

Class Times/Location:

Section 001/Tuesday and Thursday from 9:30 to 10:45 in Room 125A, Lowder  
Section 002/Monday, Wednesday, Friday from 1:00 to 1:50 in Room 125A, Lowder  
Section 003/Monday, Wednesday, Friday from 2:00 to 2:50 in Room 125A, Lowder

Lecturer: Robert H. Cochran, B.S., M.A., J.D.

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Office Hours: Wednesday, and Friday 8:30 to 11:00; and by appointment. I am usually also in my office from 1:00 until 4:30 on Tuesday and Thursday, so you can try to catch me then.

**Academic eligibility for this course depends partly on when you began your studies at Auburn University. Please see an academic advisor for the standards that apply to you.**

Course Objectives: To introduce the student to the general legal environment, especially as it pertains to the business world, and to introduce the student to the concepts of contracts.

Required Text and materials: *Business Law*, Thirteenth Edition, by Clarkson, Miller and Cross, Cengage Access Code, iClicker.

You must have a new CENGAGE NOW access code to complete all the requirements for this class. Obtaining the access code includes an e-book version of the textbook. You have several options for obtaining this code:

(1) Buy the access code at a local bookstore (Auburn University Bookstore, J & M, Big Blue, etc.). The access code will include the e-book version of the textbook + a rebate coupon for a new iClicker. Buying from a bookstore should also include a looseleaf version of the textbook. There appears to be a wide variety of prices for this textbook and access code, so it pays to shop around.

(2) Buy the access code directly from CENGAGE off the internet. This access code will include the e-book version of the textbook, but not a looseleaf or other hardcopy version of the textbook. This option may be a little cheaper, but if you are not comfortable with only an e-book version of the textbook you should buy option (1) above. The CENGAGE website link is:

<http://www.cengagebrain.com/shop/index.html> then enter **9781285435275** in the search box to take you to the correct edition of the textbook. This option DOES NOT include an iClicker coupon.

(3) Buy a new, hardcover version of the textbook which includes an access code, from either a bookstore or directly from CENGAGE. This is the most expensive option and not really necessary unless you just have to have a hardback copy of the textbook.

\*\*\*\*\* WARNING: Buying a "used" book from a bookstore, Amazon, or a friend WILL NOT include a new access code. You must have a new access code, a used one WILL NOT work. \*\*\*\*\*

Other study guides are available, especially online, for this course. You don't need any of them to do well in the course and they are not required. However, some students like study guides with lots of questions to help them get through the course and they certainly can be useful.

Course Requirements:

This course will be conducted as a survey/lecture course. A little over half of the course will be a review of the legal environment (Textbook Chapters 1 – 10), and the rest of the course will cover contracts (Chapters 11-19). The chapters will be covered in sequence although this is subject to change. The appropriate chapter should be read and homework (on CengageNOW) completed before each class. Chapter 5 covers material on Ethics. After we cover Chapter 5 we will take a short Ethics Exam.

The specific topics covered in this course are:

Law and Legal Reasoning

Courts and Alternative Dispute Resolution

Court Procedures

Constitutional Authority to Regulate Business

Ethics and Business Decision Making

Intentional Torts and Privacy

Negligence, Strict Liability, Product Liability

Criminal Law and Cyber Crime

Nature and Terminology (of Contracts)

Agreement

Consideration

Capacity and Legality

Mistakes, Fraud and Voluntary Consent

Statute of Frauds

Third Party Rights

Performance and Discharge

Breach of Contract and Remedies

Internet Law, Social Media and Privacy

Exams: There will be three regular exams including the final exam, and an additional ethics exam. The final exam IS NOT comprehensive.

The exams will be True/False and Multiple Choice with some Matching questions. Exam questions will be taken from the text, lectures, PowerPoint slides and any outside material assigned.

Make up exams require a university approved absence. **Makeup exams are normally short answer/essay.** You must contact me personally within 7 calendar days after the exam with your excuse to have an opportunity to make up the missed exam.

Your final grade will be calculated as follows:

Three regular exams (including final):	60%	(20% each)
Ethics exam:	10%	
Homework assignments:	20%	
Participation (w/iClicker)	10%	
Total:	100%	

Additionally, there may be an opportunity to earn an additional 2 extra points for extra credit. Details will be given in class or will be posted on Canvas.

The First Exam and Ethics Exam are currently scheduled as follows (subject to change):

Section 001	Tuesday, September 16
Section 002 and 003	Wednesday, September 17

The Second Exam is scheduled as follows (subject to change):

Section 001	Tuesday, October 21
Section 002 and 003	Wednesday, October 22

The final exams are currently scheduled as follows (subject to change by the university):

Section 001	Tuesday, December 9 at 8:00 to 10:30
Section 002	Monday, December 8 at 12:00 to 2:30
Section 003	Wednesday, December 10 at 4:00 to 6:30

Grade Scale:

90 - 100 = A

80 - 89 = B

70 - 79 = C

60 - 69 = D

Below 60 = F

I reserve the right to alter grades for any equitable reason.

Grade rounding policy: Grades will only be rounded up under the following criteria: If you need 1 point or less on your final average to reach the next higher grade, your grade will be rounded up ONLY IF you, (1) have no more than 3 unexcused absences AND (2) you have received credit for both Extra Credit assignments.

Student Responsibilities: (1) attend each class; (2) read and outline the assigned material before each class meeting; (3) do homework; and (4) take exams when scheduled.

Statement concerning diversity:

*Diversity at Auburn University encompasses the whole of human experience and includes such human qualities as race, gender, ethnicity, physical ability, nationality, age, religion, sexual orientation, economic status, and veteran status. These and other socially and historically important attributes reflect the complexity of our increasingly diverse student body, local community, and national population. Auburn University recognizes and values the considerable educational benefits emanating from diversity as we prepare our students for life and leadership in a multicultural world. Students who interact with and learn about people from a variety of backgrounds are more apt to understand, appreciate, and excel in the community they inhabit. In this context, diversity is aligned with Auburn University's land grant mission of providing its students with a superior education in service to the needs of Alabama, the nation, and the world. Contact the Office of Diversity at [www.auburn.edu/diversity](http://www.auburn.edu/diversity)*