COURSE NUMBER: GBA 362

COURSE TITLE: Business Law

PREREQUISITES: Junior standing

INSTRUCTOR: Dr. Keith Jenkins OFFICE: BA 210B PHONE: 294-1286
email gba_gkj@shsu.edu

OFFICE HOURS:
TTH: 7:30 - 8:00, 11-12,
Wed: 7:30 -11:30
Tue.: 2-4, UCTR 5-6, 9-
Other times by Appointment


SUPPLEMENTAL TEXTS: none

COURSE DESCRIPTION: The purpose of this course is to give students an understanding of the commercial transactions in which business engage. Students are ask to examine the contractual relationship along with credit and debt structures. It may be elected by nonbusiness students.

COURSE OBJECTIVES:

Students will be expected to:

1. Develop the ability to recognize legal problems that arise in common business transactions.

2. Know selected legal rule and their impact on the decisions made in operations of businesses.

3. Develop the analytical thinking process by the application of legal concepts in the solving of problems.

4. Understand the Commercial transactions based on contracts and the financing arrangements including the use of secured and unsecured loans.
COURSE EVALUATION PROCESS:

A grade for the course is based on three unit exams plus a final, class participation, observation by
the professor which demonstrate the students knowledge, and extra credit participation.

- Three (3) major examinations .  66% of grade
  The 1st exam grade of these three (3), May be dropped if that grade is lower than
  the other grade on exams including the Final exam. Each exam is comprehensive.

--- comprehensive final exam .  33% of grade
There is one comprehensive Makeup exam covering the first three units. If a student misses an
exam the student must arrange to take the makeup during the week before finals during office hours.

Grades in this course are determined by applying the following scale to a student's average:

>89.5 = A
79.5 - 89.4 = B
69.5 - 79.4 = C
59.5 - 69.4 = D
<59.5 = F

There will be no early finals or other examinations given for any reason.

RELIGIOUS HOLY DAYS POLICY:

Section 51.911(b) of the Texas Education Code requires that an institution of higher education excuse a
student from attending classes or other required activities, including examinations, for the observance of a
religious holy day, including travel for that purpose. A student whose absence is excused under this
subsection may not be penalized for that absence and shall be allowed to take an examination or complete
an assignment from which the student is excused within a reasonable time after the absence.

University policy 861001 provides the procedures to be followed by the student and instructor. A student
desiring to absent himself/herself from a scheduled class in order to observe (a) religious holy day(s) shall
present to each instructor involved a written statement concerning the religious holy day(s). This request
must be made in the first fifteen days of the semester or the first seven days of a summer session in which
the absence(s) will occur. The instructor will complete a form notifying the student of a reasonable time
frame in which the missed assignments and/or examinations are to be completed.

DISABLED STUDENT POLICY:

It is the policy of Sam Houston State University that no otherwise qualified disabled individual shall,
solely by reason of his/her disability, be excluded from the participation in, be denied the benefits of, or
be subjected to discrimination under any academic, Student Life program, or activity. Handicapped
students may request academic assistance when needed from a Committee for Continuing Academic
Assistance for Disabled Students by visiting the Director of the Counseling Center in the Lee Drain
Building Annex, or by calling ext. 1720.
CLASS & ATTENDANCE POLICY:

Attendance in this class is expected as is stated in the latest Sam Houston State University catalog. Those who miss a substantial number of classes will penalize themselves by missing material that will be discussed in class, that may not appear in the texts, and over which the class will be tested. Please come in if you are late and be seated quietly. **If a student is consistently late, consistently late means greater than 3 times late, each late arrival in excess of 3 will be considered an absence.** Absence in excess of 10 hours will result in the grade F for the semester. **Students leaving class early without prior approval will be marked absent. Failure to be in class is an absence, there is no excused absence.** Students who must are absent may receive attendance credit for that day by attending another session of the class that day, and notifying the instructor of their presence. However, extra credit, if given, may not be made up.

Any examination missed because of an absence must be made up at the end of the semester when one (1) comprehensive make-up examination will be given to all students who missed examinations. If more than one (1) exam was missed, the make-up will count for each of the missed exams -- that is, if one (1) exam is missed the make-up will count once, if two (2) exams are missed the exam will count twice, etc.

Students are considered to be learning how to become a part of the business community and are expected to dress and act accordingly. **No hats** are to be worn in the class room. University policy **prohibits Food & drink** in Classrooms and will be enforced. There is adequate time between classes to take care of personal hygiene, eating snacks, or getting something to drink. Do not leave the classroom during class except for an emergency.

COURSE OUTLINE:

The course is divided into a series of units that after the conclusion of the lecture and discussion of each unit an exam is given.

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**Unit I**  **Approximately Six weeks**
Formation of Contracts
Capacity to contract
Excused non performance
Third parties
Termination
Chapters
10,11,12,13,14,15,16,17,18,19

**Unit II**  **Approximately four weeks**

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**Unit III**  **Approximately Three weeks**
Negotiable vs Non-negotiable Instruments
Holders in Due course
Defenses
Liability, Bank Depositor relationship
Chapters 24, 25, 26,27
Sales Distinctions in Farm Warranties Perfor...
Secured Debt Creation Preference of Priorities Enf