

**GBUS 3351 – Business Law**  
**Sul Ross State University – Rio Grande College**  
**Dr. Terry C. Carson**

**Introduction to Business Law**

Business Law (or Commercial Law) is a broad concept that governs transactions between business entities, with the exception of maritime transportation of goods. Business Law includes all aspects of business, including advertising and marketing, collections and bankruptcy, banking, contracts, and negotiable instruments.

The Uniform Commercial Code (UCC) is the primary authority that governs commercial transactions. The UCC has been adopted by every state in the United States. Although the business world undergoes constant change, commercial laws have remained relatively static.

**Student learning Outcomes and Course Objectives**

1. Students demonstrate the ability to critically analyze and interpret information in order to identify and propose possible solutions to complex problems in business.

*Assessment:* Case studies, written case analysis, solution proposals.

2. Students develop and produce effective written communication for diverse groups both within and outside of the organization.

*Assessment:* Written summary reports (internal and external), written case study summary.

3. Students identify differing views with respect to corporate social responsibility, ethics, and accountability.

*Assessment:* Case studies, simulation exercises, application of business law case.

4. Students demonstrate and understanding of the important fields of knowledge utilized in business administration, including management, accounting, business law, economics, and finance.

*Assessment:* Business Administration Major Field Test (MFT).

**Lecture Focus:**

Chapter 1 – Defining the Law, Morality, and Ethics

Chapter 2 – Purpose and Operation of Law

Chapter 3 – The Judicial Process

Chapter 4 – Alternative Dispute Resolution

Chapter 5 – Criminal Law

Chapter 6 – Tort Law

Chapter 7 – Essentials of Contract Law

Chapter 8 – Offer, Acceptance, and Mutual Assent

Chapter 9 – Consideration

Chapter 10 – Capacity

Chapter 11 – Written Contracts and Cyber-Commerce

Chapter 12 – Third Parties, Discharge, Remedies

Chapter 13 – Sales Contracts

Chapter 14 – Sales Contracts

Chapter 15 – Product Liability and Consumer Protection

Chapter 20 – Mortgages

Chapter 21 – Bankruptcy Law

Chapter 25 – The Business Entity

## **Grades and Exams**

Grades are determined by participation in weekly Discussion Question assignments. Timely and accurate responses to weekly Discussion Questions constitute 20% of the grade in the course. Three online exams constitute 80% of the grade in this course. Exam dates, times, and instructions will be posted to the "Announcements" link on the course website and sent to your Sul Ross email account.

## **Required Text**

Paul A. Sukys, Gordon W. Brown. Business Law with UCC Applications, 14<sup>th</sup> edition, McGraw-Hill-Irwin, 2017. ISBN: 978-0-07-773373-5. The electronic version of this book is also available at a significantly lower price.

## **Online Course Procedures**

It will be your responsibility to check the Blackboard website and your Sul Ross email frequently. All communications for this course will occur through the course website and your Sul Ross email account. Use Google Chrome or Mozilla Firefox as your web browser for this course.

## **Contact Information**

Dr. Terry C. Carson  
[tcarson@sulross.edu](mailto:tcarson@sulross.edu)  
(830) 279-3042 (office)  
Uvalde Campus, Office A108

## **Office Hours**

Tuesday/Thursday 8:00 a.m. – 11:00 a.m.  
Friday 8:00 a.m. – 10:30 a.m.  
Monday/Wednesday by appointment

## **Marketable Skills for the BBA**

1. Students will have the ability to apply the principles of business they learn in the BBA to the management of existing businesses or the creation of a new business.
2. Students will have the ability to use research and analysis to make informed decisions.
3. Students will have the ability to write business letters, emails, resumés, and reports.

