



<b>Term</b>	Fall II 2009
<b>Instructor</b>	Name: Jim Schmitz Phone: 636-532-2225 Email: Schmitz@webster.edu
<b>Catalog Description</b>	The legal framework for acquisition contracts is examined. Students review the Uniform Commercial Code and Common Law as they relate to acquisitions and basic contract law.
<b>Prerequisites</b>	The prerequisite course for PROC 5810 is PROC 5000.
<b>Course Level Learning Outcomes</b>	<p>The following is a list of the learning outcomes for the course:</p> <ul style="list-style-type: none"><li>• 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.</li><li>• 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.</li><li>• 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.</li><li>• 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.</li></ul>

	<ul style="list-style-type: none"> <li>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.</li> </ul>
<b>Materials</b>	<u>Business Law, Text and Cases 11<sup>th</sup> ed.</u> ; Kenneth Clarkson, Roger LeRoy Miller, Gaylord A. Jentz, Frank B. Cross. South-Western-Cengage Learning. ISBN:10-0-324-65522-3
<b>Grading</b>	<p>Grades will be assigned as follows:</p> <p>93 – 100 A      90 – 92 A-</p> <p>87 – 89 B+      83 – 86 B</p> <p>80 – 82 B -      70 – 79 C      0-69 F</p>
<b>Activities</b>	<p>The students will study additional handouts provided, including cases, and will be prepared to discuss these in class. You may be asked to meet in groups during class to review cases and provide feedback about legal principles involved.</p> <p>Students may be asked to present cases or case finding to the class.</p>
<b>Policy Statements: University Policies</b>	<p>University policies are provided in the current course catalog and course schedules. They are also available on the university website. This class is governed by the university’s published policies. The following policies are of particular interest:</p> <p><b>Academic Honesty</b> 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><b>Drops and Withdrawals</b> 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><b>Special Services</b> 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><b>Disturbances</b>  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.</p> <p><b>Student Assignments Retained</b>  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><b>Contact Hours for this Course</b>  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><b>Course Policies</b></p>	<ul style="list-style-type: none"> <li>▪ This syllabus may be revised at the discretion of the instructor without the prior notification or consent of the student. The schedule below presents an approximate expectation of course progress. The instructor reserves the right to change the overall course grade weighting. Any changes will be announced in class.</li> <li>▪ In line with the university’s policy on academic honesty, please be advised that instances of academic dishonesty will result in a zero for the assignment and will be reported to the Dean of the School of Business and Technology for further disciplinary action. In this course we will use <a href="http://turnitin.com">turnitin.com</a>, an electronic database, which assists students and faculty with academic work.</li> <li>▪ The instructor will provide timely feedback on case assignments, examinations, and discussions.</li> </ul>
<p><b>Weekly Schedule</b></p>	<p>Week 1  Introduction  Chapter 1 – Introduction to Law and Reasoning  Chapter 20 – Formation of Sales and Lease Contracts  Chapter 10 – Nature and Terminology  Chapter 11 – Agreement</p> <p>Week 2  Chapter 12 – Consideration  Chapter 13 – Capacity and Legality  Chapter 14 – Mistakes, Fraud, and Voluntary Consent</p>

	<p>Week 3  Chapter 15 – The Stature of Frauds  Chapter 16 – Third Party Rights  Chapter 17 – Performance and Breach  Chapter 18 – Breach of contract and Remedies  Chapter 22 – Performance and Breach of Sales and Lease Contracts</p> <p>Week 4  Mid Term exam</p> <p>Week 5  Review of Mid-Term exam  Chapter 2 – Courts and Alternative Dispute Resolution  Chapter 19 – E-Contracts and E-Signatures  Chapter 21 – Title, Risk and Insurable Interest</p> <p>Week 6  Chapter 47 – Bailments (Bailments section only)  Chapter 8 – Intellectual Property and Internet Law</p> <p>Week 7  Chapter 6 – Intentional Torts  Chapter 7 – Negligence and Strict Liability  Chapter 23 – Warranties  TERM PAPER DUE</p> <p>Week 8  Chapter 46 – Antitrust Law</p> <p>Week 9  Final Exam</p>
<p><b>Additional Information</b></p>	<p>Students are expected to study the assigned material and assigned handouts <i>before</i> class, including the Glossary provided as a handout and the Glossary included in the text.</p> <p>Students are expected to have read the appropriate UCC codes contained in the chapter <i>before</i> class.</p>