BUSINESS LAW

on line

MGMT-0241

PROFESSOR PHILIP ETTMAN

Allow me to introduce myself:

http://wwwbus.wsc.ma.edu/bio/ettman.html

The best way to reach me is by email at pettman@westfield.ma.edu. My campus
telephone number is (413) 572–5695 and the department secretary usually knows how
to reach me – she is Carmen at (413) 572–5990. In the event of a crisis that requires
immediate attention, my home number is (860) 678–8160.

REQUIRED TEXT:

Beatty and Samuelson, Essentials of Business Law, 4th edition
ISBN 10: 0-538-47380-0

The book is available in the Bookstore. The book is also available on
www.cengagebrain.com for rental or in ebook format. In addition, on that site, you may
purchase individual chapters in an electronic format. (This may be the most economical
option).

In past semesters, the required text was the full, hardcover version (Business Law
and the Legal Environment, Standard Edition, by the same authors). The content of the
sections that we will use in Essentials is identical to that content in the very expensive
hardcover version (although chapter and page numbers differ). If you find a used copy of
the hardcover edition at a good price, it contains the same material and may be
substituted for the paperback Essentials. Do NOT purchase the hardcover new – it is
much too expensive.

OBJECTIVES:

Among the objectives of an introductory course in Law are:

♦ To learn the SUBSTANCE of the Law
♦ To learn the PROCESS of the Law
♦ To learn the LOGIC of the Law

To understand the LOGIC of the Law, we will study the reasoning process upon
which a court decision is based.

To understand the PROCESS of the Law, we will be exposed to the adversary
system in which conflicting interests, usually represented by counsel, compete to advance
their respective causes.

To learn the SUBSTANCE of the Law, we will use on line readings and virtual
discussion format together with written exercises to explore and reinforce the material.
EXPECTATIONS:

Learning on-line requires active participation in the course. In addition to text readings, there will be additional projects/assignments. Some of these will involve chat room discussions with others in the class. You are all expected to keep up with the assignments and contribute to and participate in discussions. The projects/assignments comprise 25% of your grade. These projects will be graded on a three (3) point scale and there will be eight (8) of them. Your aggregate score plus 1 point equals 25% of your grade.

In addition, there will be three essay examinations during the course. All exams must be taken when scheduled. Failure to take an exam at its scheduled time will result in a grade of zero, unless Professor Ettman approves other arrangements, in advance. Exams will only be delayed for a proven family or health exigency.

ASSESSMENT:

Your grade will be derived as follows:

- Midterm exam 25%
- Midterm exam 25%
- Final Exam 25%
- Assignments/Discussions 25%

100%

Please note: I do not like the “grade book” feature of the software, so I do not use it. I keep accurate records of your grades and your progress on the assignments. If you would like to know how you are doing, send me an email at any time and I will give you an update.

Please use the Plato email to send communications about the course because that stays in the records of the course. If you feel that you must contact me quickly, send a copy to my WSU email (pettman@westfield.ma.edu) because that reaches me on my cell phone. I cannot transfer emails into the Plato system, so make sure you send the original through Plato so it remains in the course records.