COURSE INFORMATION

Credit Hours: 3

Course Overview: This course covers the substantive regulatory framework governing commercial transactions in the United States. Topics include common law contracts, sales under the Uniform Commercial Code (UCC) and the Convention on the International Sale of Goods (CISG), negotiable instruments, secured transactions, and bankruptcy.

Course Catalog: For more information on the business law curriculum at the College of Charleston School of Business, see the course catalogue here: http://catalog.cofc.edu/

Program Objectives: For information on the School of Business mission and learning goals, click here: http://sb.cofc.edu/officeofthedean/facultyresources/mission.php

Course Prerequisites: As dictated by graduate program requirements.

Course Location and Time: This course will be delivered entirely online.

FACULTY INFORMATION

Professor: Richard L. Kilpatrick, Jr.

Office Location: JC Long Building 311

Office Hours: By appointment

Phone: (843) 953-3374

Email: kilpatrickrl@cofc.edu
COURSE MATERIALS


Lecture notes, cases, activities, and other materials posted on Oaks.

GRADE CRITERIA

Grades for the course are determined by student performance on 3 exams, case presentations, and attendance/participation.

Exams

Each exam is worth 25% of the final grade. Exams uses a combination of multiple-choice and short discussion formats.

Case Presentations

Case presentations are cumulatively worth 15% of the final grade. Students will be assigned cases at the beginning of the course.

Attendance/Participation

Attendance and participation is documented and assigned 10% of the final grade.

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>94% - 100%</td>
</tr>
<tr>
<td>A-</td>
<td>90% - 93%</td>
</tr>
<tr>
<td>B+</td>
<td>87% - 89%</td>
</tr>
<tr>
<td>B</td>
<td>84% - 86%</td>
</tr>
<tr>
<td>B-</td>
<td>80% - 83%</td>
</tr>
<tr>
<td>C+</td>
<td>77% - 79%</td>
</tr>
<tr>
<td>C</td>
<td>74% - 76%</td>
</tr>
<tr>
<td>C-</td>
<td>70% - 73%</td>
</tr>
<tr>
<td>D</td>
<td>60% - 69%</td>
</tr>
<tr>
<td>F</td>
<td>0% - 59%</td>
</tr>
</tbody>
</table>
COURSE POLICIES

Exam Dates

Tentative exam dates are listed below in the course outline. Students must take exams on the dates and times they are scheduled. A student who does not take an exam on the date and time it is scheduled will receive a “zero” for that exam. **Make up exams are not available.** The sole exception is an extraordinary and legitimate emergency as determined by the Professor’s sole discretion. In such circumstances, the emergency must be properly documented and the student must inform the Professor immediately and prior to the exam. The circumstances are analyzed on a case-by-case basis by the Professor with possible consultation of CofC administrators. Legitimate emergencies **do not** include employment obligations, schedule conflicts, minor illnesses, or other similar circumstances.

Computer and Internet Access

Students will need consistent internet and computer access to complete this course.

Zoom Policy

During live zoom meetings, please activate the video feed to foster a group learning environment.

Attendance

Attendance and participation is mandatory for this course. Exceptional circumstances may be discussed with the Professor on a case-by-case basis.

Extra Credit

There is no extra credit for this course (please don’t ask).
CofC Honor Code and Academic Integrity Statement

Lying, cheating, attempted cheating, and plagiarism are violations of our Honor Code that, when identified, are investigated. Each incident will be examined to determine the degree of deception involved.

Incidents where the instructor determines the student’s actions are related more to a misunderstanding will be handled by the instructor. A written intervention designed to help prevent the student from repeating the error will be given to the student. The intervention, submitted by form and signed both by the instructor and the student, will be forwarded to the Dean of Students and placed in the student’s file.

