



**MARTIN TUCHMAN
SCHOOL OF MANAGEMENT**
NEW JERSEY INSTITUTE OF TECHNOLOGY

Instructor: Rony Chamoun, LL.M. (Master of Laws)

Pronoun: he/him

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Email: ryc@njit.edu (best way to reach me.)

When emailing, please put "Business Law I MGMT 290" in the subject line.

Class Time: Monday and Thursday 2:30PM - 3:50 PM.

Location: KUPF 202

Office Hours: Monday 12:00 PM-2:00 PM - Thursday 12:00 PM -1:00 PM, after class, and by appointment.

Final Exam: Week of 16 May 2025 to be scheduled.

Course Title: Business Law I
Course Number: MGMT 290-002
Semester: Spring 2025

Required Course Materials

Business Law Today the Essentials, Text & Summarized Cases, 13th Ed., Roger LeRoy Miller-Cengage Learning (2022); ISBN: 978-0-357-63522-3.

- Hard copy of the textbook may be on reserve at the library front desk.

Supplemental Material will be available on Canvas.

Course Overview

This course covers the fundamental principles of common and statutory law as they apply to business and professional relationships. Topics include contracts, negotiable instruments, sales of goods, agency, business organizations, employment issues and discrimination law, as well as the internet and intellectual property. Current cases will be used to illustrate helpful legal principles and how the court system decides relevant disputes.

Learning Outcomes

Upon successful completion of this course, the student should be able to:

- Understand the basic concept of law as it relates to the business context.
- Identify the differences between common law and statutory law, as well as between federal and state court systems.
- Analyze the influence of the legal context on business activities and operations, determine the laws applicable to each business situations, and apply the legal principles in business transactions.

- Understand the ethical concepts and their application to real-world scenarios.
- Analyze the legal concepts in criminal and tort law and how they apply to business scenarios.
- Implement contract law principles in a business context
- Understand the foundational principles and legal standards for creating and enforcing contracts.
- Apply the IRAC method (Issue, Rule, Analysis, and Conclusion) and demonstrate their understanding through Facts, Issues, Court Decision, Rationale, and Critical Analysis.
- Develop rational thinking, negotiation, and oral communication skills involving legal issues in the business environment, and express ideas clearly using standard business and legal terminology.
- Identify and access key resources for managing legal issues, such as online legal databases and information sources.

Course Website

Please go to **CANVAS**. The Canvas site is where most course materials are posted. Make sure you have an NJIT UCID and password so that you are able to access Canvas. I will use Canvas to post announcements and supplemental materials throughout the semester. **So, please be sure to check the site (canvas.njit.edu) frequently. Please contact 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
<input type="checkbox"/> Participation	15
<input type="checkbox"/> Assignments	15
<input type="checkbox"/> Quizzes	20
<input type="checkbox"/> Midterm Exam	20
<input type="checkbox"/> Final Exam	30
Total:	100

Final Grades

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

- Be prepared. This means actively participating in discussions, exercises, and activities to further understanding.
- Turn in all course deliverables in a timely and professional manner.
- Prepare for quizzes by studying regularly and thoroughly to demonstrate your knowledge and understanding of the course material.

With less preparation and participation expect the grade of C or lower.

The grading system established in this syllabus is final. This means that each student should take this class seriously from the first week. 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

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

Assignments

You need to complete the assignments and submit them as instructed.

Assignment Guidelines

Based on the required reading of the Chapters in the textbook, the power point lectures. Students are required to apply the **IRAC method** as follow to receive a grade:

- o Spot the **issues** by reading the fact pattern of the problem carefully
- o State the **rule of law** relevant to the issue clearly,
- o **Apply** the law to the facts, and then
- o Arrive at a **conclusion**

Late Assignments

Lateness on **assignment submissions** results in a reduction of 10% per partial Week or class. **However, late assignments beyond 2 weeks late (even with the penalty) will not be counted and accepted.** This policy serves to prevent anyone from "submitting everything" the last week of the course.

Emergencies, must be brought to my attention **BEFORE** the due date for penalty-free extension consideration. In these cases, legitimate documentation of the emergency must be presented and approved by the office of the Dean of Students before extensions will be granted.

Exams & Quizzes

- All students must take the Quizzes and the exams in class as instructed, on the assigned date, with no exceptions.
- Make-up Quizzes/Exams will only be allowed with a physician's note or Dean of students' approval.

Grades and Extra Credit

Requests for extra work to earn extra credit **WILL NOT BE CONSIDERED**, nor will final grades be negotiated. Do not email for additional extra-credit points. If you notice an error in grading, please inform me promptly.

