



## Course Syllabus

College of Business  
Administration  
BUSINESS BEGINS AT MARQUETTE

**7/24/17**

### **BULA 3001-101 LEGAL ENVIRONMENT OF BUSINESS FALL TERM 2017**

Mondays and Wednesdays  
5:00 PM – 6:15 PM  
David Straz Hall 388

#### **CONTACT INFORMATION**

Instructor: Douglas O. Smith, JD, MBA  
Please call me Professor Smith.  
Graduate Assistant: Dan Szczepanek  
Please call him Mr. Szczepanek.  
Office: Straz Hall 101F  
Email: [douglas.smith@marquette.edu](mailto:douglas.smith@marquette.edu)

**Include in the subject line of all email communication to me the course & section number as it appears above.** Students can expect a response to emails within one (1) business day unless there is an Out of Office message that indicates otherwise.

Office Phone: (414) 288-6486; VoiceMail returned within one (1) business day  
Mobile Phone: (414) 581-3373

**Office Hours: Wednesdays, 10:30 AM to 12:30 PM and Thursdays, 12:30 PM to 2:30 PM during the course, except class breaks and holidays, or by appointment.** Check the News section of D2L for any changes to, or cancellations of, regular office hours.  
**Office hours are first come, first served. To get an appointment during times outside office hours, see the student assistant at the International Business Studies desk in the main office suite on the first floor or send a copy of your class and work schedule via email so that I can schedule a mutually convenient appointment time.**

#### **COURSE DESCRIPTION AND OBJECTIVES**

Law establishes the parameters within which business transactions must be conducted and the mechanisms and standards by which disputes must be resolved. Just as athletes cannot hope to win the competition unless they know the rules, business managers must have a basic understanding of fundamental business law principles if they are to know how best to structure and to carry out activities for the benefit of the organization (whether for-profit or nonprofit). Just as importantly,

business managers must be sufficiently sensitive to legal matters to know when to seek professional legal assistance. This course focuses on the legal environment of the business organization—more specifically, the law governing (1) relationships within the organization and (2) between the organization and the social and political environment in which it operates. From limiting the financial risk of the organization, to managing effectively customer and supplier chain relationships, to marshaling human resources effectively, managers need to understand how the law restricts their operations and dictates the resolution of the disputes that invariably arise in business activities and transactions.

We will introduce basic business law principles in a variety of areas. This course has two objectives: (1) to make you a legally astute manager—one who can identify legal issues that may affect your ability to do your job and know how to proceed to get the best result; and (2) for those of you who will be taking BULA 4001, to provide you with a solid background for understanding the material that will be covered in BULA 4001 and in the Regulation section of the CPA exam.

Students are expected to have a working knowledge of basic business terminology and an understanding of significant current events in the business world. Students who have not taken any business courses are expected to identify anything that they don't understand and ask. Faculty cannot help if we do not know that there is a problem. In addition, students who don't understand the meaning of a term are expected to check the textbook glossary and the Internet to find the definitions of business law terms before asking the instructor.

## LEARNING TOOLS

Marquette's D2L portal is the primary way in which you will access information and assignments (examinations and written work product) related to the course. You are responsible for all information provided in D2L. Any changes to the syllabus, the schedule, or anything else related to the course will appear in the News section of D2L. You should check D2L well in advance of each class to assure that you understand everything that is required for that class.

We will also be using the [Top Hat](#) classroom response system in all classes, so **you will need to be ready to go at the beginning of the first class. The Top Hat join code for this course is 604447.** You will be able to get credit for attendance and to submit answers to in-class questions using Apple or Android smartphones and tablets, laptops, and even through text message. If you are unable to use the Top Hat system, it will be your responsibility to print the Class Participation Form posted in D2L, bring it with you to class and complete it, and to turn it to me within five (5) minutes of the end of each class.

You can visit the [Top Hat Success Center](#) for the Getting Started Guide, which outlines how you will register for a Top Hat account and provides a brief overview to get you up and running on the system. An email invitation will also be sent to your Marquette email account. Address all technology issues with Top Hat.

The first portion of each class will be devoted to discussing recent legal developments in business law. In order for you to be sufficiently well informed to participate effectively in these discussions,

I am curating a Flipboard magazine called “Business Law in the 21st Century.” You can search for the magazine on Flipboard, [www.flipboard.com](http://www.flipboard.com). This online magazine is intended to provide you with a broad range of articles, from a wide variety of perspectives, on business law issues that are currently in transition. **You are expected to review it prior to each class.** It will be up to you to identify relevant and important articles and to be able to discuss their importance with respect to the materials that we will address in the course.

