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General Syllabus

BLAW 40303 Law of Commercial Transactions

Credit Hours: 3

Lecture Hours: 3

Laboratory Hours: 0

Prerequisite (s): Admission to the business program or consent of instructor.

Effective Catalog: 2024-2025

I. Course Information

A. Catalog Description

Business-related legal subject matter reflecting marketplace problems and considerations. Topics include the law of sales, secured transactions, commercial paper, contracts and bankruptcy.

II. Student Learning Outcomes

A. Subject Matter

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

1. Discuss the law of contracts, sales, negotiable instruments, creditors' rights and bankruptcy.
2. Apply law to problems as they arise in the marketplace, practicing recognition and prevention of potential legal problems.
3. Analyze the relationship between ethical behavior, the law and its impact on today's business environment.

B. University Learning Outcomes

This course enhances student abilities in the following areas:

Analytical Skills

Critical Thinking Skills - The student will analyze factual situations and discuss relevant legal issues.

Ethical Decision Making

Students will understand the difference between law and ethics and apply tenets of both to factual situations.

III. Major Course Topics

- A. Contract Law
- B. Fraud
- C. Third Party Liability
- D. Sales and Lease Contracts
- E. Warranties and Product Liability
- F. International Law
- G. Negotiable Instruments
- H. Secured Transactions
- I. Bankruptcy