

**CALIFORNIA STATE UNIVERSITY, SACRAMENTO**

**College of Continuing Education**

**MBA 203 – Legal Environment of Management**

**An On-line SacCT Course**

**COURSE SYLLABUS**

INSTRUCTOR: John B. LaRocco, B.S., M.S., J.D., LL.M.  
OFFICE: TAH 2046  
OFFICE HOURS: By Appointment for Personal Conference  
TELEPHONE: (916) 278-6405  
E-MAIL: [laroccoj@csus.edu](mailto:laroccoj@csus.edu)<sup>1</sup>

**I. TEXTBOOK**

Jennings, Marianne, *Business: Its Legal, Ethical and Global Environment*, 10<sup>th</sup> Edition, Cengage. The full electronic textbook is in Cengage Coursemate. If a student wants a printed textbook, the student may purchase a custom edition at the CSUS Bookstore or the student may order the hardcover textbook from the publisher or a retailer.

**II. INTRODUCTORY LEGAL PROBLEM**

The introductory legal problem is in the course content. The introductory legal problem will be discussed during the second class video. You should answer the questions, but you do not have to hand in your answers to the problem. You may post your comments on the discussion board.

**III. CENGAGE COURSEMATE**

In the MBA 203 online course, there is a link to Coursemate. Once students purchase Coursemate for the 10<sup>th</sup> edition of the Jennings textbook, the student can enter a code which will provide them access to all of the materials. If the student has any technical questions or problems, the student should contact Cengage technical support.

Besides containing the electronic textbook, Coursemate has other study aids and features which enhance the student's learning environment. In Coursemate, a student can highlight the text, review quizzes on the text material, and annotate the electronic pages. Coursemate also contains sample quizzes, interactive quizzes, flashcards, crossword puzzles, PowerPoint notes, and a comprehensive glossary.

---

<sup>1</sup> Please send messages to me via my regular e-mail address, [laroccoj@csus.edu](mailto:laroccoj@csus.edu), rather than through the e-mail system within the course.

#### IV. COURSE OBJECTIVES

The first purpose of this course is to introduce the student to the law and to understand the role of the law in fulfilling our need for an orderly society. The next purpose is to understand how the law regulates businesses and influences business decision-making. You will find the study of law to be quite different from any other subject matter that you have studied. For the first time, many of you will have to manipulate the knowledge you learn as well as to accumulate the knowledge. You will have to understand that a rule of law has an underlying policy because most legal rules are designed to encourage or discourage certain conduct. You will then apply the law to business transactions and business disputes.

Another purpose of this course is to acquaint future managers and executives with business legal problems and concepts that they can expect to encounter. The course covers the organization of the United States judicial system, alternative dispute resolution, ethics, tort law, contract law, sales, products liability, warranties, personal property, real property, and intellectual property.

An important purpose of this course is to provide students with the ability to logically spot a potential legal problem before it harms the manager, executive or a business organization. Preventative legal advice is much less costly than a long, protracted and messy lawsuit that results when a legal problem or a legal dispute is out of control.

I successfully practiced law and continue to utilize my legal skills as an arbitrator and mediator. I try to bring some of my “real world” experiences into the classroom. I hope these peeks at the “real world” will better prepare you to embark on your career.

This course is difficult and I demand a great deal of my students. Students who lack the discipline to study are not likely to do well. However, if you work hard, I think you will find the course enjoyable and you will reap the appropriate rewards. You will learn to think.