**In addition, you are required to subscribe to the *Wall Street Journal*.** (You’ll need this subscription in order to access WSJ articles on Flipboard.) The information concerning subscriptions is provided in the News section of D2L. I reserve the right to ask questions concerning the main stories that have appeared in the *Wall Street Journal* since the last class and rely on them in determining the Class Participation portion of the grade.

Top Hat and WSJ involves a separate subscription fee. I am mindful of asking you to incur additional costs, but I have concluded that this service is necessary to promote the kind of student engagement that produces effective learning and maximum student performance in the course. All together, the cost of materials for the course is less than it would be for other textbook and services options that I would have used in their place.

## **COURSE MATERIALS**

### **COURSE CALENDAR**

The Course Calendar is an important part of this syllabus. It is posted separately so that it can be easily updated if the need arises. If the Course Calendar is updated, it will be re-posted and a notice will appear in the News section of the main page for the course in D2L.

Requirements for the upcoming week will also be highlighted in class, but you may only safely rely on the Course Calendar. Anything submitted after the time specified on the Course Calendar is late. Late submissions will not be accepted, except for good cause shown.

### **REQUIRED TEXTBOOK**

The textbook for this course is *Business Law: The First Course—Summarized Case Edition*, by Roger LeRoy Miller (Cengage Learning 2015, ISBN 13: 978-1-305-08785-9). The examinations will require you to demonstrate your knowledge of the material assigned from the textbook, whether or not that material is also discussed in class.

### **OTHER COURSE MATERIALS**

Any other course materials beyond the textbook and Top Hat will be posted electronically in the Content section of D2L.

## MISSING DEADLINES, FREAKY FRIDAYS, AND GOOD CAUSE SHOWN

Triple witching hour, also known as Freaky Friday, is the last hour of the stock market trading session (3:00-4:00 P.M., New York City local Time) on the third Friday of every March, June, September, and December. On those days, three kinds of securities--stock market index futures, stock market index options, and stock options—all expire. It can overwhelm the traders involved in handling the resulting transactions.

More and more, when I ask students if there is a reason for a poor grade, they tell me about their own Freaky Fridays, when multiple exams or other major assignments all occur within a short period of time. If you find yourself facing your own Freaky Friday, you should remember that the responsibility of the faculty to help you to succeed. If you have a legitimate situation in which your success on an exam or major assignment is in jeopardy, **see me during office hours or by appointment**. I will make limited accommodations to help you be in the best position possible to excel in this course.

If you and I were perfect, we would anticipate every contingency and adversity and never miss a deadline or need an extension of time. Nevertheless, both planning and the ability to adapt to changing circumstances are essential. Since we are all thoroughly imperfect, our responsibility is to strive to do the best we can with the hand we are dealt. My job is to hold you accountable to that standard, not one that says that everything must happen exactly as originally planned.

When you find yourself about to miss a deadline, you should:

- Ask for an accommodation as soon as you are aware of the problem, preferably as part of your submission of what you have completed to the Dropbox for that assignment.
- Explain why, if you waited until the last minute to begin an assignment, you nevertheless deserve an accommodation.
- Turn in the completed assignment as soon as humanly possible after the original deadline and not later than one week after the due date.
- See me during office hours, or by appointment, as soon thereafter as you can.

While I will not promise you an accommodation under those circumstances, if you follow my instructions, it will be difficult for me to refuse to grant one.

Throughout the syllabus, you will see reference to “except for good cause shown.” “Good cause shown” requires that you must meet with me in person to discuss the reasons for the absence, late assignment, or other issue, during office hours or at a scheduled appointment.

- A traffic jam or oversleeping is not good cause shown for late attendance or absence. Delivering a baby along the side of the freeway constitutes good cause shown. Anything in between is up to my reasonable judgment.
- If an assignment is submitted late, you must have the late work completed and uploaded to D2L within one (1) week of the scheduled due date, and before meeting with me, in order to obtain any consideration. I reserve the right to accept an assignment late and grade it for full credit; accept the assignment late and reduce the grade earned by up to 50%; or to

reject the assignment submitted late and to provide with a zero grade for the assignment. If you ask me for an accommodation before you submit the completed work and before you meet with me, your request will be denied.

- D2L drop boxes will be set to remain open to allow late assignments to be posted for one week after the due date. Do not be fooled by the date on which the D2L Dropbox closes. D2L Dropboxes are left open for an extra week in case a late assignment is submitted and subsequently accepted by me. Rely on the Course Calendar, and any updates to the Course Calendar, as to when assignments are due. **Do not ask me if I will accept late assignments without first turning them in. The answer will always be no.**
- You assume all responsibility for the technology that you use to access D2L to turn in a written assignment or papers. Unless Marquette's Information Technology Services reports that there was a problem with D2L's operation, technology problems will not be considered good cause so as to permit you to turn in assignments late. Waiting until the very last minute to submit assignments increases your risk that a problem with technology will interfere with your grade for that assignment. You have the ability to avoid these issues by not waiting until the last minute to attempt to upload the assignments.

