B Law 444, Section 001  
Spring 2016  
Advanced UCC  

Location: 004 Business Bldg  
Meeting Times: Tu, Th 4:15 p.m. - 5:30 p.m.  
Being Late is a Very Bad Thing  
Instructor: Prof. Jeff Sharp  
Course Text: Miller, Business Law Today 10th  
This is a custom publication reducing the cost.  

Course Description and Objectives  
This course is designed to: (1) provide the student with a systematic study and understanding of the laws governing sales transactions, the instruments for financing those transactions and rights and liabilities of debtors and creditors (the Uniform Commercial Code governs these issues); (2) to explore current trends in the law affecting commercial transactions; (3) to develop further the student's legal reasoning processes; (4) to enhance the student's ability to identify legal issues from the business decision maker’s and financial auditor’s perspectives. Instructional methods will include lectures, readings, multimedia content, and class discussions. Student progress and mastery of the material will be evaluated through periodic examinations. Some state C.P.A. Boards require completion of this course as a prerequisite to obtaining certification as a public accountant.  

Office Phone: 865-0582  
Office Address: 309 Business Bldg.  

Please Note:  
You may NOT OPERATE or MONITOR a COMPUTER, TABLET, CELL PHONE or other electronic device (INCLUDING WEARABLE TECHNOLOGY) in class unless you have been granted special permission from the instructor.  
Electronic or technologically aided recording of a lecture is prohibited without the permission of the instructor.  
There will be an assigned seat for each student.
## B Law 444 Schedule — Spring 2016

*(subject to revision)*

Chapter numbers relate to Miller, *Business Law Today* 10th

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<th>Thursday</th>
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<td>Jan 12, 14</td>
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<td>Ch 15</td>
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<td>2</td>
<td>Jan 19, 21</td>
<td>Ch 15</td>
<td>Ch 16</td>
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<td>3</td>
<td>Jan 26, 28</td>
<td>Ch 16</td>
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<td>4</td>
<td>Feb 2, 4</td>
<td>Ch 17 (437-444 only)</td>
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<td>5</td>
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<td>Ch 18</td>
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<td>Apr 19, 21</td>
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<tr>
<td>15</td>
<td>Apr 26, 28</td>
<td>Ch 22</td>
<td>continued</td>
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### Official Class Communication

All official communication to you will be through your PSU e-mail account and the course page on the Angel system. You are responsible for checking your PSU e-mail account on a daily basis for class information.
EMAIL QUESTIONS

I do not know how to "touch type." My "hunt and peck" method is quite slow. Very short email messages back and forth are fine. However, answering questions regarding the law, cases, how to study for exams, and other course content issues are difficult to adequately answer by email. Please come to office hours for these concerns. If you cannot arrange an office hours meeting, please contact me through my office phone.

E-mails received after 4:30 p.m. will be deemed to have been sent at 8:30 a.m. on the next business day.

Please note that Saturday, Sunday, and Government Designated Holidays are not business days.

OFFICE HOURS

There will be no office hours on days the university is closed or on a government designated holiday. There will be NO OFFICE HOURS on a day on which an EXAM will be held. In addition, THERE WILL BE NO OFFICE HOURS DURING FINALS WEEK.

You do not need an appointment to come during office hours. Times are:

Monday 10:30 a.m. - 12:00 p.m.
Wednesday 3:00 p.m. - 4:30 p.m.

309 Business Bldg.

IF YOU DESIRE TO REVIEW YOUR MOST RECENT EXAM, Please email your request to me one business day in advance so that I can retrieve your documentation from the class bundle. E-mails received after 4:30 p.m. will be deemed to have been sent at 8:30 a.m. on the next business day. Saturday, Sunday, and Government Designated Holidays are not business days.

Please note: If you drop the course, You will no longer have access to your exams.
ACADEMIC INTEGRITY - THE SMEAL HONOR CODE

We, the Smeal College of Business Community, aspire to the highest ethical standards and will hold each other accountable to them. We will not engage in any action that is improper or that creates the appearance of impropriety in our academic lives, and we intend to hold to this standard in our future careers.

