Course Syllabus LAW 111P

Business Law

Number of ECTS credits: 7.5

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Course Description
Students entering virtually any field of business today must have at least a passing knowledge of legal concepts in order to function effectively in our global environment. During the first part of this course, particular emphasis is placed on Contracts Law, followed by an introductory look at topics including Conflicts of Law, Corporations, M&A, Compliance & White Collar Crime, Agency, Sales, Secured Transactions, and Bankruptcy.

Course Prerequisites
As this is an introductory course, there are no prerequisites.

Learning Objectives
Upon successful completion of this course, students are expected to gain:
   i) Knowledge and Understanding - a basic understanding, identification and analysis of the general legal framework, emerging trends and contemporary legal debates related to business law, particularly in an international context;

   ii) Judgment and Communication - an increased ability to identify legal issues, enhanced critical-thinking and legal-reasoning through interactive lectures, case studies, group work, written assignments and illustrations of the general principles of business law; and

   iii) Attitudes - an attitude of life-long learning, sensitivity to diversity and ethical considerations in business decision making (i.e., business decision makers should consider not just whether a decision is “legal” but also whether it is “ethical”).
# Syllabus

## Business Law: LAW 111P

**Course Schedule**

<table>
<thead>
<tr>
<th>CLASS</th>
<th>TOPIC</th>
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| Week 1 | **Class Welcome: What is the Law?**  
Chapter 1: Origin and Nature of Law  
Case Study on Conflicts of Law |
| Week 2 | **Introduction to Contracts**  
Chapter 4: Nature, Classification & Formation of Contracts |
| Week 3 | **Chapter 4 (con’t)**  
Case Study on Formation of Contracts |
| Week 4 | **Chapter 5: Reality of the Contract: Did the Minds Meet?**  
Case Study on “Mistakes in Contracts” |
| Week 5 | **Chapter 6: Capacity of the Parties & Legality**  
Case Study on Capacity to Contract |
| Week 6 | **Chapter 7: Statute of Frauds**  
**Chapter 8: Discharge, Damages & Remedies**  
Case Study on Damages |
| Week 7 | **Chapter 9: CISG**  
Convention on Contracts for the International Sale of Goods  
**Midterm Exam** |
| Week 8 | **Chapter 13: Law of Secured Transactions/Bankruptcy**  
Case Study on Bankruptcy |
| Week 9 | **Chapter 14: Law of Agency**  
Case Study: Sample Forms of Power of Attorney |
| Week 10 | **Chapter 15: Types of Business Organization**  
Case Study on Business Formation |
| Week 11 | **Chapter 16: Corporations: Nature, Formation and Powers**  
**Chapter 17: Management of the Corporation** |
| Week 12 | **Chapter 19: Focus on Fraud**  
Case Study: Would you make a Good Compliance Officer? |
Syllabus:

Week 13 | Final Group Presentations
Week 14 | You and Your Attorney - A Look at the Legal Profession
        | Review Final Exam
Week 15 | Final Exam

**Course Materials**


Case Studies and additional readings: Supplemental handouts and case studies will be distributed during class.

**Course Assessment**

Students will be evaluated on the basis of their performance as follow:

- Homework Assignments 1 & 2: 10% (5% each)
- Presence & Participation: 10%
- Final group presentation: 25%
- Midterm examination: 25%
- Final examination: 30%

**Grading Scale of Vesalius College**

Vesalius College grading policy, in line with the Flemish Educational norms, is now stated as follows:

<table>
<thead>
<tr>
<th>Letter grade</th>
<th>Scale of 20</th>
<th>Scale of 100</th>
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<tbody>
<tr>
<td>A</td>
<td>17.0-20.0</td>
<td>85-100</td>
</tr>
<tr>
<td>A-</td>
<td>16.1-16.9</td>
<td>81-84</td>
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<tr>
<td>B+</td>
<td>15.3-16.0</td>
<td>77-80</td>
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<tr>
<td>B</td>
<td>14.5-15.2</td>
<td>73-76</td>
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<tr>
<td>B-</td>
<td>13.7-14.4</td>
<td>69-72</td>
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<tr>
<td>C+</td>
<td>13.1-13.6</td>
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<td>C-</td>
<td>11.5-12.2</td>
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<td>D+</td>
<td>10.7-11.4</td>
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<td>D</td>
<td>10.0-10.6</td>
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<td>F</td>
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Further Description of Assessment Activities and Grading Criteria

