



Course Name & Number:
Business Law I
Mgmt 290-001
Semester: FALL 2023

Instructor: Miriam Lafuente, J.D., (NY Bar)

Office: TBD **Phone:** 917-620-3830

Email: mlafuent@njit.edu (*the best way to contact me*)

Office Hours: Generally, before class, or by appointment

Semester Duration/ Class Time & Location:

Class 2:30 pm - 3:50 pm TUE/FRI Kupfrian Hall 204, Sept 5, 2023 - Dec 23, 2023

Introduction:

Welcome Students! Hello and welcome to Business Law. My name is Miriam Lafuente, and I will be your instructor for this course.

Course Overview:

The basic principles of common and statutory law applicable to business and professional relationships, emphasizing contracts, negotiable instruments, sales of goods, agency and business organizations.

Required Course Materials:

- **Textbook:** "*Business Law Today, The Essentials: Text & Summarized Cases*", **12th Edition**, Roger LeRoy Miller (Cengage) Publisher: Cengage Learning. Print ISBN: 9780357037966, 0357037960; eText ISBN: 9780357037966, 0357037960. Note, "hard copies" of the textbook may be on **reserve** at the library front desk.
- **Supplemental Course Materials** will be available on Canvas.

Learning Outcomes:

In addition to content specific course objectives, this course will help students further develop a wide range of analytical, communication, interpersonal, and technology skills. Upon successful completion of this course, students will be able to:

- Understand introductory concepts of Business Law, with focus on specific areas of law that are relevant in the business world;
- Identify legal issues that may arise, especially as applicable to business and professional relationships;
- Understand the U.S. and state court systems, and how the court system's participants navigate relevant disputes;
- Interpret case laws, regulations, statutes, etc.;
- Understand essential ethical concepts, and how they may apply to real-world scenarios;
- Evaluate and analyze actual case law and precedents, to help illustrate the application of legal principles;
- Apply legal principles to hypothetical scenarios, and reach independent conclusions;
- Understand judicial reasoning, court decisions, and remedies; and
- Evaluate legal arguments; create alternative arguments, and craft solutions.

Expected Learning Outcomes:

This course will introduce legal concepts that will enrich the understanding of business principles and concepts critical to the success of NJIT's future managers and leaders. In addition to content specific course objectives, the course intends to help students develop a wide range of analytical, communication, interpersonal, and technology skills, namely:

Program Objectives: Students will acquire the skills needed to develop an understanding of the "common body of knowledge" as defined by AACSB International. In addition, students will develop a set of frameworks to analyze, comprehend, and enjoy facts, concepts, and ideas and analytical and critical thinking, decision making, leadership, planning and organization, and problem-solving skills.

Learning outcomes:

- Students will demonstrate knowledge of business.
- Students will demonstrate an ability to analyze concepts, to apply these concepts to solve business problems and use quantitative methodologies as tools to solve business problems.
- Oral communication: Students will demonstrate the ability to deliver effective presentations enhanced by technology.
- Written communication: Students will demonstrate the ability to write clear and concise reports.
- Students will demonstrate the ability to search databases, locate, use and properly cite relevant information.
- Students will demonstrate the ability to understand and use team building behaviors to accomplish group tasks.
- Students will demonstrate the ability to identify ethical dilemmas and make decisions grounded in ethical principles.
- Students will demonstrate the ability to use technology for effective project management.
- Students will demonstrate an understanding of the global context in which business is conducted.