Cases of suspected academic dishonesty will be reported directly by the instructor and/or others having knowledge of the incident to the Dean of Students. A student found responsible by the Honor Board for academic dishonesty will receive a XF in the course, indicating failure of the course due to academic dishonesty. This grade will appear on the student’s transcript for two years after which the student may petition for the X to be expunged. The student may also be placed on disciplinary probation, suspended (temporary removal) or expelled (permanent removal) from the College by the Honor Board.

Students should be aware that unauthorized collaboration—working together without permission—is a form of cheating. Unless the instructor specifies that students can work together on an assignment, quiz and/or test, no collaboration during the completion of the assignment is permitted. Other forms of cheating include possessing or using an unauthorized study aid (which could include accessing information via a cell phone or computer), copying from others’ exams, fabricating data, and giving unauthorized assistance.

Research conducted and/or papers written for other classes cannot be used in whole or in part for any assignment in this class without obtaining prior permission from the instructor.

Students can find the complete Honor Code and all related processes in the Student Handbook at: http://studentaffairs.cofc.edu/honorsystem/studenthandbook/index.php

Reasonable Accommodation Statement:

The College of Charleston abides by section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act. If you have a documented disability that may have some impact on your work in this class and for which you may require accommodations, please see an administrator at the Center of Disability Services/SNAP (843) 953-1431.

Syllabus Amendments

The policies and information contained in this syllabus are subject to amendment at the sole discretion of the Professor.
TENTATIVE COURSE OUTLINE

Part I

May 18 – Common Law Contracts

Review of US legal system; Chapter 9

May 20 – Common Law Contracts

Chapters 10, 11

Cases:
- Catamount Slate
- Lefkowitz
- Osprey LLC
- Sherrod
- Thor Properties
- Berardi
- Neugebauer
- Maroun
- Reed
- Burningham

May 25 – Common Law Contracts

Chapters 12, 13, 14

Cases:
- Vanegas
- Denney
- New England Rock Services
- DiLorenzo
- Alcoa Concrete
- Payroll Advance
- Anderson
- Bagley
- Berg
- In Re the Scoreboard
- Zelnick
- First State Bank of Sinai

*Exam 1
Part II

May 27 – Common Law Contracts

Chapters 15, 16, 17, 18

Cases:
Rosewood Care Center
Mackay
Kalas
Dahan
Jenkins
In Re Magness
Aldana
Mountain Peaks Financial Services
Federal Insurance
Stine
Silvestri
Hochster
McDowell
Northern Corp
Merritt
Arrowhead School District
Prestenbach
Madison Square Garden

June 1 – Agency and Third Parties

Chapters 19, 20

Cases:
Alexander
Miller
Detroit Lions
Gaddy
Schoenberger
Parlato
Connes
AE Robinson Oil

June 3 – UCC Sales

Chapters 21, 22
Cases:

*Carter
Pittsley
DJ Coleman
*Commerce & Industry Insurance
Wilson
Furlong
Waddell
*Donald R Hessler

June 8 – UCC Sales

Chapters 23, 24, 25

Cases:

*Robinson
Heinrich
Windows
Martin
Belden
*In Re LB Trucking
Womco
O’Neil
Kelso
Greene
Kenco
Bigelow–Sanford
Midwest Hatchery
Coastal Leasing

June 10 – CISG

Supplemental material on Oaks

*Exam 2
Part III

June 15 – Negotiable Instruments

Chapters 26, 27, 28 29

Cases:

Heritage Bank
Nationsbank of Virginia
Cooperative Centrale
Hyatt Corporation
State of Qatar
Georg
Any Kind Checks Cashed
Triffin
Mark Line
Messing
Davis
Traveler’s Indemnity
Dixon  Leibling
Union Planters

June 17 – Secured Transactions

Chapter 37; Supplemental material on Oaks

Cases:

Border State Bank of Greenbush
Kimbrell’s of Sanford
Chapa
American Manufacturing Mutual

June 22 – Bankruptcy

Chapter 38, Supplemental material on Oaks

Cases:

Husky International
Radlax Gateway Hotel
Harris
Hamilton

June 24 – Final Exam Period

*Exam 3