Instructor: Barry C. Heslop
Phone: (713) 426-0777* (9:00 a.m. – 5:00 p.m.)
*Please do not leave voicemails. If you get voicemail, send me an email.
Email: heslopb@stthom.edu

Emergency: (713) 385-3779

Wednesdays 7:00 - 9:45 PM, Malloy Hall – Room #21

Schedule: This class meets for 6 Wednesday classes plus you are required to take a final exam. All quizzes and exams are on Blackboard.

Office Hours:
By appointment. Please contact the instructor by phone or e-mail to schedule.

Text:
- **Title**: Business Law – 5th Edition
  **Author(s)**: James F. Morgan
  **e-ISBN**: 978-1-62751-346-3
- **Access for this e-book** is at the following website:
  This book is required for the course and you must either have an e-copy of this text or you may purchase a hard copy of the book from the publisher. You may also print out some of, or the entire, book. You are not required to have a hard copy, but you must have access to the book. This is a very affordable way to obtain a textbook. Other learning aids are available at the textbook site.
- Additional resources will be posted to the Blackboard course site. Please check it often and check your UST email for updates emailed to you.
Course Description
This course introduces students to the general principles of the law as it relates to business. Specific topics include the legal system, business formation, contracts, agency, bailment, sales, mortgages, negotiable instruments and bankruptcy.

Program Learning Goals
The Masters of Business Administration program has six goals. When students complete the MBA degree at the University of St. Thomas:

Goal 1. They will be effective communicators.
1. Objective 1: Graduates will deliver a compelling oral presentation.
2. Objective 2: Graduates will write professional quality documents.

Goal 2. They will be effective team members.
- Objective 1: Graduates will demonstrate appropriate group techniques to participate in a team task that results in effective performance.
- Objective 2: Graduates will demonstrate effective leadership skills in a group project.

Goal 3. They will be ethical decision makers.
- Objective 1: Graduates will recognize the ethical issues implicit in a business situation.
- Objective 2: Graduates will describe and use ethical frameworks applicable to business situations.
- Objective 3: Graduates will develop a variety of ethical alternatives for resolving or at least addressing, a problem in business.

Goal 4. They will be globally aware.
- Objective 1: Graduates will perform a global business situation analysis.
- Objective 2: Graduates will formulate global business strategy.
- Objective 3: Students will evaluate global business strategy.

Goal 5. They will be able to integrate knowledge across multiple business disciplines.
- Objective 1: Graduates will identify business problems and opportunities that result from factors internal and external to the organization.
- Objective 2: Graduates will apply quantitative and qualitative techniques from the different business disciplines to address problems and opportunities.

Goal 6. They will be knowledgeable about multiple business disciplines

Course Learning Objectives
Upon successful completion of this course, students will be able to:

- Understand and appreciate the impact of law on most aspects of business.
- Identify and analyze the key legal components of business operations, with emphasis on business forms, negotiating and drafting contracts, and dealing with many of the daily issues business persons face, such as financial instruments and bankruptcy.
- Understand the legal ramifications of being an employer within a digital and physical space.
- Understand the U.S. court system, legal terminology and legal procedures.
- Understand the different forms of business structures and ownership.
- Analyze and distinguish the differences between various agency relationships.
Define and explain different types of torts that apply to business and product liability.
Identify and distinguish the various types of intellectual property rights.

Class Design / Instructional Methods
Class Design:
Class format uses an adult learning model. It is highly interactive and participatory with its success, depth and breadth contingent upon student willingness to contribute. In each class, we will discuss the readings. The focus of this class is on conversation and discussion at a level that promotes critical thinking and ethical analysis of business management issues.

Grading Scale:
The grading scale below indicates the ranges for specific letter grades. The numeric scores you receive from the tests and participation will be weighted based on the weights indicated below. The final score will be automatically rounded to a whole number. The rounded score will then be used to assign a course grade, based on the scale in the table below.