I. Homework Assignments (10% total)

The following criteria will be applied in assessing Homework Assignments #1 and #2:

1) Papers should be 2-3 pages (maximum 3 pages), double-spaced.
2) Cite complete references to any and all external sources used.
3) Due dates for Homework Assignments #1 and #2 will be announced during class.
4) One paper copy of your assignment must be submitted at the start of class. If you cannot attend class, please e-mail your paper to Professor Gardner prior to the start of class.
5) Grading Scale: 5 points maximum per assignment

   5 points = “Publishable” work
   4 points = Congratulations, you have exceeded expectations for this assignment. Well done!
   3 points = You have successfully met all the requirements for this assignment. Keep up the good work.
   2 points = You have failed to meet all the requirements for this assignment. You can do better.
   0-1 point = See comments on the paper / failure to complete the assignment.

II. Presence and Participation (10%)

All students are encouraged to actively participate in class and will be assessed based on preparedness and meaningful contribution to class discussions. Assessment guidelines also include:

1) Be On Time! Students are expected to be on time for class. If you anticipate that you will be late, please inform Professor Gardner in advance by e-mail.
2) Use of cell phones, text messaging and social media during class is strictly forbidden (except in case of emergency, with prior approval of Professor Gardner).
3) Except as otherwise instructed, bring your textbook to all class sessions.

III. Final Group Presentation (25%)

The following criteria will be applied in assessing the Final Group Presentations:

A. Your Task
   In teams, students will prepare a 10 minute presentation for their Final Group Presentations based on a major fraud case involving “white collar crime”. Examples may include: Societe Generale, Enron, Parmalat, Barings Bank, Sumitomo, Bernard Madoff Investment Securities LLC, Siemens, Chiquita Brands Int’l, Clearstream Luxembourg and many others.
The selection of all fraud cases must be approved by Professor Gardner in advance in order to avoid duplication. Approval will be granted on a “first come” basis.

Your team will be expected to speak for a maximum of 10 minutes total, dividing the presentation into 3 parts (see, below). All presentations will take place during class during Week 13.

B. Evaluation
You and your teammates will be evaluated as follows:
1. Introduction: Clear presentation of facts and a solid understanding of the business context? For example, what was the nature of the fraud? What happened in this case? How was the fraud uncovered? Did the company have effective fraud detection measures & techniques in place? Was a whistleblower involved?

2. Discussion: Integration of legal concepts learned in class and Barron’s Business Law? Discuss the fraud from a legal point of view. What were the legal elements necessary for a finding of fraud in this case?

3. Conclusion: What were the “lessons learned” in this case? For example, what was the effect on the company and the perpetrator of the fraud (financial impact, reputation, criminal sanctions, etc)? In your view, does fraud pay? Why or why not?

4. Timing: Ability to remain within the restricted time limit of 10 minutes?

5. Other: Please provide one paper copy of your team’s presentation + a complete list of all references and sources of information used. All papers are due at the start of class.

Academic Honesty Statement
Academic dishonesty is NOT tolerated in this course. Academic honesty is not only an ethical issue but also the foundation of scholarship. Cheating and plagiarism are therefore serious breaches of academic integrity.

Following the College policy, cheating and plagiarism cases will be communicated in writing to the Associate Dean for Students and submitted to the Student Conduct Committee for disciplinary action.

If you refer to someone else’s work, appropriate references and citations must be provided. Grammar, spelling and punctuation count, so use the tools necessary to correct before handing in assignments.