#### V. GRADING POLICIES

The final grade in this course is based on the cumulative numerical (points) score the student receives on two examinations plus any extra credit points. The grade increments of “+” and “-” are utilized in this course. The total grade points are allocated as follows:

First Examination.....	100 Points
Second Examination .....	<u>100 Points</u>
Total:	200 Points

In addition, students can earn up to 40 bonus points over and above the total of 200 points. Students can also earn extra credit points. [See Part VII]

Final grades will be determined from the numerical scale set forth below:

A.....	184 - 240 Points <sup>2</sup>
A- .....	180 - 183 Points
B+.....	176 - 179 Points
B.....	164 - 175 Points
B-.....	160 - 163 Points
C+.....	156 - 159 Points
C.....	144 - 155 Points
C-.....	140 - 143 Points
D+ .....	136 - 139 Points
D.....	124 - 135 Points
D- .....	120 - 123 Points
F .....	119 and below.

Students cannot earn points except as specified in this syllabus.

## VI. EXAMINATIONS

There will be two examinations. Each examination will be one hour and thirty minutes in length. Each examination will be worth 100 points with an opportunity for up to 20 bonus points. The examinations are not cumulative. Each examination will only test the material covered in each of the two sections of the course. However, students should understand that some of the basic principles learned in the first part of the course are utilized to understand the principles in the second section of the course. The examinations will cover the material in the required textbook, class lectures, web discussion board, and the introductory problem. There is not any cumulative final exam.

The examinations will be taken over the internet. Your computer must have a reliable internet connection and the computer must have Acrobat Reader. Attached to this syllabus is a detailed explanation about how to take the examinations through the internet within SacCT 9.1, including computer requirements.<sup>3</sup>

Each examination is available between 4:00 p.m. and 9:00 p.m. on the two dates specified on the class schedule. Students will have 90 minutes to complete the exam. Students must begin (access) the exam before 9:00 p.m. Students will have the full 90 minutes if they access the exam before 9:00 p.m. At 9:00 p.m. and thereafter, access will be denied. There are no MBA foundation classes scheduled on the two exam days. If you have a class on the designated evenings, please plan to log onto a computer in the ARC Building before 9:00 p.m. or take the exam before 6:00 p.m.

HOWEVER, because the access window expires at 9:00 p.m., you will NOT be able to logout and then re-access your exam after that time, regardless of whether or not you

---

<sup>2</sup> The "A" range is actually 184 to 200 points. The "240" includes the possible bonus points which are over and above the scale. Extra credit points, if any, will be added to the student's score, but not to exceed "240" points.

<sup>3</sup> Please note that the "COMPLETING ONLINE EXAMS" refers to MGMT 10. You can substitute "MBA 203" whenever you see these course references.

have used your 90 minutes. Therefore, it would be prudent to begin taking the exam as early as possible.

You must be at a computer (on campus or anywhere in the world) within the window of time to access the exam. Please carefully follow the examination instructions.

The student is solely responsible for his/her computer equipment and internet connection. SacCT is not responsible for malfunctions in students' computers or software. SacCT is also not responsible for internet interruptions or for power outages. Use the practice exams to test your equipment and to simulate your exam environment. I recommend that students always have a backup plan should something go wrong during the exam. Students will not be permitted to take a make-up exam.

Since the exams are not proctored, students may use their textbooks, notes and materials during the exams. However, I prefer that you treat the examinations as if they are closed notes and closed book (but, hopefully, open mind). In the past, some students who utilized their textbook and notes have performed poorly on the examinations. I warn you that if you start thumbing through your notes or the text (even a computerized search) not only are you unlikely to find the answer, but you will also waste valuable time.

Students may not work together on the exam. A student cannot have any help during the exam. Working together or receiving assistance constitutes cheating.

The two exams will each consist of 100 multiple choice questions. Each question is worth one point. This is a student's basic score which forms the basis for the grade scale, that is, 90 points is an A; 80 points is a B; etc. In addition to the basic score, a student can earn bonus points on each examination. For each question that the student answers correctly, the student will earn .2 ( $\frac{2}{10}$ ) point in addition to the basic point. Thus, the more questions a student answers correctly, the more bonus points the student earns. If a student answers all 100 questions correctly, the student will score 120 points. In sum, the student earns 1.2 points for each correct answer.