Grade distribution:
95-100 = A
94-90 = A-
87-89 = B+
84-86 = B
80-83 = B-
79-77 = C+
74-76 = C
70-73 = C-
69 or less - F

Grading:
The following assignments comprise the student’s grade:
Participation and Attendance 10%
Quiz #1 10%
Quiz #2 15%
Midterm Examination 25%
Quiz #3 15%
Final Examination 25%

Class Grading Additional Information Format:

Assignments:
a. Participation and Attendance
   i. This grade is based on appropriate preparation, participation, and timely attendance of classes in accordance with the UST Attendance Policy.
   ii. Attendance and participation during classes is mandatory. In the event of an absence or tardiness, contact your professor by email. Absences or tardiness will affect your grade.

b. Quizzes and Exams
   i. Quizzes help to keep you on track and prepare you for the mid-term and final exams. Quizzes will be spaced throughout the semester. Most quizzes will have multiple-choice and fill-in the blank questions.


ii. Exams are comprehensive and cover the course material up to that point in the course.

iii. Blackboard’s Test Module will be used to administer the tests. Keep in mind that the tests are timed and are closed book. If you try to look up the answers while taking the quizzes or exams, you will not be able to complete the work in the assigned time. There will be no extensions. If you have a technical issue while testing, contact Dr. Schein via email immediately, providing as much information as possible.

Please Note: All quizzes and tests are due on the dates/times listed in the Detailed Course Schedule. There is a penalty of one letter grade per day for any work that is submitted later.

There are no make-up assignments. The professor reserves the right to tailor class activities based on student involvement and interest. The class schedule may be amended due to weather circumstances or other scheduling needs beyond the instructor’s control.

Detailed Course Schedule
It is the instructor’s intention to stay on this schedule as much as possible, but it is not guaranteed. It is your responsibility to read this schedule and check Blackboard on a regular basis to stay up on your school work and prepare for class and other assignments.

Before your first day of class: Read Part I - Chapters 1 through 6 in Morgan. You will need these for background, but will not be reviewed in class. You can ask questions about these chapters by email or in class.

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<tr>
<th>Day, Date</th>
<th>Topics/Notes</th>
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<tbody>
<tr>
<td>WED, 01/20</td>
<td>Part 2: Foundational Legal Concepts</td>
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<td>Quiz #01 (covering Morgan Chapters 7-12) will be due BEFORE MIDNIGHT 01/26 via Blackboard</td>
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**Quiz 1 Due before Midnight Tuesday night, 01/26, via Blackboard**

**In Class:** Review of syllabus, answer questions, discuss objectives for course. Review of Part 2, Chapters 7-12.

**Readings:**
- Syllabus (Blackboard, Course Documents)
- Morgan Part 2, Chapters 7-12
- Anatomy of a lawsuit (Blackboard, Course Documents)
- Blatt - How to Brief a Case (Blackboard, Course Documents)