## ATTENDANCE

Part of what you should learn in the College of Business Administration are the traits of professionalism in the workplace. Attendance at each scheduled class session is expected, because attendance every day at work will be expected.

There will be assigned seats beginning with Class No. 3. See D2L on the morning of Class No. 3 for your seat assignment. See me with any concerns about your seat assignment.

Attendance will be taken at the beginning of every class using Top Hat. **Sharing Top Hat attendance codes constitutes academic dishonesty.** Attendance will likely be taken at least one additional time during class, and sometimes more. You are expected to be in your seat at the time that class begins. If you are not present at any time that attendance is taken, you are absent. Loss of participation points for being absent are set forth below.

You cannot benefit from class discussion unless you are present for all of it, and it is distracting to me and to others for you to arrive late. If you are not normally punctual for appointments, make this class an exception. **Consider yourself warned that being on time is my personal obsession.** I reserve the right to prohibit students from entering the classroom after the class starts if late arrivals are widespread or become a habit.

Only four missed class sessions are permitted. Students with more than four absences during the academic term will receive a grade of "WA" unless the student meets with me in person and I determine that absences were for good cause shown.

The burden is on you to demonstrate why you should not receive a grade of "WA." **You are required to meet with me after four (4) absences, and after each and every absence after four (4) absences, so that your absences status can be confirmed and an appropriate decision on your continuation in the course can be made.** Absences excused under the University's

attendance policy, including any required as an accommodation for special needs, are by definition “for good cause shown” for purposes of attendance and for obtaining extensions for the completion of assignments.

You are still responsible for all material discussed in your absence from class.

## GRADING

### OVERALL SCHEME

The purpose of grades is both (1) to communicate to you the effectiveness of your study skills and your ability in the future to apply the material presented and (2) to inform others once the course is complete as to your mastery of the material. The job of the grading scheme is to make sure that you are awarded the grade that you have earned. It would be unfair both to your current and future employers and to you to award a grade that you have not earned.

The points are allocated as follows:

<b>Examinations (4 exams at 100 points each)</b>	<b>400 points</b>
<b>Case Analysis</b>	<b>100 points</b>
<b>Participation</b>	<b>100 points</b>
<b>Experiential Learning Assignment</b>	<b>100 points</b>
<b>Pink Time Assignment</b>	<b>50 points</b>
<b>TOTAL</b>	<b>750 points</b>

Final course grades will be determined as follows:

93% and up:	A	697 points or more
90% - 92.9%	A-	675 points to 696 points, inclusive
87% - 89.9%	B+	652 points to 674 points, inclusive
83% - 86.9%	B	622 points to 651 points, inclusive
80% - 82.9%	B-	600 points to 621 points, inclusive
77% - 79.9%	C+	577 points to 599 points, inclusive
73% - 76.9%	C	547 points to 576 points, inclusive
70% - 72.9%	C-	525 points to 546 points, inclusive
67% - 69.9%	D+	502 points to 524 points, inclusive
60% - 66.9%	D	450 points to 501 points, inclusive
Below 60%	F	449 points or less

There will be no curve. Everyone should have an equal chance to earn the top grade. That being said, in exceptional cases, I may provide extra credit points to some or all of the class to reflect any poor performance on a particular examination that may be partly attributable to me (because, for example, I skipped over relevant material in class or wrote a poor exam question). This kind of extra credit will only be awarded at the end of the course, immediately prior to the posting of final grades.

Extra credit participation points are also available, as further described below.

Any concerns about an individual component grade or score that you received must be brought to my attention within fourteen (14) days of the date on which the assignment was originally due. Otherwise, I will not revisit the assigned grade for that component.

## EXAMINATIONS

All examinations will be taken in class as set forth in the Course Calendar. Each examination will consist of 50 multiple-choice questions and only include material presented since the previous examination. All questions will come from the assigned portions of the textbook and the materials that I present in class or in D2L.

Students are permitted to bring study outlines for use during examinations. **The use of anything else during the examination--the textbook, class PowerPoints, class notes, or any electronic device—is prohibited.** Students are permitted and encouraged to form study groups with other class members to create appropriate study outlines. Study outlines must be the original work of the students who use it, and the names of all students who contributed to the study outline must be listed at the top of the first page of the study guide. Any study outlines that may have been prepared for previous versions of this course are not permitted.

**In addition, each person (but just one member of each study group) must turn in a copy of the study outline to be used during the examination in the D2L Dropbox for this purpose forty-eight (48) hours in advance of the examination,** and each person using a study outline during the examination must turn a copy of the study guide used together with the completed examination. Any failure to follow these study outline rules is considered cheating and a violation of academic integrity requirements for this course.

