

Course Syllabus

<p>Course</p>	<p>PROC 5810 - Acquisition Law</p> <p><i>Please Note: Students must notify the office if they wish to DROP or WITHDRAW from a course. It is not sufficient to tell your instructor. Cancellation of an enrollment is subject to Tuition Refund Deadlines and Policies as outlined in the Graduate Studies Catalog.</i></p>
<p>Term</p>	<p>Spring 1, 2009 Tuesdays, 5:30pm – 9:30pm Class begins: Wednesday January 7, 2009 Location: Metro Center Campus</p> <p><i>Parking Reminder: "Visitor" parking spaces are reserved for 2 hours or less. Please do not park in "Visitor" parking spaces during class hours.</i></p>
<p>Instructor</p>	<p>Name: Suzanne Snyder Phone: 333-6673 (w) 687-5646 (h) Email: Suzannesnyder56@webster.edu</p>
<p>Catalog Description</p>	<p>The legal framework for acquisition contracts is examined. Students review the Uniform Commercial Code as it relates to acquisitions and basic contract law.</p>
<p>Prerequisites</p>	<p>The prerequisite course for PROC 5810 is PROC 5000.</p>
<p>Materials</p>	<p><u>Business Law</u>, Cheeseman, 6th ed., 2007, Pearson/Prentice Hall. ISBN: 0-13-198493-4</p> <p>Supplemental Readings: (Internet Access required) The U.S. and Colorado Constitutions—http://www.findlaw.com</p> <p>Options for Ordering Textbook:</p> <p>a. Textbooks are available about four weeks before the start of classes and may be ordered from Webster University's bookstore, MBS Direct. To place an order call toll-free: 1-800-325-3252 or visit http://direct.mbsbooks.com/webster.htm</p> <p>b. Used books for sale by students are posted on a Bulletin Board in the Metro Center Cafe. Please check this area if you are interested in purchasing or selling used books.</p>
<p>Course Level Learning Outcomes</p>	<p>The following is a list of the learning outcomes for the course:</p> <ul style="list-style-type: none"> • The students will be able to know and explain the important terminology, facts, concepts, principles, and theories used in the field of Procurement and Acquisition Management. These will consist of the mandatory topics taught in the pre-requisite, advanced core courses, and integrative capstone course and will include drafting and analyzing basic contract terms. • The students will be able to creatively construct and implement moderately complex Procurement and Acquisition Management solutions to real organizational problems using frameworks procedures and methods derived from an explanation as to how the Uniform Commercial Code interacts with the acquisition process. • The students will be able to utilize themselves as scholar-practitioners, capable of creatively synthesizing intellectual explanation of PROC models with methodological competencies, experience-based perceptual skills, and judgment relative to specific contracts and acquisition. • The students will be able to will be able to apply the important terminology, facts, concepts, principles and theories in the field of Procurement and Acquisition Management and to analyze simple to moderately complex factual Procurement and Acquisition Management situations relative to principles of acquisition law.

- The students will be able to will be able to apply the important terminology, facts, concepts, principles and theories in the field of Procurement and Acquisition Management and to analyze simple to moderately complex specific problems and fact situations relative to general principles of acquisition law.

Grading

A fair assessment of the students knowledge and application to show the extent of what he/she has learned in this course should include the following:

- Midterm and final exams essay questions to assess knowledge and application of course content.
- Analysis and Oral Presentation of Two Case studies on relevant acquisition law court opinions to illustrate and assess critical legal thinking and speaking skills.
- Completion of 2 Group Projects to assess research skills, group interaction and oral presentation skills.

Grading is as follows:

a) Two Group Projects	25%
b) Midterm Exam	25%
c) Final Exam	30%
d) Two Oral Case Briefs	10%
e) Class Participation	10%

Numerical grades will be assigned for the above projects, exams, case briefs, and class participation. The final letter grade will be weighted based on the percentages defined in this section of the syllabus.

The following grade point structure is used to compute the letter grades for the final course grade.