Be prepared to ask questions and actively participate in discussion of this material.
| WED 01/27 | **Part 3: Contractual Relationships** | **In Class:** Review of Chapters 13-20.  
**Readings:**  
- Morgan Part 3. Chapters 13-20  
- Myth’s Unmasked - Hauptle newsletter (Blackboard, Course Documents)  
Be prepared to ask questions and actively participate in discussion of this material. |
| WED 02/03 | **Part 4: Sales + Part 5: Agency and Employment**  
**Quiz #02 (covering Morgan Chapters 13-23) will be due BEFORE MIDNIGHT 02/09 via Blackboard** | **Quiz 2 Due before Midnight Tuesday night, 02/09, via Blackboard**  
**In Class:** Review of Chapters 21-27 and EEO power point.  
**Readings:**  
- Morgan Part 4, Chapters 21-23  
- Morgan Part 5, Chapters 24-27  
- EEO power point (Blackboard, Course Documents)  
Be prepared to ask questions and actively participate in discussion of this material. |
| WED 02/10 | **Part 6: Business Organizations + Begin Part 7: Negotiable Instruments**  
**Midterm Examination (covering Morgan Chapters 7-32) will be due BEFORE MIDNIGHT 02/16** | **Midterm Examination due BEFORE MIDNIGHT Tuesday, 02/16 via Blackboard**  
**In Class:** Review of Chapters 28-34.  
**Readings:**  
- Morgan Part 6, Chapters 28-32  
- Morgan Part 7, Chapters 33-34  
Be prepared to ask questions and actively participate in discussion of this material. |
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<th>Date</th>
<th>Event</th>
<th>Details</th>
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<tr>
<td>WED 02/17</td>
<td>Continue Part 7: Negotiable Instruments + Part 8: Creditors and Debtors</td>
<td>Quiz #03 (covering Morgan Chapters 33-39) will be due BEFORE MIDNIGHT 02/23</td>
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<td>WED 02/24</td>
<td>Part 9: Government Regulation of Business; Part 10: International and Entrepreneurial Realms</td>
<td>The Final Exam (covering all course material) will be due BEFORE MIDNIGHT 03/02</td>
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<tr>
<td>WED 03/02</td>
<td>The Final Exam covering all course material will be due BEFORE MIDNIGHT today</td>
<td>There is no class today, but the Final Exam is due today before midnight on Blackboard.</td>
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**Quiz 3 Due before Midnight Tuesday night, 02/23, via Blackboard**

**In Class:** Review of Chapters 35-39 and Bankruptcy Basics

**Readings:**
- Morgan Section 7, Chapters 35-36
- Morgan Section 8, Chapters 37-39
- Bankruptcy Basics (Blackboard, Course Documents)

Be prepared to ask questions and actively participate in discussion of this material.

**In Class:** Review of Chapters 40-46.

**Readings:**
- Morgan, Part 9, Chapters 40-44
- Morgan, Part 10, Chapters 45-46

Be prepared to ask questions and actively participate in discussion of this material.

Last in classroom class, but Final Exam will be due on Blackboard by midnight on 03/02
The Cameron School of Business at University of St. Thomas

**Mission Statement** The Cameron School of Business will serve students of diverse backgrounds, providing them the necessary professional skills for a changing global economy, and instilling in them a deep appreciation for ethical behavior as the hallmark of a successful and fulfilling business career. The Cameron School will provide its students a timely and comprehensive business curriculum, with opportunities for specialized study in major business fields. The faculty will provide quality teaching, as this is the core of our mission. As an extension of our teaching mission, the faculty will engage in scholarly activity and service to the University, the profession, and the community.

**Academic Honesty** Ethical conduct is essential to a community of scholars and students searching for truth. Anything less than total commitment to honesty and honorable conduct undermines the efforts of the entire community. Academic integrity lies at the very heart of any institution of higher learning. In the Cameron School of Business, students and faculty are expected to commit to a code that exemplifies each individual's honor and integrity. Any conduct that violates this standard and betrays the respect of others is a matter of grave concern and, accordingly, is deemed unacceptable. This includes cheating and plagiarism on any assignments, which results in a grade of “F” for the assignment or for the class at the discretion of the professor.

**Accommodations for Disabilities Available** The University of St. Thomas abides by the Americans with Disabilities Act and Section 504 of the Rehabilitation Act of 1973, which stipulates that no student shall be denied the benefits of an education "solely by reason of a handicap." If you have a documented disability that may impact your performance in this class and for which you may require accommodations, you must be registered with and provide documentation of your disability with the Counseling and Disability Services Office in Crooker Center. This office can be reached at 713-525-6953 or 2169.

**Tutorial Services** The University offers comprehensive peer tutoring for students currently enrolled at the University of St. Thomas. Tutorial Services is primarily a tutorial center for writing but provides tutors in other subjects as well. Students receive personalized instruction in writing from trained student tutors and staff professionals. Contact: Dr. Connie Michalos at 713-525-3175.