4. Students will have the ability to make effective oral presentations to both professional and general audiences.

### **SRSU Distance Education Statement.**

Students enrolled in distance education courses have equal access to the university's academic support services, such as library resources, online databases, and instructional technology support. For more information about accessing these resources, visit the SRSU website. Students should correspond using Sul Ross email accounts and submit online assignments through Blackboard, which requires secure login. Students enrolled in distance education courses at Sul Ross are expected to adhere to all policies pertaining to academic honesty and appropriate student conduct, as described in the student handbook. Students in web-based courses must maintain appropriate equipment and software, according to the needs and requirements of the course, as outlined on the SRSU website. Directions for filing a student complaint are located in the student handbook.

### **Libraries**

The Bryan Wildenthal Memorial Library in Alpine.

Offers FREE resources and services to the entire SRSU community. Access and borrow books, articles, and more by visiting the library's website, [library.sulross.edu](http://library.sulross.edu). Off-campus access requires logging in with your LoboID and password. Librarians are a tremendous resource for your coursework and can be reached in person, by email ([srsulibrary@sulross.edu](mailto:srsulibrary@sulross.edu)), or phone (432-837-8123).

The Southwest Texas Junior College (SWTJC) Libraries at Uvalde, Del Rio, and Eagle Pass.

Offer additional access to library spaces and resources. Del Rio, Eagle Pass, and Uvalde students may also use online resources available through SWTJC website, [library.swtjc.edu](http://library.swtjc.edu). The SWTJC Libraries serve as pick-up locations for InterLibrary Loan (ILL) and Document Delivery from the Alpine campus.

### **Academic Integrity**

Students in this class are expected to demonstrate scholarly behavior and academic honesty in the use of intellectual property. A scholar is expected to be punctual, prepared, and focused; meaningful and pertinent participation is appreciated. Examples of academic dishonesty include but are not limited to: Turning in work as original that was

used in whole or part for another course and/or professor; turning in another person's work as one's own; copying from professional works or internet sites without citation; collaborating on a course assignment, examination, or quiz when collaboration is forbidden.

### **Classroom Climate of Respect**

Importantly, this class will foster free expression, critical investigation, and the open discussion of ideas. This means that all of us must help create and sustain an atmosphere of tolerance, civility, and respect for the viewpoints of others. Similarly, we must all learn how to probe, oppose and disagree without resorting to tactics of intimidation, harassment, or personal attack. No one is entitled to harass, belittle, or discriminate against another on the basis of race, religion, ethnicity, age, gender, national origin, or sexual preference. Still we will not be silenced by the difficulty of fruitfully discussing politically sensitive issues.

### **Diversity Statement**

"I aim to create a learning environment for my students that supports a diversity of thoughts, perspectives and experiences, and honors your identities (including race, gender, class, sexuality, religion, ability, socioeconomic class, age, nationality, etc.). I also understand that the crisis of COVID, economic disparity, and health concerns, or even unexpected life events could impact the conditions necessary for you to succeed. My commitment is to be there for you and help you meet the learning objectives of this course. I do this to demonstrate my commitment to you and to the mission of Sul Ross State University to create an inclusive environment and care for the whole student as part of the Sul Ross Familia. If you feel like your performance in the class is being impacted by your experiences outside of class, please don't hesitate to come and talk with me. I want to be a resource for you."

### **SRSU Disability Services**

SRSU Disability Services. Sul Ross State University (SRSU) is committed to equal access in compliance with Americans with Disabilities Act of 1973. It is SRSU policy to provide reasonable accommodations to students with documented disabilities. It is the student's responsibility to initiate a request each semester for each class. Students seeking accessibility/accommodations services must contact Rebecca Greathouse Wren, LPC-S, SRSU's Accessibility Services Coordinator at 432-837-8203 (please leave a message and we'll get back to you as soon as we can during working hours), or email [rebecca.wren@sulross.edu](mailto:rebecca.wren@sulross.edu). Our office is located on the first floor of Ferguson Hall (Suite 112), and our mailing address is P.O. Box C-122, Sul Ross State University, Alpine, Texas, 79832.