The bonus points are designed to encourage good students to excel. The bonus points may help (but not much) a failing or marginal student because students are expected to still get close to an average of 80 questions correct on the examinations to demonstrate their mastery of the subject matter.

While the exams are multiple choice, I have built a thinking, essay-like component into some of these questions. These questions contain a story followed by a series of multiple choice questions pertaining to the story. Therefore, many multiple choice questions will be more akin to an essay type question than traditional multiple choice questions. Students can take a mini-practice exam consisting of 10 questions which illustrates the thinking, essay like questions that will appear on examinations. In addition, the course contains a practice examination for both sections of the course. However, the actual examinations will contain questions more difficult than the questions on the practice examinations.

A note of caution: These examinations are very difficult. A student can score well on the examinations only by keeping up with the material and the assignments. If a student falls behind, even by one chapter, the student seriously impairs the student's chances of doing well on the examinations. I strongly suggest that the student complete the viewing of the lectures seven days before the examination dates to allow sufficient study time.

The exams are very long with a tight time constraint. To do well, the student must be very prepared and keep track of the time. The time constraints are onerous due to the length of the exams. Some students do not plan their time prudently and thus, do not finish the exams.

### **NO MAKE-UP EXAMS WILL BE GIVEN**

A student will be excused from taking an examination only if the student presents a written excuse and evidence attesting to a genuine, serious illness or a serious family emergency. The student must provide a written note from a physician disclosing the nature of the illness, the treatment administered and the doctor's prognosis. If the student is properly excused from the examination, the student will be given a make-up examination or a research project at the Professor's discretion. Several students have failed an examination in the past because I did not accept their excuses for missing an examination.

## **VII. EXTRA CREDIT RESEARCH PAPER**

Students can achieve up to 20 extra credit points by writing a research paper on a United States Supreme Court decision that the Court issued during the last five years.

The paper shall be a minimum length of eight pages and no longer than twenty pages double spaced with reasonable margins.

The content of the paper must cover the following:

1. The Dispute: Summarize the facts of the dispute. Discuss why you believe the disputants had to take their dispute to Court instead of negotiating a settlement.
2. The Procedure: Relate where the suit was filed and why. Cover all the decisions of the lower courts.
3. The Supreme Court's Decision: Discuss, in detail, the Supreme Court's decision. Also, summarize the dissenting opinion, if applicable. Discuss the main legal principles on which the Court relied in making its decision.
4. Your Insights: Do you agree or disagree with the Court's decision. Justify your position. What impact will the decision have on future events, behaviors, business, etc. This is a critical element of your research paper.

Please note that doing a paper does not guarantee any extra credit points. Only superior or outstanding papers will score 20 points. In the past, some students have handed in papers that were not well thought out and these students received less than five extra credit points. I advise students to concentrate on performing well on the examinations as opposed to spending valuable time on the research paper. However, this extra credit is available to all students.

You must send me a message that you intend to write an extra credit paper, with the name of your chosen Supreme Court decision, on or before the date specified in this syllabus. The paper is due on the date specified in the class schedule. No late papers will be accepted. You must e-mail me your paper prior to the deadline. Again, send the paper to [laroccoj@csus.edu](mailto:laroccoj@csus.edu).

**NO LATE PAPERS WILL BE ACCEPTED.**

### **VIII. CHEATING**

This is a **law** class. While there is never any justification for cheating during college, it is especially heinous to cheat on a law examination. Unfortunately, a few students decide to cheat. Some are caught and some are not. However, I may relate in class my experiences of dealing with people in the real world who cheated during college. I hope my renditions give rise to some sobering thoughts within the minds of anyone considering cheating. I know most of you are honest.

Attempting to print, photograph or download an examination constitutes cheating. Having someone take the examination in your place is cheating. Working together during the exam is also cheating. SacCT has techniques to ascertain if students are working together. Working with anyone (including someone who is not a student) while taking an exam is cheating. Any student who attempts to assist another student with a quiz is cheating.