For the purposes of this course, all exams and assignments are to be completed without notes or reference material, without assistance from others, and without assisting others. All written submissions, including exams, will carry the Smeal College academic integrity pledge. This pledge will affirm the following:

I affirm that I have neither given, received, nor witnessed unauthorized aid on this deliverable and have completed this work honestly and according to the professor's guidelines.

All Students in this class, whether or not you are a Smeal College student, will be held to the highest Academic Integrity standards. The instructor will seek the academic sanction of COURSE FAILURE ("F") for any breach of the Academic Integrity Standards relating to any exam. Sanctions for other breaches will be determined and applied on a case-by-case basis.

There is additional information regarding Penn State’s academic integrity policy on the last page of this document.

CLASS CONDUCT EXPECTATIONS

An effective classroom environment depends on the cooperation of all. Distractions or disruptions are not acceptable. You are expected to refrain from:

- Walking into class late
- Operating Cell Phones and Wearable Technology (including texting)
- Operating Computers or Tablets
- Operating other digital devices
- Carrying on conversations with others in the room
- Any conduct that would be a distraction to another student or the instructor

Please respect your fellow students and the classroom environment. Penn State policies provide remedies for responding to disruptive conduct.
EXAMS

All Exams prior to the final exam will be conducted in-class during the regularly scheduled class period.

There will be no conflict exams during the regular semester.

It is your responsibility to file for a conflict FINAL exam through the university’s system prior to the deadline. Do not purchase end of semester transportation tickets without consulting the final exam schedule.

Makeups for missed EXAMS will be administered during the University FINAL EXAM PERIOD.

You should commence your EXAM preparation well in advance of the EXAM date. Questions regarding EXAM material will not be answered on the day of the EXAM.

Arrive for all EXAMS at least 5 minutes early. Those arriving after commencement of the EXAM announcements and instruction will be sent to a waiting area until all EXAMS have been distributed.

Anyone arriving after the first student has completed an EXAM will not be permitted to take the EXAM.

EXAMs will be objective in form. They will be machine graded. You must use a no. 2 pencil to complete your EXAM answer sheet. Pencils will not be supplied by PSU or the instructor. The instructor reserves the right to verify the identification of each EXAM taker.

You MUST bring your student I.D. to each EXAM.

You are expected to take all EXAMS.

Any EXAM not taken at the scheduled time will be deemed a missed EXAM unless prior permission has been granted or you have a PSU approved excuse. Any missed EXAM will be scored as a ZERO (as if you took the EXAM and missed all questions). No upward adjustment or curve will be added to a missed EXAM.

What is prior permission? The instructor may (or may not), at his discretion, permit the advanced rescheduling of an EXAM. This is rarely granted due to the potential for obtaining an unfair timing advantage over the other students in the class. Should you believe you should be given an EXAM at a time other than the scheduled time, you must contact the instructor at his office (not residence) at least one week prior to the date of the scheduled EXAM. To insure fairness to all, I will not accommodate vacation schedules or social schedules.
What is a PSU approved excuse? These fall into two categories: health related and non-health related. Do not forego medical attention to take the EXAM! A non-health related excuse requires proof that you were or will be conducting PSU business at the time of a scheduled EXAM. Proof must be provided through a PSU academic official who has approved of your missing an EXAM for that purpose. Lack of study time, preparation time or sleep caused by a non-health related matter (such as a field trip) will not be accepted as an excuse. Non-health related excuses apply only to activities that occur during the scheduled EXAM period.

If you miss an exam, you must contact me within 48 hours of returning to town or recovery from illness or other reason you missed. Late notice for a valid excuse will be deemed a 2 letter grade penalty on the exam. Late notice for impermissible excuses will receive a zero for the exam.

It is your responsibility to arrange for makeup EXAMs with the instructor. You must get confirmation that you have been permitted a makeup EXAM from the instructor by email from the instructor. Save the e-mail for verification. Because networks crash, spam filters capture legitimate emails, and email addresses can be mis-typed, merely telling the instructor that you sent an email requesting a makeup will not suffice. You must have a confirmation to be eligible for a makeup EXAM.