Grade Points Earned	Equivalent Letter Grade
94-100	A Superior Graduate Work
90-93	A- Superior Graduate Work
87-89	B+ Satisfactory Graduate Work
83-86	B Satisfactory Graduate Work
80-82	B- Satisfactory Graduate Work
70-79	C Work that is barely adequate as graduate-level performance
Below 70	F Work that is unsatisfactory
I	I Incomplete work
ZF	ZF An "I" that is not completed within one year of the end of the course is automatically converted to a "ZF". A "ZF" is treated the same as an F or NC for all cases involving GPA, academic warning, probation and dismissal.
W	W Withdrawn from the course

DETERMINATION OF GRADES IS BASED THE FOLLOWING CRITERIA:

Minimum Requirements:

Products (papers, case studies, projects) must be on time, in the correct format, corrected for spelling and grammar, appropriate materials included and referenced to-the-point and on topic and conclusions must be supported.

Examinations must be complete, accurate, neat, evidence clear thought, and exhibit concise and to-the-point responses.

Behavior in class discussions and group activities should be responsible, should exhibit open communication, be constructive, and helpful.

Mastery Level (Grade of "B"): Professional Achievement

	<p>Products must meet the requirements stated above for minimum requirements and additionally meet professional criteria. For example, documentation should be included to support research papers, the APA format should be used consistently throughout the paper, and substantially more than the minimum number of references should be included. Presentations should be logical, organized, and comprehensive.</p> <p>Examinations should be organized, in depth, comprehensive, logical and complete, and evidence thorough understanding of the subject /topic through application of principles.</p> <p>Classroom behavior should exhibit very focused activity and thought on the subject at hand, be motivated, and assist in discovery of new insights and relationships concerning the subject/topic of discussion.</p> <p><u>Mastery Level Plus (Grade of “A”): Creative Achievement</u> Products must meet all requirements stated above and additionally meet creative criteria. These criteria include unique topic or subject selection, synthesis of ideas, evaluation of subject matter and positions found in the literature, be creative in approach, establish new relationships with ideas and provide new insights.</p> <p>Examination responses indicate insightfulness of understanding, a synthesis of information and unique ideas, and rationale for application of principles following careful analysis.</p> <p>Classroom behavior should exhibit very focused activity and thought on the subject at hand, be motivated, and assist in discovery of new insights and relationships concerning the subject/topic of discussion.</p> <p>The grade of “A” represents the best work of students, accomplished in a unique and professional manner.</p>
Activities	<p><u>Cases:</u> Each student is expected to read two (2) cases and orally brief a two-page analysis, synthesis and evaluation of each case using the Case Brief Format found in the text. Each case will be instructor assigned.</p> <p><u>Exams:</u> Two exams (Midterm and Final) will be given, and each will cover textbook chapters and required readings.</p> <p><u>Group Projects:</u> Two Group Projects will be assigned by the instructor. Group composition will be identified after the course start date.</p> <p><u>Discussions:</u> The student should have read the assigned textbook chapters and the required readings for each week and be prepared to respond to discussion topics provided in class.</p>