I police cheating by using my own independent investigative techniques as well as the honor system. The latter places the responsibility on you, the student, to turn in cheaters. While peer pressure may discourage you from doing so, you must understand that, in the long run, a cheater harms not only himself/herself, but also taints all of society. Any student caught cheating will be assigned a failing grade. I reserve the right to inform employers about the student's misconduct. These sanctions are in addition to any punishment meted out by the University.

**IX. CLASS PROCEDURES**

MBA 203 is an on-line course. All aspects of the course are administered on line.

This course has a discussion component. Problems (like those on the exams) will be displayed on the SacCT discussion board. Students should post responses, observations and experiences on the discussion board. I will usually not post an answer to encourage students to think and because, frequently, there is not a right answer. Analysis is more important.

A PowerPoint outline will be displayed during class. The outline generally tracks the class lecture and discussion. You may copy the outline in your notes or annotate your notes into the outline or ignore the outline. The PowerPoint outline is not published and not available through SacCT. My power Point outline is protected by copyright law.

MBA 203 is a companion course to the required undergraduate business law course via video streaming, you will watch my lectures for the MGMT 10 class. You may hear me refer to "MGMT 10". By viewing an actual class, you will get the benefit of students' questions except for a couple of videos recorded without the presence of students. I believe that viewing a "live class" will be more interesting for you than a boring monologue and will be a better learning experience.

In the online lectures, we will not specifically cover the materials in Coursemate. I will provide lectures that are different from the presentation in the textbook so that students will have an opportunity to learn the material either from the lectures or the textbook or both. In addition, there is at least one lecture that is not covered in the electronic text.

**X. EXAM SCORES**

You will see your score immediately after each examination. Your score will already include the bonus points that you earned. You can compute your basic score (the number of questions you answered correctly) by dividing your score by 1.2.

You will not be able to review your exam. Please note that, because of this, there is not a cumulative, final exam.

**XI. CONFERENCES**

Please e-mail me if you wish a personal conference. We can also arrange to converse via telephone.

**XII. CLASS SCHEDULE**

Following is our schedule:

DATE

---

August 8, 2016 .....	Course Begins
August 8 – September 8, 2016.....	Videostream lectures on: Course Introduction; Introduction to Law (including the introductory legal problem); The Judicial System; Legal Ethics; Alternative Dispute Resolution and Contract Law
	Chapters 1-4; 12-13
September 8, 2016: 4:00 p.m. – 9:00 p.m. window of access ....	<b>FIRST EXAMINATION</b> <b>NO MAKE UP EXAMS</b>
September 9 – October 6, 2016.....	Videostream lectures on Torts; Products Liability; Product Warranties and Sales; Bailments; Personal Property; Real Property; and Intellectual Property
	Chapters 9, 14 and 15
October 6, 2016: 4:00 p.m. – 9:00 p.m. window of access.....	<b>SECOND EXAMINATION</b> <b>NO MAKE UP EXAMS</b>
September 9, 2016 – 11:59 p.m. ....	Due Date For Deciding To Do The Extra Credit Research Paper. Students must e-mail me their chosen case.
September 29, 2016 - 11:59 p.m. ....	<b>EXTRA CREDIT PAPERS DUE</b> <b>NO LATE PAPERS</b>
October 6, 2016.....	Course Ends



### XIII. COMPLETING ONLINE EXAMS

#### **System Check**

*Before you begin an examination, you **must** check the computer system you are using against any requirements specified for SacCT.*

To check your computer system, go to the SacCT home page (<http://www.csus.edu/sacct>) and click the Browser Checker link. Review the list of browsers and operating systems supported, as well as the version of Java supported. Update your computer as needed. You can contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>) for assistance.

Running SacCT on unsupported browsers may produce unpredictable results. Dr. LaRocco is not responsible for any problem you might have with an examination if you are not running a supported browser.