**Grading (Assessment)**

You will complete three exams (the 3rd exam will be a noncomprehensive final exam). They will be equally weighted. (1/3 each). Your grade will be determined by summing your three exam scores and dividing by three.

A letter grade will be assigned pursuant to the scale presented below.

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<th>RANGE</th>
<th>GRADE</th>
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<tr>
<td>91-100</td>
<td>A</td>
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<tr>
<td>89-90</td>
<td>A-</td>
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<tr>
<td>87-88</td>
<td>B+</td>
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<tr>
<td>81-86</td>
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<td>60-69</td>
<td>D</td>
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<tr>
<td>00-59</td>
<td>F</td>
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COPYRIGHT CLAIM TO CLASSROOM LECTURES, PRESENTATIONS, AND EXAMS

The classroom lectures, presentations, and EXAMs are the property of PSU and Jeff Sharp unless otherwise stated. PSU and Jeff Sharp claim all rights under all U.S. copyright laws to classroom lectures, presentations, and EXAMs. ©2016 Jeffery M Sharp. All Rights Reserved. Any unauthorized recording, transcription, duplication, or distribution of material subject to this copyright is prohibited.

Students are granted a limited license to access and use Professor Sharp’s classroom materials, which are protected by U.S. copyright laws. Students do not have permission to provide Professor Sharp’s classroom materials to persons not registered for this course during the current semester, whether for profit or free of charge. Students do not have permission to provide Professor Sharp’s classroom materials to note taking or note distribution services. Nittany Notes and all other third parties (INCLUDING ONLINE SITES) Have Been Denied Permission to republish (including online posting) the contents of the course web page, the class slides, or any other material created for or presented in this class. Please inform Prof. Sharp if said materials are being taken and republished (POSTED ONLINE) by third parties so that the Copyright can be defended. You will not regret helping him.

Electronically or Mechanically Recording lectures without the explicit permission of the professor being recorded is PROHIBITED.

The Slides Published on Angel ARE NOT class notes
Slides printed from Angel are Useless if you Did Not attend class

The slides published before each class are designed to help you minimize writing during my lecture. They are a speed-up device for convenience only. THE SLIDES ARE INCOMPLETE. It is VERY DANGEROUS to use the slides as a study aid if you did not come to class. To protect you, I will not answer general questions about what the slides mean during office hours. If one comes to class, one knows what the slides mean. To facilitate skipping class runs contrary to our academic goals. I am glad to answer questions about legal concepts of which you do not have complete understanding. If you are attending class and reading the text, you will not have any questions about the slides.

IF YOU MISS CLASS

Get the notes from a classmate as soon as possible. I do not keep student notes for student distribution. The slides are not class notes, as articulated above. Each lecture is longer than any of my office hour sessions. I cannot recreate lectures during my office hours. Once you examine a classmate’s notes and have read the assigned text for the missed class sessions, please see me about any concepts for which you do not have complete understanding.
EXAM SECURITY

The EXAM you will receive will have been assigned a number. The number relates to a numerical sequence for your row. If an EXAM is missing, the surrounding EXAM numbers will be checked. The students having the EXAM numbers on either side of the missing EXAM will be held accountable for the missing EXAM under the Academic Integrity Policy. This is why you need to verify the numbering sequence with the students next to you as you receive your EXAM.

EXAM numbering sequence will be spot-checked during the EXAM.

Electronic devices, including cell phones, Apple Watches, etc., must be turned off and stored out of sight. Any viewing or handling of electronic devices without prior permission will be viewed as a violation of the Academic Integrity Policy.