<p>Policy Statements: University Policies</p>	<p>University policies are provided in the current course catalog and course schedules. They are also available on the university website, www.webster.edu. This class is governed by the university's published policies. The following policies are of particular interest:</p> <p>Academic Honesty The university is committed to high standards of academic honesty. Students will be held responsible for violations of these standards. Please refer to the university's academic honesty policies for a definition of academic dishonesty and potential disciplinary actions associated with it.</p> <p>Drops and Withdrawals Please be aware that, should you choose to drop or withdraw from this course, the date on which you notify the university of your decision will determine the amount of tuition refund you receive. Please refer to the university policies on drops and withdrawals (published elsewhere) to find out what the deadlines are for dropping a course with a full refund and for withdrawing from a course with a partial refund.</p> <p>Special Services If you have registered as a student with a documented disability and are entitled to classroom or testing accommodations, please inform the instructor at the beginning of the course of the accommodations you will require in this class so that these can be provided.</p> <p>Disturbances Since every student is entitled to full participation in class without interruption, disruption of class by inconsiderate behavior is not acceptable. Students are expected to treat the instructor and other students with dignity and respect, especially in cases where a diversity of opinion arises. Students who engage in disruptive behavior are subject to disciplinary action, including removal from the course. Please be considerate and turn-off your cell phone during class sessions.</p> <p>Student Assignments Retained From time to time, student assignments or projects will be retained by The Department for the purpose of academic assessment. In every case, should the assignment or project be shared outside the academic Department, the student's name and all identifying information about that student will be redacted from the assignment or project.</p> <p>Contact Hours for this Course It is essential that all classes meet for the full instructional time as scheduled. A class cannot be shortened in length. If a class session is cancelled for any reason, it must be rescheduled.</p>
<p>Course Policies</p>	<p>Course Attendance Students are expected to attend all class sessions of every course. In the case of unavoidable absence, the student must contact the instructor. The student is subject to appropriate academic penalty for incomplete or unacceptable makeup work, or for excessive or unexcused absences. Generally, a student who misses more than one four-hour course period (per course) without a documented military or medical excuse and advanced permission from the instructor should withdraw from the class.</p>
<p>Additional Information</p>	<ul style="list-style-type: none"> • Students: please regularly check your Webster University e-mail account at http://connections.webster.edu for important e-mails from your instructor and/or University staff. If you prefer to have your Webster.edu email forwarded to your personal email account, please call the Help Desk (866-435-7270) for instructions and assistance. • Students who are discovered cheating or committing plagiarism may be awarded a failing grade for the course, and may be subject to discipline or dismissal. Webster University uses www.turnitin.com as a tool to assist faculty in identifying plagiarism. • Unless otherwise noted, instructors may require research papers to be submitted in the APA format. Please reference the <i>Publication Manual of the American Psychological Association</i>, Fifth Edition, ISBN #: 1-55798-791-2. • Students should use citation protocol from APA. Guidelines are available in the office or on-line at http://www.webster.edu/writingcenter/tips/apa.shtml • Students may submit draft papers for comment to the University online writing center: http://www.webster.edu/writingcenter/online.shtml.

	<ul style="list-style-type: none"> • Webster University’s online library, Passports, is available through http://library.webster.edu, you will need to use your student ID to access the databases. • Grades are available online by visiting www.webster.edu, select Registration and Online Services. You will need to provide your student number and password to access your online information. Call the Help Desk at 866-435-720 for assistance. • Childcare services are not available at Webster University. Children or non-enrolled adults are not allowed to attend class or use Webster University facilities. • Please turn off cell phones and pagers during class sessions. • To achieve the objectives of this course, this syllabus may be revised at the discretion of the instructor without prior notification or consent of the student. • For Webster University policies and procedures, please refer to your copy of the University Catalog, online Student Handbook, and/or the Colorado Springs/Peterson AFB “Student Survival Guide.”
Weekly Schedule	<p>Week 1: Course Overview <i>Business and the U.S. Legal System</i> Chapters 1, 2 and 3 * Skim US and Colorado Constitutions</p> <p>Week 2: <i>Agency Law</i> Chapters 29 and 30 <i>Principles of Contract Law – Part 1</i> Chapters 9 and 10 Oral Case Briefs</p> <p>Week 3: <i>Principles of Contract Law - Part 2</i> Chapters 11, 12, and 13 Oral Case Briefs</p> <p>Week 4: <i>Principles of Contract Law - Part 3</i> Chapters 14, 15, 16 Oral Case Briefs</p> <p>Week 5: MID-TERM EXAM <i>Intellectual Property/Internet Contracts</i> Chapters 7, 17</p> <p>Week 6: <i>Uniform Commercial Code - Part 1</i> Chapters 18 and 19 * Skim Colorado UCC Articles 2 and 2a GROUP Project No. 1</p> <p>Week 7: <i>Uniform Commercial Code - Part 2</i> Chapters 6, 20 and 21 <i>Bankruptcy</i> Chapter 28 Oral Case Briefs</p> <p>Week 8: <i>Business Organizations</i> Chapters 34, 35, and 36 Oral Case Briefs</p> <p>Week 9: Course Review GROUP Project No. 2 FINAL EXAM</p>

