



## MEMORANDUM FOR CADETS ENROLLED IN LW488, BUSINESS LAW

SUBJECT: LW488 Course Introduction

1. Welcome to LW488, Business Law! In your service to our nation, you will likely manage funds and other resources vital to the success of the Army's mission. In addition to engaging in private business transactions of your own, you may be called upon to assist fellow Soldiers with business issues or to negotiate for the government on business matters. To do so wisely it is important that you understand the legal world in which businesses operate.

### 2. Course Objectives

a. Survey the diverse areas of law governing the conduct of business and develop an appreciation of the multidimensional nature of business law and how extensively it pervades our daily lives.

b. Develop critical thinking skills by analyzing and evaluating case scenarios.

c. Recognize the ethical aspects of business decisions.

d. Provide a basic understanding of the influence of political, social, legal, environmental, and technological issues on the conduct of business.

e. Prepare you as an officer, citizen, and leader to recognize and resolve legal issues in your everyday business dealings.

3. This course will expose you to business law largely in the context of factual situations. We will study real cases with real parties suing their adversaries in court to vindicate their interests. We will also conduct practical exercises designed to make you think critically and reason logically. The major subdivisions of the course are highlighted in your syllabus, which is forwarded to you separately.

4. Course Materials. Our primary text will be Miller & Jentz, *Business Law Today – The Essentials* (8th ed. 2008). There will be some additional materials provided in class. The course moves quickly. It is critical that you stay on top of the reading assignments and arrive at class prepared for discussion.

5. Grades

a. Grades are based on three written partial reviews (WPRs), participation in a mock trial, a research paper, a term end examination (TEE), and a class preparation grade, as follows:

WPRs (3 @ 125 points each)	375 points
Mock Trial	100 points
Research Paper	300 points
TEE	125 points
Class Preparation Grade	100 points
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Total	1000 points

b. Research Paper. You will research and write a short (minimum of 8 pages) legal paper on a business law topic of your choosing (with approval of the instructor). The paper is to be double spaced with 1" margins and 12 point font. You must cite to your research/reference materials using footnotes.

c. Class Preparation Grade. The class preparation grade is based on your preparation of cases and other materials for each class. This may be assessed by case recitation, written assignments, quizzes, and/or other methods.

d. Grading Scale:

<u>Letter Grade</u>	<u>Percentage of Marks Earned</u>
A+	97-100
A	93-96.9
A-	90-92.9
B+	87-89.9
B	83-86.9
B-	80-82.9
C+	77-79.9
C	73-76.9
C-	70-72.9
D	67-69.9
F	0-66.99

You must attain at least a D grade (67% average) to pass LW488.

6. Documentation Policy. All graded submissions will comply with the United States Military Academy Documentation of Written Work, August 2007, available at [http://www-internal.dean.usma.edu/staff/aad/DWW/DWW\\_Aug2007.pdf](http://www-internal.dean.usma.edu/staff/aad/DWW/DWW_Aug2007.pdf). It is your responsibility to read and become familiar with this policy. If you have any questions regarding the policy or your work, please contact me.

7. Absences. You must notify me in advance if you will be absent from class. If you do not, I will record the missed class as an unexcused absence. Unexcused absences will result in a reduced class preparation grade. Exceptions to this policy will be made only for the most compelling of reasons. Those absent from class, whether excused or unexcused, are still responsible for the assigned work.

8. I can be reached during the day at 938-4543. My office is located in the Department of Law, Building 606, 4th Floor, Room 418. Please don't hesitate to seek my assistance if you feel the need—my door is always open. Best of luck in the coming semester.

THOMAS D. WHITE JR.  
MAJ, JA  
Course Director and Assistant Professor,  
Department of Law