REVIEW OF EXAMS AND SCORING

You may review your EXAM and answer sheet for scoring and arithmetic errors during a specified period. You must review your EXAM no later than the earlier of the following two dates (hereinafter referred to as the "EXAM review period"): 1. The date of the next regularly scheduled EXAM. 2. Thirty days following the EXAM. Note: You may not review an EXAM on the date of an EXAM or during finals week. Due to large class sections, lack of storage space, and EXAM security, all EXAMs and answer sheets will become unavailable following the expiration of the EXAM review period. Upon the expiration of the EXAM review period, unchallenged EXAM scores will be deemed correct. Your failure to review your EXAM or answer sheet during the EXAM review period will act as a waiver of your opportunity to challenge the accuracy of the scoring. You may not review an EXAM or attempt to change an EXAM score following the expiration of the EXAM review period.

IF YOU DESIRE TO REVIEW YOUR MOST RECENT EXAM, Please email your request to me 1 business day in advance so that I can retrieve your documentation from the class bundle. E-mails received after 4:30 p.m. will be deemed to have been sent at 8:30 a.m. on the next business day. Saturday, Sunday, and Government Designated Holidays are not business days.

IF YOU DROP THE COURSE, YOU WILL NO LONGER HAVE ACCESS TO YOUR EXAM.
SECTIONS NOT SUBSTITUTABLE

Sometimes multiple sections of courses are offered but are taught by different instructors with different order, pacing, and emphasis on some of the material. Therefore, you cannot substitute one section’s class period for the other. The EXAMS are also different. TAKING AN EXAM IN THE WRONG SECTION WILL NOT COUNT TOWARD YOUR GRADE. Additionally, TAKING AN EXAM IN THE WRONG SECTION WILL NOT BE CONSIDERED AN EXCUSE FOR MISSING YOUR CORRECT SECTIONS’ EXAM. Such behavior may also constitute an Academic Integrity violation. Please make sure you attend the classes and EXAMS for the section in which you are registered.

Please Complete Your Course Registration

If you are having difficulty, please meet with me to discuss it. Otherwise, I will not release exam scores to students who have not completed Registration.

Please see http://www.registrar.psu.edu/registration/completing_registration.cfm

EXTRA CREDIT REQUESTS

In order to promote fair and consistent grading of all students' work, all individual requests for extra credit projects in exchange for higher grades will be denied.

PRIVACY AND GRADE EMAILING

Results of the EXAMS will be emailed to your PSU account. To ensure privacy, grades will not be mailed to non-PSU accounts. No grades will be revealed via the telephone.

WARNING ABOUT THE USE OF NOTE-TAKING SERVICES

There are individuals and business who unlawfully attempt to record PSU classroom lectures to sell them to students at a profit. Often, they attempt to disclaim responsibility by printing the warning that the packages do not represent a verbatim copy of the lecture. This is a clear warning that you are buying, at most, the impressions of someone allegedly attending each class. You run the risk that the note-taker may not include certain material in the package to create a competitive advantage in his or her favor. You are ill-advised in purchasing these alleged recorded sensations as a substitute for class attendance. Lectures are presented through many rhetorical devices, including sarcasm and “devil's advocacy.” Therefore, the literal meaning of the spoken words may not reflect the obvious point of law being made. The instructor may at times make remarks that are contrary to his beliefs and/or current law to elicit classroom discussion. Personal observation of the classroom interaction is the best way to receive and understand the context of the classroom lectures.
IF YOU HAVE LEGAL PROBLEMS

Please contact Student Legal Services.

http://studentaffairs.psu.edu/legalservices/

LETTERS OF RECOMMENDATION

I must have a basis for making the recommendation. This must come from the establishment of a relationship beyond class attendance in a lecture hall.

There are two basic starting points:

1. We have worked on a research project together.

2. We have served together on a college or university project/organization.

Employers, graduate schools, honor programs, and international programs seek letters of recommendation to learn something about you beyond what they can read on your resume or transcript. They seek to know your work ethic, your ethical values, and your social skills -- among other things. If my only interaction with you is that you came to class and completed the course work, then that is all I will be able to provide in a letter.
**ACADEMIC INTEGRITY**

**Smeal Honor Code:**
We, the Smeal College of Business Community, aspire to the highest ethical standards and will hold each other accountable to them. We will not engage in any action that is improper or that creates the appearance of impropriety in our academic lives, and we intend to hold to this standard in our future careers.