Examinations will be rescheduled for individual students only for good cause shown after meeting with me in person to discuss.

## CASE ANALYSIS

See D2L for more information on the Case Analysis. This assignment changes from term to term.

## EXPERIENTIAL LEARNING ASSIGNMENT

For this assignment, you are required to learn the background of, and then observe, a significant legal proceeding—a trial session, a dispositive motion hearing, an arbitration session, or a witness deposition--at the Milwaukee County Circuit Court, the United States District Court, or (with respect to arbitrations and depositions) at the law offices of a downtown Milwaukee firm. You must select one hearing to attend from the database provided for this purpose or separately approved by me; attend the entire legal proceeding at the specified time; and then complete the assignment using the format included in D2L.

Directions for signing up for legal proceedings will be provided in D2L. This assignment requires you to plan well ahead. **Once your name is entered into the database, you are committed to attending that legal proceeding. If you fail to attend, you will automatically lose 25 points from your final grade for this assignment. Furthermore, you may not sign up to attend any other legal proceeding more than 24 hours prior to the scheduled time of the legal proceeding. If, as a result, you are not able to attend any legal proceedings, you will earn zero (0) points for the assignment.**

The assignment requires a brief overview of the case; a description of the proceeding attended and how it relates to the overall case; what you observed during the hearing (what legal issues were addressed and how the court ruled); the differences between what you observed and what you had understood about the proceeding prior to the observation; and, finally, how the proceeding has influenced or impacted your understanding of the legal process or the particular substantial area of law that was addressed in the proceeding.

**The assignment must be submitted to the Dropbox in D2L by 6 PM of the day one (1) week following the date of the legal proceeding attended or the date on which you receive copies of the pleadings, whichever is later. In any event, no assignments will be accepted unless submitted before the final submission date shown in the Course Calendar. If you wait until the end of the course to do this assignment, you run this risk that you will receive a zero or very low grade.**

This assignment is intended to make you better able to: (1) recognize, assess, and legal issues affecting the firm; (2) apply legal principles in an effort to resolve business problems; (3) identify legal problems before they occur; (4) participate more effectively in resolving business disputes that do arise; and (5) appreciate the ways in which law both facilitates and restricts business activities.

## **PARTICIPATION**

Participation in classroom and out-of-class instructional activities is an essential part of the learning in this course, not just for yourself but also for others in the course who have the opportunity to learn from you. Continuous engagement in the course provides you with the exposure to the course materials required to achieve the necessary levels of understanding and of critical thinking.

The Participation grade involves the following elements:

### **Additions:**

- In-Class Reflections. At the beginning of ten different classes during the course, you will be provided with a review question and be asked to provide to a short, ten-minute response. Each question is worth up to ten (10) points.
- Classroom Discussion Participation. I will be calling on students in class randomly, especially during our review of current events at the beginning of most classes. When you are called on, if you are prepared and contribute to the conversation, you will earn up to

five (5) points. **Students who are called on and are unprepared will lose the opportunity to earn future Classroom Discussion Participation points in the future.**

- Classroom Quiz Participation. Questions will be posed periodically during the class presentation via Top Hat. If you answer all of the questions during a class, you will earn one (1) point for each correct answer.

### **Deductions:**

- Attendance and Tardiness. Attendance on time is expected, and so earns no points. Being absent from or tardy to class will cost you five (5) points from those you have previously earned, ten (10) points if during the last two weeks of classes. See also the discussion of Attendance above. These points will be deducted weekly, and so it is possible early in the course to have a negative points balance for Participation. In addition, no discussion points can be earned during a class in which you are marked absent.

If a student earns more than 100 participation points, the balance, not to exceed 25 extra credit points, will be added at the end of the term as extra credit points.

Except for good cause on the part of the professor or the graduate assistant, a student's current status with respect to participation points will be uploaded to the Grades section of D2L by Friday of each week during the course.

### **PINK TIME ASSIGNMENT**

Author Daniel Pink has inspired an experimental teaching strategy. To get a better sense of the thinking behind this assignment, see his video on “The Puzzle of Motivation” at <https://www.youtube.com/watch?v=rrkrvAUbU9Y>.

This term's version of “Pink Time” is as follows:

1. A student should: (1) **Savor the moment**—do something new, like learn to play the guitar, or take a golf lesson, or learn to cook something difficult, or visit someplace in Milwaukee that you have never been before; (2) **Thank those who matter**—connect with a former teacher, mentor, or loved one that the student respects, interview that person, and thank that person for what s/he has done for you or means to the student; (3) **Aspire to meaningful goals**—engage in an activity or interaction with another person that will advance the student toward his or her highest personal goal; (4) **Give of yourself**—perform a service activity or *mitzvah* of some kind; or (5) **Empathize with others**—get to know someone suffering from a tragedy or who is from a different culture and is now here in the United States.
2. The student must meet with me during office hours or by appointment to discuss what the student learned, especially about himself or herself. **If a student fails to show up for his or her appointment, the student will have to come during office hours to discuss the Pink Time assignment.**
3. The student's grade will either be zero points or 50 points. The student will get 50 points if the student follows the instructions; devotes effort at least appropriate to a fifty-point

assignment; and I learn something about the student as a result of the assignment. Otherwise, the student will get zero points.

