

Sales Law
Class Schedule and Assignments:
Thursdays: 6:30—8:20p.m.
University of La Verne College of Law
Spring 2018

Professor:

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University of La Verne's Mission:

It is the mission of the University of La Verne to provide opportunities for students to achieve their educational goals and become contributing citizens to the global community.

The University of La Verne shares four core values that promote a positive and rewarding life for its students through fostering a genuine appreciation and respect for:

1. A Values Orientation

The University affirms a philosophy of life that actively supports peace with justice, the health of the planet and its people. Therefore, in light of this affirmation, it encourages students to become reflective about personal, professional, and societal values. It also encourages values-based ethical behavior.

2. Community and Diversity

The University promotes the goal of community within a context of diversity. Therefore, it encourages students to understand and appreciate the diversity of cultures that exists locally, nationally, and internationally. It also seeks to promote appreciation and preservation of biodiversity by helping students understand the impact/dependence of human beings on their environment.

3. Lifelong Learning

The University commits itself to promoting education that facilitates lifelong learning. Therefore, it teaches students how to learn, to think critically, to do

constructive research, and to access and integrate information in order to prepare them for continued personal and career growth.

4. Community Service

The University believes that personal service is a primary goal of the educated person. Therefore, it encourages students to experience the responsibilities and rewards of serving the human and ecological community.

College of Law Vision, Mission and Values:

Vision and Mission

- *Vision:* La Verne Law is an incubator for innovation in legal education, thought, and advocacy for individuals passionate about serving their communities and promoting access and justice.
- *Mission:* The mission of La Verne Law is to guide our students in the discovery of law and self as they prepare for the practice of law or other professional careers. Our faculty of scholars and teachers is committed to creating an innovative, collaborative learning environment designed to develop the knowledge and skills relevant to achieving individual and professional success.

Our mission includes educating, and enhancing the professional lives of the members of the local, regional, national, and international communities we encounter—students, faculty, staff, administrators, alumni, members of the bench and bar, and others who pursue social justice.

Our mission is grounded in the core values of the University of La Verne—life-long learning, ethical reasoning and decision-making, diversity and inclusivity, and community and civic engagement.

Difference-making is our legacy.

Values & Principles

- *University Values:* As a College within the University of La Verne we adopt and endorse the University core values of Life-long Learning, Diversity and Inclusivity, Community Engagement, and Ethical Reasoning
 - *College of Law Core Principles and Values:* As an institution dedicated to teaching and training the next generation of lawyers and leaders, we operate institutionally and individually on the

principles of professionalism, innovation, ethics, student centeredness and community enhancement.

- In our actions and interactions, we are and seek to be:
 - affirming,
 - respectful,
 - humble,
 - accountable,
 - committed,
 - inclusive,
 - empathetic,
 - responsive,
 - passionate, and

American Bar Association—Student Learning Outcomes:

ABA Standard 302. LEARNING OUTCOMES

A law school shall establish learning outcomes that shall, at a minimum, include competency I the following:

- (a) Knowledge and understanding of substantive and procedural law;
- (b) Legal analysis and reasoning, legal research, problem solving, and written and oral communication in the legal context;
- (c) Exercise of proper professional and ethical responsibilities to clients and the legal system; and
- (d) Other professional skills needed for competent and ethical participation as a member of the legal profession.

Course Description:

Sales Law governs the relationship between merchants and focuses on the transfer of ownership of property from one person to another for value. The course will primarily explore Article 2 of the Uniform Commercial Code (UCC), a body of law governing mercantile transactions adopted in whole or in part by the states. Moreover, Sales Law appears on the multistate bar exam and frequently is also tested as part of the essay portion on the California Bar Exam.

Course Objectives/Learning Outcomes:

This course requires the student to:

- Conduct statutory interpretation.
- Compare and contrast UCC and common law
- Problem solve legal disputes
- Critically analyze judicial decisions

At the conclusion of the student's participation in Sales Law, the student shall:

- Understand the foundational building blocks of a contract.
- Achieve competency in statutory interpretation.
- Achieve the knowledge and skill to identify the legal issues in sales agreements.
- Achieve competency the difference in application of common law and UCC.

Required Textbooks:

Carol L. Chomsky, Christine L. Kunz, Jennifer S. Martin and Elizabeth R. Schiltz,
Learning Sales Law, 2-16
Articles 1 and 2 of the UCC (online)

Attendance:

Regardless of excuse, absences in excess of 20% of a class will result in the automatic exclusion of the student from that class. Excessive absences may result in an "F" for the class.

Use of Laptops, Ipads, Smart/cell phones:

LAPTOP, Ipad, smart/cell phone use is permitted for an academic purpose in this class. Any one observed using any of these items for non-academic purposes may be asked to leave the room and will be marked absent for the class.

Course Readings and Assignments:

See Appendix 1, attached hereto.

Performance Expectations and Evaluation:

Class Participation:

Students are expected to attend, engage and participate in each class session. Parasitic Voyeurs will not be tolerated. Timeliness and diligence are powerful skills/traits of a successful law student and professional.

You are expected to be in your seats and ready to begin class promptly at the start of each class. Your failure to be timely could cost your client his or her case, and even his or her freedom. Everyone has to contend with expected contingencies (e.g., traffic, computer crashes, doctor appointments, etc.).

Schedule your day such that you may manage such contingencies when they occur. Tardiness may constitute an absence.

Graded Assignments

Midterm	30 points/ 30%
Final Exam	70 points/ 70%
Total Points/ Grade	100 points/ 100%

Communication:

You are invited to contact your professor at any time. If you need an appointment, I will make myself available Monday through Sunday, at a mutually convenient date and time. You are strongly encouraged to try to resolve your questions initially by e-mail. If you have a problem relevant to our class, **DO NOT WAIT UNTIL YOUR PROBLEM EVOLVES INTO A CRISIS TO COMMUNICATE WITH YOUR PROFESSOR.** You can email me at nyreegray@gmail.com. You can make an appointment at a time that is mutually convenient.

Manual of Academic Policies and Procedures:

All students are instructed to review and are assumed to have acknowledged and adopted the terms and conditions of the College of Law's *Manual of Academic Policies and Procedures* as well as the policy on Professionalism.

Disability Accommodations:

If you need academic accommodations for a disability, contact the Registrar's Office at 909-460-2010, to verify the disability and establish eligibility for accommodations.

Disclaimer

The professor reserves the right to make correction, changes, and other alterations to the syllabus, course requirements, and other elements contained herein. Such changes will be communicated to the students either in a regular class session or other appropriate means (e.g., email). All matters pertaining to student rights and responsibilities as outlined in the ULV catalog are adopted herein.

Weekly Reading and Assignments

Week 1	1/10/19	Class overview – in class assignments
Week 2	1/17/19	Read introduction and Chapter 1
Week 3	1/24/19	Read Chapter 2
Week 4	1/31/19	Read Chapter 3
Week 5	2/7/19	Read Chapter 4
Week 6	2/14/19	Read Chapter 5
Week 7	2/21/19	Read Chapter 6
Week 8	2/28/19	Midterm
	3/7/19	Spring Break
Week 9	3/14/19	Read Chapter 7
Week 10	3/21/19	Read Chapter 8
Week 11	3/28/19	Read Chapter 9
Week 12	4/4/19	Read Chapter 10
Week 13	4/11/19	Complete Chapter 10
Week 14	4/18/19	Semester Review