only exists as a legal creation. The law has many functions that are highly relevant to business and management: it determines what makes an agreement enforceable; it allocates the rights and duties of employees and employers; and it determines when injuries caused by the use of a product are to be compensated. Understanding the rules, and the logic and justification of those rules, will help managers avoid pitfalls, mitigate risk, and conduct business in a legal and, hopefully, ethical manner. In this short survey course, we will cover a range of business law topics including contracts, torts, labor and employment law, international law, and corporate governance.

COURSE MATERIALS

Required Readings and Texts:

The primary text for this course will be


In addition, you must purchase a *ResponseCard NXT* by Turning Technologies.

These are both available at the University Bookstores in Newark and New Brunswick. The book is also available online as an “e-chapter” version from the publisher. You can find this link here. One economical option is to buy the individual chapters that will be assigned, which should be much more reasonably priced than buying the entire book. When last checked the online price was $11.00/chapter.

***I also ask that you read the New York Times and/or Wall Street Journal and pay extra attention to law related items. I will expect you each week to be prepared to briefly discuss a business-law related article each week that is of interest to you.***

Assignments will be drawn primarily from the Bagley & Savage text. You are responsible for reading all pages assigned and the assigned cases, and you should pay special attention to the cases.
The cases are to be used primarily as a means of applying and learning the rules and concepts in the chapter. Unless I specifically assign them, you are not responsible for the questions and case problems at the end of the chapters. However, it will be to your benefit to do them as practice for the final exam. I will post syllabus additions, readings, and announcements on Blackboard, so please check it frequently. The topics below map the subjects that will be covered and the dates on which they will be covered. I, of course, reserve the right to change the syllabus as I see fit.

LEARNING GOALS AND OBJECTIVES

By the end of this course you will be able to:

- **Recognize and know the definitions** of a variety of legal terms, concepts, and rules.
- **Apply** those terms and concepts to hypothetical and real life fact patterns and events.
- **Critically assess** those rules and concepts, and evaluate whether or not you believe those are normatively good or bad rules from the perspective of societal values and policy.
- **Identify potential legal issues and risks** that will arise in your everyday professional and personal lives.
- **Articulate legal issues and your ideas concisely and accurately.**
- **Be an educated client** who will know how to ask a lawyer pertinent and important questions.

Course Method

1) Each week we will read a portion of the assigned textbook, paying special attention to the cases and highlighted terms. You should be forewarned that this course has an *above average* amount of reading and I expect you to have done it prior to class.

2) We will also work through some of the problem sets from the end of the chapter for in-class discussion. I will assign the problem sets to do in advance for discussion in class, and we will work through some of them in class for debate and discussion, and others are for your own review to train for the final exam and in class discussion. The cases and the questions are good ways to learn and incorporate the material. You are also generally responsible for the manager’s dilemmas, but not other boxed readings unless specifically assigned.

3) You will be expected to have read and thought about the readings, cases, and questions, and to be ready to discuss the material when you are in class. You will also be expected to be ready to participate at all times, and will be on call. If for any reason you are unable to participate on a given day, please let me know before class begins. I plan to be prepared for every class, and I expect that you do the same.

4) You are also expected to be reading a major newspaper such as the New York Times, the Wall Street Journal, and/or the Financial Times. I will ask each of you to bring in at least one article of note about the way in which a business is dealing with a legal issue, and how the law is impacting that business. We will start each class with a brief discussion of that issue. You will be responsible for summarizing the article and having something to say about it. This will count towards your participation grade.
5) This course is a survey course. If we were in a law school, each week’s topic would be the subject of a whole semester or even year’s course. Thus we cannot expect to be experts in any one subject area, but rather generally knowledgeable managers who will be conversant with the basic principles of law that are relevant for your business.

6) Finally, this course approaches the learning of law in part like learning a language. The terms and concepts that we will learn and apply are part of the language of law, and we should thus treat this course, in part, as a language course.

Grading

A. Exams 70%

There will be two exams. Exam one will be a closed book, in class, multiple-choice exam worth 30% of the grade. See the syllabus for the date.

Exam two will be cumulative, but with greater emphasis on the second part of the course. It will be in written essay form and will take place on the final class session.

B. Participation 10%

Participation, attendance, and in-class work will count 10% towards your grade. If you have to miss a class, you must inform me in advance. If you are late to class you will be a prime candidate to be called on. If you have a serious aversion to public speaking please speak with me.

Please note: participation does not mean banal chatter for the sake of hearing one self speak or getting “participation points.” Rather, I am interested in genuine discussions in which students respond to and challenge each other after reflecting on the material.

We should not be afraid to disagree with each other, even when the issues that we discuss are sensitive, as they inevitably will be.

C. Quizzes 20%

You will have a quiz (5-10 questions) at the beginning of each class. The purpose of these questions is to incentivize you to do the reading in a comprehensive way. If you do the assignments, you should not have a problem doing well. Research shows that students who are consistently quizzed and evaluated are better prepared. These quizzes will be administered using the ResponseCards.
GRADING SUMMARY

Exam One: 30%
Exam Two: 40%
Quizzes: 20%
Participation & Attendance 10%

Please be sure to check Blackboard consistently, and to be sure that your email address is correctly entered. Otherwise you risk missing out on assignments, announcements, and changes.
# Assignments

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Assignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sept 4</td>
<td>Introduction to the course</td>
<td>Chapter 1</td>
</tr>
<tr>
<td></td>
<td>I. Introduction to the Courts and Litigation</td>
<td>Pay special attention to the “Manager’s Dilemma” and the “Inside Story.” Look at and think about the questions and case problems on pg. 19.</td>
</tr>
<tr>
<td>Sept 11</td>
<td>II. Starting Your Business</td>
<td>Chapter 19</td>
</tr>
<tr>
<td></td>
<td>Topics</td>
<td></td>
</tr>
<tr>
<td></td>
<td>a) Forms of Business Organizations</td>
<td></td>
</tr>
<tr>
<td>Sept 18</td>
<td>III. Growing and Running Your Business</td>
<td>Chapter 7</td>
</tr>
<tr>
<td></td>
<td>a) Contracts</td>
<td></td>
</tr>
<tr>
<td>Sept 25</td>
<td>NO CLASS</td>
<td>NO CLASS</td>
</tr>
<tr>
<td>Oct 2</td>
<td>b) The Employment Agreement</td>
<td>Chapter 12</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oct 9</td>
<td>Exam 1</td>
<td></td>
</tr>
<tr>
<td>Oct 16</td>
<td>IV. Getting Sued:</td>
<td>Chapter 9</td>
</tr>
<tr>
<td></td>
<td>a) Torts (I was Wronged!)</td>
<td></td>
</tr>
<tr>
<td>Oct 23</td>
<td>b) Products Liability (Ouch that Hurt!)</td>
<td>Chapter 10</td>
</tr>
<tr>
<td>Oct 30</td>
<td>Final exam</td>
<td></td>
</tr>
</tbody>
</table>

Chapter 3
Only Read pg. 48-67.