## **COURSE POLICIES**

### **CLASS CANCELLATION**

In the highly unusual situation that classes are cancelled by the University Provost because of weather, the Class Calendar will remain unchanged. Students should anticipate that I will prepare a Voice-Over PowerPoint presentation of the class material for the cancelled class and make it available on D2L prior to the exam that will cover that material.

If I am absent from class for serious illness or other reason beyond my control, I will post the notice of class cancellation to the News section of D2L as soon as I possibly can, along with any instructions. Again, students should anticipate that I will prepare a Voice-Over PowerPoint presentation of the class material for the cancelled class and make it available on D2L prior to the exam that will cover that material.

### **GUIDELINES FOR WRITTEN SUBMISSIONS**

All written submissions must be submitted either in Microsoft Word, 2009 version or later, or Adobe Acrobat PDF. Margins shall be one inch on each side, and the typeface shall be 12 point Times New Roman or 12 point Arial. Submissions in other formats or not meeting these requirements will not be accepted.

The date and time of submission are the date and time in which a version of the written submission meeting these requirements is uploaded to D2L.

Good writing habits are "portable" and will always reflect well on a student or professional. Shoddy written work can have enormous negative consequences in terms of lost opportunities for new positions or advancement. A commitment to quality is essential. To this end, students should proofread your work for content (i.e. cohesion of argument, clarity of logic, support of position, and conciseness), as well as for correct grammar, spelling, and punctuation (re-read even *after* running spell check). Unless a student is an uncommonly gifted writer and analyst, his or her grade will inevitably suffer if the student waits until the last minute to complete a written assignment. Plan ahead.

In general, the written assignments should include the following:

- Well-organized and concise arguments (avoid padding)
- Clear statements of assumptions and conclusions
- Rigorous use of facts to support arguments without summarizing the material (I've read the materials and I don't care to re-read them in your assignment!)
- Original, not plagiarized text (quote appropriately, and give credit if you quote or paraphrase)

## TURNITIN

In this course students will be required to submit any written work product in electronic form for evaluation by a plagiarism detection website called Turnitin. Assignments will become a permanent part of the Turnitin database, but a student's work product will not be used for any other purpose than checking for plagiarism.

## CLASS PREPARATION

There will not be adequate class time to cover all of the issues discussed in the text and readings. Students are expected to complete and be familiar with all assigned readings and integrate them as appropriate into the written assignments, even if we don't talk about them in class. The readings should also inform class comments. Please consider me a resource (both in and out of class) to discuss any topics that a student does not understand.

## GRADE APPEALS

See the Academic Bulletin.

## ACADEMIC DISHONESTY

The rules on academic dishonesty for the College of Business Administration apply. See also the discussion concerning the Honor Code below.

## OTHER ADMINISTRATIVE DETAILS

- **Students must be in their assigned seats and ready to go at the beginning of class.**
- It is very important that students check D2L often for any news items, modifications to the syllabus, class notes, and other class materials. There are no excuses for not knowing information that is posted in D2L. I may, but I assume no obligation to, notify students via email message when important information is posted to D2L. Any email message from me will go to Marquette email addresses listed in D2L, no exceptions.
- Questions of general interest or concern must be asked in class or addressed to me in person. That includes any matters related to the syllabus. I reserve the right to answer questions that are already plainly and directly answered by the materials in this syllabus by saying "See the syllabus."
- **Expect that issues related to an individual situation—such as grade calculations or attendance or performance concerns—will be required to be addressed with me in person.** I will be available during office hours and freely by appointment. I am on campus throughout the work day, five days a week, and often available in the afternoon and evenings. Email does not have the required give-and-take to address these kinds of issues fairly and appropriately. In addition, I do not consider it safe or secure to send grade information via email, even within the Marquette ITS system or even if a student chooses to do so first.
- All material used verbatim should be enclosed by quotation marks. Any material upon which students rely, or choose to quote, as part of any written assignment must include a complete citation, sufficient to allow me to find the information. **Note that a student's use**

**of “recycled” material—material that the student prepared and used in a previous course—without quotation marks or citation, or without prior approval of the instructor, is considered plagiarism.**

- Do not wait until the end of the term to see me regarding problems with the course material or performance. Every student’s performance in this class is important to me. Please come by my office or make an appointment to discuss potential problems with me as early as possible. Students who have waited to see me until the end of the term about such issues have received no favorable consideration, and students can expect that this will be my approach going forward.
- In addition, I reserve the right to require students to meet with me in my office, during office hours or at a mutually agreed appointment time, to discuss the course. I will randomly select students for this honor from time to time. If a student has already stopped by to see me outside of class, s/he won’t be asked to come by again.