According to the Penn State Principles and University Code of Conduct:
Academic integrity is a basic guiding principle for all academic activity at Penn State University, allowing the pursuit of scholarly activity in an open, honest, and responsible manner. According to the University’s Code of Conduct, you must neither engage in nor tolerate academic dishonesty. This includes, but is not limited to cheating, plagiarism, fabrication of information or citations, facilitating acts of academic dishonesty by others, unauthorized possession of examinations, submitting work of another person, or work previously used in another course without informing the instructor, or tampering with the academic work of other students.

Any violation of academic integrity will be investigated and, where warranted, corrective academic and/or disciplinary action will be taken. For every incident where a penalty is assessed, an Academic Integrity Incident Report form must be filed. The form can be found on the Smeal College Honor and Integrity website: [http://ugstudents.smeal.psu.edu/honor](http://ugstudents.smeal.psu.edu/honor). This form is to be used for undergraduate courses. The report must be signed and dated by both the instructor and the student, and then submitted to Jeff Sharp, Associate Dean for Undergraduate Education, 202 Business Building.

**University Policy G-9**
“Once a student has been informed that academic misconduct is suspected, the student may not drop the course during the adjudication process. The Dean of the College (UP) and/or the Chancellor (campsuses) or his or her representative is responsible for notifying the Office of the University Registrar when academic misconduct is suspected in a course. Any drop or withdrawal from the course during this time will be reversed. A student who has received an academic sanction as a result of a violation of academic integrity may not drop or withdraw from the course at any time. These drop actions include regular drop, late drop, withdrawal, retroactive late drop and retroactive withdrawal. Any such drop action of the course will be reversed. This drop policy may be superseded in exceptional circumstances (i.e. trauma drop). In these cases, the Office of Student Conduct or the Student Conduct designee will confer with the Dean of the College (UP) or the Chancellor (campsuses) or his or her representative to determine if the drop is warranted. University Policy G-9 [http://www.psu.edu/oue/aappm/G-9-academic-integrity.html](http://www.psu.edu/oue/aappm/G-9-academic-integrity.html)

**PLAGIARISM / COPYING**

All work you submit for grading or academic credit is designed to reflect your knowledge and skill related to the course subject matter. Therefore, unless otherwise indicated, all work submitted is to be done on an individual basis. This includes but is not limited to all exams, quizzes, homework, papers, written assignments, and presentations.

Plagiarism is claiming work as your own that you have copied from another person, whether that other person knows about it or not. This includes copying from web sites without proper source citation and using homework or papers prepared by current or past students whether working as an individual or working in a group / team.

**AFFIRMATIVE ACTION & SEXUAL HARASSMENT**

The Pennsylvania State University is committed to a policy where all persons shall have equal access to programs, facilities, admission, and employment without regard to personal characteristics not related to ability, performance, or qualifications as determined by University policy or by Commonwealth or Federal authorities. Penn State does not discriminate against any person because of age, ancestry, color, disability or handicap, national origin, race, religious creed, gender, sexual orientation, or veteran status. Related inquiries should be directed to the Affirmative Action Office, 328 Boucke Building.

**Students with Disabilities**

Penn State and the Smeal College of Business welcome students with disabilities to all of its classes, programs and events. The Penn State Office of Disability Services (ODS) in Room 116 Boucke Building provides a vast array of services for students with disabilities according to mandates under Title II of the ADA amendments Act of 2008 and Section 504 of the Rehabilitation Act of 1973. For more information or to meet with a service provider from ODS, contact them at (814) 863-1807 (V/T TY) or visit their website at: [http://equity.psu.edu/ods](http://equity.psu.edu/ods)

In order to receive consideration for reasonable accommodations, students must contact the ODS, participate in an intake interview, and provide documentation: [http://equity.psu.edu/ods/guidelines](http://equity.psu.edu/ods/guidelines). If the documentation supports the request for reasonable accommodations, ODS will provide an accommodation letter to share with the instructor as early in the course as possible. Adjustments will be made based on the recommendations in the accommodation letter. This process must be followed each semester that accommodations are requested.