

**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@wsc.ma.edu](mailto:pettman@wsc.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:**

The complete text book is prohibitively expensive (over \$160.00), so other options are available:

The college bookstore has a custom edition of the text for less than half that price. It is: Beatty and Samuelson, Business Law and the Legal Environment

ISBN: 0-324-62386-0

You can also purchase individual chapters from [www.ichapters.com](http://www.ichapters.com) . (*To do so, you will need the ISBN of the complete text book which is 0-324-30397-1*). As we will be using about 15 chapters, this is probably the most economical option available.

**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. Details about how these will be graded will be posted later.

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.

**ASSESSMENT:**

Your grade will be derived as follows:

Midterm exam	25%
Midterm exam	25%
Final Exam	25%
Assignments/Discussions	<u>25%</u>
	100%