### **ACCOMMODATIONS**

- If a student has a disability and require accommodations, please contact me as soon as possible so that learning needs may be appropriately met. Students will need to provide documentation of your disability from the Office of Disability Services. If a student is uncertain of what is needed to qualify for services, visit the Office of Disability Service's website at [www.marquette.edu/disability-services](http://www.marquette.edu/disability-services) or contact the Office of Disability Services at 414-288-1645.
- Except to address such situations, no audio recording or photography of any kind is permitted in the classroom.

### **EMERGENCY PLAN**

- Every Marquette University campus building has emergency shelter and evacuation plans. Please become familiar with the plans of each building in which classes are taken or meetings are attended. Make sure to note the routes to the lowest level of the buildings for shelter during inclement weather, as well as exits from the buildings in the event of fire or other emergency.

### **UNIVERSITY HONOR CODE**

The Associate Deans of the undergraduate colleges at Marquette have adopted an Honor Code that includes procedures for handling violations of those standards. Instructors must:

- Monitor and design exams and assignments so that honest students will not be disadvantaged by other students who might choose to cheat if given the opportunity.
- Report circumstances that may compromise academic honesty, such as inattentive proctoring or premature posting of answers.
- Follow all published procedures regarding cases of academic misconduct.
- Report all observed breaches of the Honor Code and academic honesty to the Associate Dean.

Review the Honor Code to understand student obligations.

### **COLLEGE OF BUSINESS ADMINISTRATION ASSESSMENT STATEMENT**

- The fundamental mission of the College of Business Administration is to provide a quality education grounded in Catholic, Jesuit intellectual values. Students are expected to learn how to function effectively in a diverse and global economy and develop into responsible members of the business community. As one of many methods of assuring that the goals of our educational mission are successfully met, the college regularly and systematically engages in the assessment of these competencies.
- Students in COBA programs are also assessed on their competency to communicate effectively, communicate effectively, analyze critically, and understand local, national, and global strategic issues of firms and perform fundamental activities of business managers.
- Assessment takes place each semester in all programs and settings using quantifiable measures to gather and analyze information to help continuously improve the educational process. The College of Business Administration is dedicated to providing a quality education for all students. Assessment is the continuous improvement process of evaluating our success. More information on assessment can be found at [\(http://www.marquette.edu/assessment/\)](http://www.marquette.edu/assessment/) and [and \(http://www.busadm.mu.edu/graduate/learning\\_objectives.shtml\)](http://www.busadm.mu.edu/graduate/learning_objectives.shtml)
- The undergraduate business core program learning goals are:
  1. Demonstrate effective communication skills in business situations.
  2. Analyze the global business environment.
  3. Analyze the domestic business environment.
  4. Demonstrate critical thinking skills in business situations
  5. Demonstrate an ethical understanding and perspective in business situations
- In addition to assessing the learning outcomes of the business core and the MBA program, each undergraduate major and all business graduate programs have unique program goals and associated learnings outcomes. These programs assess their outcomes each semester. The primary rationale for assessment is the assurance of learning for all undergraduate and graduate students in the College of Business Administration.

**BULA 3001-101 FALL 2017 COURSE CALENDAR 7/24/2017**

<b>Class</b>	<b>Date</b>	<b>Requirements</b>
1	<b>Mon 28 Aug 5:00 PM</b>	You will be introduced to the course and its subject matter. After reviewing the syllabus and the basic structure of the course, we'll discuss what law and business law are and review some basic themes and philosophies that you will encounter during the course. <b>Read the syllabus, located in the Syllabus and Administrative Materials subsection of the Content section of D2L, <u>carefully</u> prior to class. Submit any questions in the Syllabus and Administrative Issues forum in the Discussions section of D2L.</b>
2	<b>Wed 30 Aug 5:00 PM</b>	We'll discuss how law is administered and enforced and the process by which legal principles are derived. <b>Read Chapter 1, Law and Legal Reasoning, and Chapter 5, Business Ethics and Law, in the textbook and any material in the Class 2 subsection of the Content section of D2L. Omit sections 4 and 6 and Exhibits 1-4 and 1-5 in Chapter 1. Omit Cases 5.1 and 5.3 in Chapter 5. Also omit the first part of section 7 in Chapter 1, prior to "Case Titles and Terminology." Read the Unit 1 Focus on Ethics on pages 105-107.</b>
	<b>Wed 30 Aug 6:15 PM</b>	<b>The Case Analysis assignment will be available in the Content section of D2L.</b>
	<b>Mon 4 Sep</b>	<b>LABOR DAY--NO CLASSES</b>
3	<b>Wed 6 Sep 5:00 PM</b>	We'll discuss the judicial mechanisms used to resolve legal disputes. <b>Read Chapter 2, Courts and Alternative Dispute Resolution, and Chapter 3, Court Procedures, in the textbook and any material in the Class 3 subsection of the Content section of D2L. Omit Cases 2.1, 3.2, and 3.3.</b>
	<b>Wed 6 Sep 10:00 PM</b>	<b>A draft of the Case Analysis assignment must be submitted to the Dropbox in D2L.</b>

