

COURSE SYLLABUS
GMan 307
Legal Aspects of Management

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Because you are all intelligent, I assume you do not want to become lawyers. Consequently, the course is designed to acquaint you with the legal system, generally, and with specific areas of law. The course is broken down into two main areas. First, contract law. Because contracts are formed, performed and/or breached almost daily in all business relationships or situations, this area will consume the first half of the course. The second area will cover a variety of legal issues that confront the business community most often.

The basic approach of this course will be readings from the text and class discussion of the material. Also, each chapter has assigned "Problems/Questions" that appear at the end of each chapter. You are expected to prepare a short, one page analysis, of the assigned questions for class discussion. Also, there are "cases" within each chapter which you should read and outline for class discussion. Unless otherwise assigned or instructed, your answers/analysis of the problems and the cases are NOT to be turned in and they will not be graded. However, we will discuss the cases in class and individual students will be called upon to discuss the facts and the issues. Also, other "Problems/Questions," though not assigned in advance, may be discussed in class, as well. Consequently, you will benefit from these cases and the end of chapter questions/problems if you prepare answers/analysis to them. The class may be presented with a "problem situation" which may require analysis and discussion. Class discussion and lecture will extend the coverage to more day-to-day aspects of the material. Each week we will spend a few minutes at the beginning of class discussing current legal issues and matters. The material will be taken from The Wall Street Journal and legal journals. The intent is to bring into the classroom current legal issues which affect the business community. Also, I will ask students to bring work-related material to class for discussion.

Court decisions play a very important role in the law. Although legislative bodies write the law,

appellate courts interpret the law. Consequently, you are expected to read the various cases within the body of each chapter discussed above. Some cases may be discussed in detail, while other cases may be merely touched upon. The usual method for class discussion of cases calls for student participation. Volunteers will be solicited. If no student volunteers, then a student will be called upon to discuss the case, material or question. The method of case analysis and discussion will be given the first meeting. However, a good discussion of the case reading & briefing technique is located in the text at pages 24-25.

Examinations/papers: There will be two (2) papers. One paper will be given out the fourth class meeting and it will be due the sixth week. The second paper will be given out the ninth week and due the last week. You will be expected to use logic and the knowledge that you gain to discuss in detail the legal significance of the facts, and the possible outcome using the legal principles we have learned. The papers will be graded upon your ability to discern the relevant legal issues raised by the facts; your ability to state the various rules of law applicable to the issues raised; your ability to reason clearly and logically, and your ability to argue persuasively. I will discuss the papers in more detail in class. Because of time limitations, late papers will not be accepted. If you have a problem which prevents you from attending class or completing assignments on time, please contact me as soon as possible.

Questions: You are encouraged to ask questions concerning the course material. The law is not clear and concise. Consequently, a dialogue and a debate of the issues and law covered during the course are expected. However, for the benefit of all students, please limit questions of a personal nature. General, workplace, or business-related questions are far more beneficial. Also, if you have any questions which are not answered in class, or if you need to discuss something not related to the lectures, please see me before or after class or during the break. Also, you may call me at my office or home. Do not hesitate calling me. Also, you may leave e-mail for me if you cannot reach me, or if you prefer to use your computer to avoid more important work.

Grading: The course grade will be based upon the standard 4 point, A-F, range. Each paper will be graded and each will make up 50% of your course grade. To pass the course you must also be prepared to discuss the chapter cases and the problems/questions if called upon.

Attendance: Students are expected to attend class regularly. If you cannot attend from illness or work-related problems, please let me know. Because class participation is an integral part of the course, and the learning process, attendance will play a part in final grades. Any student who merely attends to pick up and drop off exam papers may be subject to a grade reduction of one full grade.

Text: *Business Law, The Ethical, Global, and E-Commerce Environment*, Mallor, Barnes, et al. 14th Ed. McGraw-Hill Irwin, (2010) ISBN 978-0-07-337764-3

The Instructor: Mr. George Papagiannis JD, MBA, is a practicing attorney and a member of the California State Bar, and he is admitted before the Federal Courts in California.