GRADES ARE EARNED, NOT GIVEN.

To succeed in this class, put in the effort from the start of the semester

Course Requirements

Students must complete the assignments, and all the assigned readings before class and come prepared to actively participate in discussions. Furthermore, students need to keep up with the course material. If you fall behind, it can become significantly difficult, if not impossible, to complete the course successfully.

Students are required to use their time effectively, and keep track of deadlines and due dates. Regularly check Canvas and your email each day for important announcements, updates, and additional materials

All students are required to participate in class. Participation is based on both quantity and quality, including preparedness, insightfulness, and analysis. Students are free to raise their hands and be acknowledged. General or specific questions may be posed while in class, and questions may be frequently and randomly posed to specific students. Students will receive 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 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.

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.

It is important that you do your own work to fully understand the material in each lesson. This is essential for preparing for the midterm and final exams, as all questions will be based on the content from those assignments and quizzes.

Cell Phone, Computer & Emergency

- We all want to have a productive and distraction free learning environment, and using phones for calls or texting during class is disruptive to both classmates and the instructor. So, please turn your phone off or set it to "Do Not Disturb" mode and keep it out of sight.
- As for computers and tablets, they are great tools for taking notes. However, let's resist the temptation to browse the web or use social media during class. Let's make sure we're giving our full attention to the learning material.
- If an emergency arises, feel free to step outside to address it without causing any interruption.

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 email to me. The following are the basics.

- Put the course name (e.g. Business Law I MGMT 290-002) 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.

Please make sure to include the course name, and section number (Business Law MGMT 290-002) in the subject line of your email. This will help ensure your message is easily identified and not missed in my inbox.

(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.*

- **Important Reminder: Please understand and avoid PLAGIARISM**

Course Content/ Schedule:

Note: All topics are subject to revision. Timely updates will be provided.

Date	Required Readings / Areas of Focus
Week 1	
Thursday 1/23	FIRST CLASS: Introduction/ Overview/ Expectations. Review Course Requirements/Syllabus/ Textbook
Week 2	
Monday 1/27	Chapter 1: Legal and Constitutional Foundations of Business.
Thursday 1/30	Chapter 2: Courts and Alternative Dispute Resolution
Week 3	

Monday 2/03	Chapter 3: Ethics In Business
Thursday 2/6	Chapter 4: Tort Law
Week 4	
Monday 2/10	Chapter 5: Intellectual Property Rights
Thursday 2/13	Chapter 6: Internet Law, Social Media, and Privacy
Week 5	
Monday 2/17	Chapter 7: Criminal Law and Cyber Crime
Thursday 2/20	Chapter 8: Agreement and Consideration in Contracts
Week 6	
Monday 2/24	Chapter 9: Capacity, Legality, and Enforceability
Thursday 2/27	Chapter 10: Contract Performance, Breach, and Remedies
Week 7	
Monday 3/3	Chapter 11: Sales and Lease Contracts
Thursday 3/6	Chapter 12: Performance and Breach of Sales and Lease Contracts
Week 8	
Monday 3/10	Mid Term
Thursday 3/13	Chapter 13: Negotiable Instruments
3/17-3/21	Spring Recess - No Classes - Enjoy your break
Week 9	
Monday 3/24	Chapter 14: Banking
Thursday 3/27	Chapter 15: Creditors' Rights and Bankruptcy
Week 10	
Monday 3/31	Chapter 16: Agency Relationships in Business
Thursday 4/3	NO Classes -Wellness Day
Week 11	
Monday 4/7	Chapter 18: The Entrepreneur's Options
Thursday 4/10	Chapter 19: Corporations
Week 12	
Monday 4/14	Chapter 20: Investor Protection, Insider Trading, and Corporate Governance
Thursday 4/17	Chapter 21: Antitrust Law and Promoting Competition
Week 13	
Monday 4/21	Chapter 22: Consumer Law
Thursday 4/24	Chapter 17: Employment Law
Week 14	
Monday 4/28	Chapter 23: Personal Property, Bailments, and Insurance
Thursday 5/1	Chapter 24: Real Property and Environmental Law
Week 15	
Monday 5/5	Chapter 25: International and Space Law
Thursday 5/6	Pre-Final Exam
Week 16	
Monday	Final Exam:
TBD	Final Grades

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 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 accommodations will be required.* Accommodations need to be requested in advance and will not be granted retroactively.

Classroom Policies

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.
- Everyday log on to Canvas for announcements, reminders, emails and updates.
- Review the due dates, and the lateness policy for the assignments, and all materials.