	<b>Thurs 7 Sep 6:00 PM</b>	<b>Attend Taste of Ireland 2017 at Turner Hall. Eat samples from the best that Milwaukee's Irish bars and restaurants have to offer, listen to great Irish music, and benefit the local schools supported by the Hibernian Foundation. See the News section of D2L for more information.</b>
<b>4</b>	<b>Mon 11 Sep 5:00 PM</b>	<b>NO CLASS. You are expected to read Chapter 4 in the textbook; any material in the Class 4 subsection of the Content section of D2L; and the relevant presentation in Top Hat. Omit Cases 4.1, 4.2, and 4.3.</b>
<b>5</b>	<b>Wed 13 Sep 5:00 PM</b>	<b>Participate in the In-Class Writing Tutorial. See D2L for more information.</b>
<b>6</b>	<b>Mon 18 Sep 5:00 PM</b>	<b>We'll discuss the concept of torts. Read Chapter 6 of the textbook and any material in the Class 7 subsection of the Content section of D2L. Omit Case 6.1. Read the Unit 2 Focus on Ethics on "Do Gun Makers Have a Duty to Warn?" on page 204.</b>
	<b>Tues 19 Sep 10:00 PM</b>	<b>The final Case Analysis assignment is due in the Dropbox section of D2L.</b>
<b>7</b>	<b>Wed 20 Sep 5:00 PM</b>	<b>We'll discuss the law of strict liability and the general area of law called products liability. Read Chapter 7 of the textbook and any material in the Class 8 subsection of the Content section of D2L. Omit Case 7.2.</b>
<b>8</b>	<b>Mon 25 Sep 5:00 PM</b>	<b>We will work through the questions in the Practice Exam included in D2L and understand the best ways to approach the exams in this course.</b>
<b>9</b>	<b>Wed 27 Sep 5:00 PM</b>	<b>FIRST EXAM</b>

10	<b>Mon 2 Oct 5:00 PM</b>	We'll discuss the nature of contract law and the basic terminology necessary to perform an analysis of contract law that affects business operations. <b>Read Chapter 11 in the textbook and any material in the Class 10 subsection of the Content section of D2L.</b>
11	<b>Wed 4 Oct 5:00 PM</b>	We'll discuss the first of the essential elements of a contract, often referred to as "agreement," "meeting of the minds," or "manifestation of mutual assent." <b>Read Chapter 12 in the textbook and any material in the Class 11 subsection of the Content section of D2L.</b>
	<b>Thurs 5 Oct 3:30 PM</b>	<b>The discussion with the instructor concerning the Pink Time project must be completed by this date and time.</b>
12	<b>Mon 9 Oct 5:00 PM</b>	We'll discuss the last three essential elements of a contract--consideration, capacity, and legality. <b>Read Chapters 13 and 14 of the textbook and any material in the Class 12 subsection of the Content section of D2L. Omit Cases 13.3 and 14.2.</b>
13	<b>Wed 11 Oct 5:00 PM</b>	We'll discuss the issues of mistake and fraud as a basis of contract avoidance, as well as the Statute of Frauds and a writing as a (sometimes) required element for a valid contract. <b>Read Chapters 15 and 16 of the textbook and any material in the Class 13 subsection of the Content section of D2L. Omit Cases 15.3 and 16.2.</b>
14	<b>Mon 16 Oct 5:00 PM</b>	We'll discuss privity of contract, third party beneficiaries, and how contracts are performed and how performance obligations under contracts are discharged. <b>Read Chapters 17 and 18 of the textbook and any material in the Class 14 subsection of the Content section of D2L. Omit Cases 17.2 and 18.3.</b>
	<b>Mon 16 Oct 6:15 PM</b>	To the extent possible, we will work continuously through the three previous classes in an effort to cover the remedies material as well. If we don't get to the material, this optional class will discuss the remedies available for breach of contract, as well as preview the midterm exam. <b>Read Chapter 19 of the textbook and any material in the Class 14 subsection of the Content section of D2L. Also read the Appendix to Chapter 19, Reading and Analyzing a Contract, on pages 332-337 and the Unit 3 Focus on Ethics on pages 338 through 340.</b>