Course Website:

Please go to **CANVAS** and check it **frequently** (canvas.njit.edu). The Canvas site is where course materials, announcements, and instructions will be posted. Please make sure you have an NJIT UCID and password so that you can access Canvas. I will use Canvas to post announcements and supplemental materials throughout the semester. **Please contact the helpdesk (973-596-2900) for problems associated with Canvas.**

Course Deliverables/ Final Grade Components:

Your grade for this course will be based on the following components:

Course Grading	% Weight
o Discussion Forum/ Participation	15
o Quizzes	20
o Topic Assignments	5
o Midterm Exam	20
o Group Projects	10
o Final Exam	30
TOTAL:	100

Course Requirements:

- **ALL** students are required to participate in face-to-face and/ or online classes. **Participation** is based on quantity but **also on quality** (preparedness, insightfulness, analysis). Students are free to raise their hands and be acknowledged. I may pose general or specific questions while in class and frequently and **randomly** pose questions to specific students. Students will get credit for answers that are thoughtful and made in good faith. **All** cases in the textbook are to be studied in preparation for class and online participation.
- **In Class**, regular attendance at **ALL class sessions is required**. Experience has shown that you will **not** do well in this course when you do not attend the class sessions. Attendance will be taken randomly during each class by way of a sign in sheet and/or called during class session to discuss the class materials. Students are cautioned that signing in for a fellow student shall be deemed academic dishonesty and shall be dealt with as would any other type of cheating.
- **Web Forum Discussions:** Actively participating in all discussions is one of the best ways to help build a sense of community and collaboration. There will be discussion topics that will be related to the course content or something that extends the course information to current business law issues. If postings do not reflect effort and thoughtfulness, I will need to propose specific guidelines (e.g., minimum # of words required). Late posts will not be accepted (due date of posts will be posted on Canvas). Postings will be evaluated with respect to content,

innovation, creativity, and structure. Lastly, please use proper grammar and writing skills, and do not use “texting” techniques. Assume that your statements are documents that would be used in a business environment. Keep in mind that your final grade will depend upon your ability to contribute to the online discussions with meaningful posts.

Final Grades:

Grades reflect the level of understanding of course content. Therefore, to achieve the grade of A or B in this class expect to:

- Being prepared. Reading the assigned materials.
- **Actively showing up to class.**
- Participating in discussions, exercises, and activities.
- Submitting course deliverables in a timely and professional manner. Late assignments will not be accepted unless there is an emergency situation. Legitimate documentation of the emergency will be expected and must be submitted formally via email.
- Being respectful of the instructor and other students.

Each student should take this class seriously **from the first day**. Requests for extra-credit opportunities or extensions to due dates (especially at the last minute) will **not** be granted readily.

Final course grades will be based on the following scale (note, there *may* be a “curve” applied to final grades):

Grading Scale

A	B+	B	C+	C	D	F
90%	85%	80%	75%	70%	60%	<60%

Email Etiquette

This is a business course, and the expectation is that you will conform to appropriate business letter writing practice in all of your emails to me. The following are the basics:

- Put the course name (e.g., course name or course number) in the subject line.
- Identify the subject of the e-mail with a brief but descriptive summary of the topic: include a proper salutation and the assignment details such as the title, homework, or test.
- Proofread your e-mail for proper sentence structure, capitalization, spelling and punctuation.
- Conclude the e-mail message with a proper closing (e.g., Regards, Sincerely) and your full name.

(Note: Do not e-mail requests for additional grade points unless there is an error in the grading. Please note that any grade discrepancies must be addressed within 2 weeks of the assignment due date.

Grades are not 'given out' by the professor; they are 'earned' by the student. So, make sure that you 'earn' a grade that you can live with.)

Academic Integrity:

Learning is both an individual and a cooperative experience. Asking for and giving help freely in appropriate settings helps you learn. However, you should present only YOUR work as your own. University rules and standards define and prohibit "academic misconduct" by all members of the academic community including students. You are asked and expected to be familiar with these standards and abide by them.

Academic Integrity is the cornerstone of higher education and is central to the ideals of this course and the university. Cheating is strictly prohibited and devalues the degree that you are working on. As a member of the NJIT community, it is your responsibility to protect your educational investment by knowing and following the academic code of integrity policy that is found at: <http://www5.njit.edu/policies/sites/policies/files/academic-integrity-code.pdf>.