15	Wed 18 Oct 5:00 PM	MIDTERM EXAM
	Thurs 19 Oct to Sun 22 Oct	MID-TERM BREAK
16	Mon 23 Oct 5:00 PM	We'll begin discussing Article 2 of the Uniform Commercial Code. <b>Read Chapter 20 of the textbook and any material in the Class 16 subsection of the Content section of D2L. Also read the Appendix to Chapter 20 on pages 363-366.</b>
17	Wed 25 Oct 5:00 PM	We'll discuss issues of title, risk, and insurable interest under Article 2 of the Uniform Commercial Code. <b>Read Chapter 21 of the textbook and any material in the Class 17 subsection of the Content section of D2L.</b>
18	Mon 30 Oct 5:00 PM	We'll continue our discussion of Article 2 of the Uniform Commercial Code by reviewing issues of performance and breach under sales contracts governed by Article 2. <b>Read Chapter 22 of the textbook and any material in the Class 18 subsection of the Content section of D2L. Omit the discussion of "Remedies for Breach of International Sales Contracts" on page 399 of the textbook.</b>
19	Wed 1 Nov 5:00 PM	We'll conclude our discussion of Article 2 of the Uniform Commercial Code by reviewing the concept of warranties. <b>Read Chapter 23 of the textbook and any material in the Class 19 subsection of the Content section of D2L.</b>
20	Mon 6 Nov 5:00 PM	THIRD EXAM
21	Wed 8 Nov 5:00 PM	We'll discuss the general concept of agency. <b>Read Chapter 25 of the textbook and any material in the Class 21 subsection of the Content section of D2L. Omit Case 25.2. Read also the Unit 5 Focus on Ethics on pages 508 and 509 related to "The Agent's Duty to the Principal," "The Principal's Duty to the Agent," and "Respondeat Superior."</b>
22	Mon 13 Nov 5:00 PM	We'll discuss the extent to which principals and agents are liable to third parties and how agency relations can terminate. <b>Read Chapter 26 of the textbook and any material in the Class 22 subsection of the Content section of D2L.</b>

23	Wed 15 Nov 5:00 PM	We'll do an overview of employment, immigration, and labor law. <b>Read Chapter 27 of the textbook and any material in the Class 23 subsection of the Content section of D2L. Omit Cases 27.2 and 27.3. Read also the Unit 5 Focus on Ethics on pages 509 and 510 related to "Immigration Reform" and "Problems with I-9 Verification."</b>
24	Mon 20 Nov 5:00 PM	We'll discuss employment discrimination, the legal basis for most employment-related litigation, and diversity issues. <b>Read Chapter 28 of the textbook and any material in the Class 24 subsection of the Content section of D2L. Read also the Unit Five Focus on Ethics on page 510 related to "Discrimination Against Transgender Persons."</b>
	Wed 22 Nov to Sun 26 Nov	<b>THANKSGIVING BREAK--NO CLASSES</b>
25	Mon 27 Nov 5:00 PM	We'll discuss intellectual property law. <b>Read Chapter 8 of the textbook and any material in the Class 25 subsection of the Content section of D2L. Omit Case 8.3. Read the Unit 2 Focus on Ethics on "Trademark Protection versus Free Speech Rights" and "Trade Secrets versus Free Speech Rights" on page 204.</b>
	Mon 27 Nov 10:00 PM	<b>The Experiential Learning Assignment is due one (1) week after the legal proceeding was attended. This is the last date and time that the assignment may be submitted.</b>
26	Wed 29 Nov 5:00 PM	We'll discuss internet law, social media, and privacy issues. <b>Read Chapter 9 of the textbook and any material in the Class 26 subsection of the Content section of D2L. Omit Case 9.2. Read the Unit 2 Focus on Ethics on pages 202 and 203.</b>
27	Mon 4 Dec 5:00 PM	We'll discuss criminal law in the business context and review for the final exam. <b>Read Chapter 10 of the textbook and any material in the Class 27 subsection of the Content section of D2L. Omit Cases 10.1 and 10.3.</b>
28	Wed 6 Dec 5:00 PM	<b>NO CLASS.</b> This class is cancelled in recognition of the extra class scheduled earlier in the term, the large number of papers and group projects often due during this week, and the need for students to prepare effectively for final exams.
	Wed 13 Dec 5:45 PM	<b>FINAL EXAM</b>
	Tues 20 Dec 12 noon	Final grades must be posted by the instructor to CheckMarq.

	<b>Tues 20 Dec 5:00 PM</b>	Final grades are available to the students on CheckMarq.
	<b>Wed 21 Dec 5:00 PM</b>	D2L is no longer available to students.