Please note that it is my professional obligation and responsibility to report any academic misconduct to the Dean of Students Office. ***Any student found in violation of the code by cheating, plagiarizing or using any online software inappropriately will result in disciplinary action. This may include a failing grade of F, and/or suspension or dismissal from the university.*** If you have any questions about the code of Academic Integrity, please contact the Dean of Students Office at dos@njit.edu.

Accommodations:

Educational access is the provision of classroom accommodations, auxiliary aids and services to ensure equal educational opportunities for all students regardless of their disability. If you are in need of an accommodations due to a disability, please contact Scott Janz (oars@njit.edu), Associate Director of the Office of Accessibility Resources & Services (OARS), Kupfrian Hall 201, to discuss your specific needs. A Letter of Accommodation Eligibility from the OARS authorizing your accommodation will be required. Accommodations need to be requested in advance and will not be granted retroactively.

Classroom Policies

As appropriate, I will submit your assignments to Turnitin to check for plagiarism.

Final Comments:

I reserve the right to change any aspect of this syllabus or the course schedule at any time, as the need arises. Students registered for this course assume full responsibility for reading and understanding the course policies as stated above.

COURSE CONTENT/SCHEDULE:**Note: All topics are subject to revision. Timely updates will be provided.**

Date	Required Readings / Areas of Focus
Tuesday 9/5	FIRST CLASS: Introduction/ Overview/ Expectations CHAPTER 1. LEGAL AND CONSTITUTIONAL FOUNDATIONS OF BUSINESS
Friday 9/8	CHAPTER 2. Constitutional Law
Tuesday 9/12	CHAPTER 2. Constitutional Law
Friday 9/15	Chapter 4: Courts and Alternative Dispute Resolution/ Review New Jersey Court System Chart
Tuesday 9/19	Chapter 4: Courts and Alternative Dispute Resolution/ Review New Jersey Court System Chart
Friday 9/22	Chapter 3. Business Ethics
Tuesday 9/26	Chapter 3. Business Ethics / In-Class Group Workshop
Friday 9/29	Chapter 5. Tort Law and Product Liability Supplemental Materials in Canvas
Tuesday 10/3	Chapter 5. Tort Law and Product Liability Supplemental Materials in Canvas
Friday 10/6	Chapter 8. Internet Law, Social Media, and Privacy
Tuesday 10/10	Chapter 8. Internet Law, Social Media, and Privacy
Friday 10/13	Chapter 9. Criminal Law and Cyber Crime
Tuesday 10/17	NO CLASS
Friday 10/20	Mid Term
Tuesday 10/24	Chapter 7. Intellectual Property/ Supplemental reading in Canvas on Patent Law
Friday 10/27	Chapter 7. Intellectual Property/ Supplemental reading in Canvas on Patent Law
Tuesday 10/31	Chapter 26, 27, 28, 29: Business Organizations
Friday 11/3	Chapter 23-Agency Relationships
Tuesday 11/7	Chapter 23-Agency Relationships Supplemental Materials in Canvas
Friday 11/10	Chapter 24, 25. Employment Law Chapter 10. Contracts Supplemental Materials in Canvas
Tuesday 11/14	Chapter 24, 25. Employment Law
Friday 11/17	Chapter 10. Contracts
Tuesday 11/21	NO CLASS (Thursday Classes Meet)
Wednesday 11/23	FRIDAY CLASSES MEET
Friday 11/24	NO CLASS
Tuesday 11/28	Chapter 12 -Consideration Chapter 13 -Defenses
Friday 12/1	Chapter 14 –3rd Party Rights Chapter 15 -Breach
Tuesday 12/5	Chapter 14 –3rd Party Rights Chapter 15 -Breach
Friday 12/8	Chapter 14 –3rd Party Rights
Tuesday 12/12 (last class)	Chapter 15 -Breach
12/13 – END OF SEMESTER	Prepare for Final Exam!
TBD	Final Exam
TBD	Final Grades Due.