**SacLink Account:** Your SacLink user name is used for your SacCT account. Refer to SacLink and SacCT ([http://www.csus.edu/sacct/saclink\\_sacct.stm](http://www.csus.edu/sacct/saclink_sacct.stm)) for instructions on creating an account if you do not already have one.

**Modem Speed:** If you are connecting to the Internet using a dial-up connection, you may want to consider switching to a high-speed connection, such as a DSL or cable modem connection. You might also consider using a campus computer to complete your quizzes if your modem connection is not satisfactory.

#### **Exam Preparation**

*The following points are specifically related to preparing for the exam given in the SacCT environment. This does NOT include general exam-preparation information supplied by Dr. LaRocco.*

**Assessment Tutorial:** There are SacCT video tutorials available for students from the SacCT Student Resources page: <http://www.csus.edu/sacct/student/>.

**Sample Exam:** It is highly recommended that you take the sample exams for this course. These tests give students the opportunity to learn any needed computer skills associated with SacCT testing. The Sample Exam can be accessed from the “Practice Exams” folder on the MBA 203 SacCT home page. Sample exams are not taken for credit. Refer to the remaining exam sections of this document for further instruction on how to take and troubleshoot exams.

Sample Exam Title	Description	Availability
Sample Exam (Practice Exam)	Sample 10-question scenario	Prior to the first exam.
Practice Exam 1	100-question practice exam for first exam	First half of course (before first exam)
Practice Exam 2	100-question practice exam for second exam	Second half of course (after first exam, prior to second exam)

**Exam Instructions:** Prior to beginning an exam (within SacCT), you will be presented with instructions that have been tailored for the particular exam you have linked to. It is very important that you read this page; it details specific information about question format, and length of the exam. Please carefully follow these instructions.

**Troubleshooting:** (per the instructions within each assessment in SacCT) – Answers will be saved automatically and can be changed until the exam is submitted.

#### Browser Configuration

- Ensure that JavaScript and pop-ups are enabled in your browser.

#### JavaScript Errors

- If you encounter a JavaScript error when you begin the assessment, close down your browser completely, and restart it. NOTE: If you close an exam after the window of time has expired (in all cases, 8:59 p.m.), you will NOT be able to re-access your exam, regardless of whether or not you have used your allotted number of minutes.

#### Browser or Computer Crashes

- If your browser or computer crashes during the assessment, saved answers will not be lost. When you begin the assessment again, the saved answers appear. NOTE: If you close an exam after the window of time has expired (in all cases, 8:59 p.m.), you will NOT be able to re-access your exam.

**Exam Format**

**Exam Constraints:** The exam schedule is as follows:

Title	Availability	Duration	Grade
First Exam	From: September 8, 2016 – 4:00 p.m. To: September 8, 2016 – 9:00 p.m.	90 minutes	/120*
Second Exam	From: October 6, 2016 – 4:00 p.m. To: October 6, 2016 – 9:00 p.m.	90 minutes	/120*

**\* Includes bonus points.**

You will be able to access the examination(s) on SacCT starting at 4:00 p.m. on each of the examination dates. Access terminates precisely at 9:00 p.m. NOTE: Your answers will be automatically saved and the exam submitted in its entirety after the time limit has been reached.

**Questions:** Each exam consists of 100 multiple-choice questions. Some of the questions involve information contained in short stories or “scenarios.” A link to a scenario opens a separate window that you can keep open while you are answering the questions related to the specific scenario. You may need to move the scenario window to show the test window (you can resize the windows). It might look something like this:



mgmt10-test-scenario-01-2014.png

If, during an exam, you seem to have “lost” one of the **Exam** windows, be certain to check the bottom-most toolbar for your browser. All available windows are available from this toolbar. To open any of these windows, click on the corresponding “button” on the toolbar.

Be sure to close the scenario window after you have finished answering the last scenario question. Do not accidentally close the exam window. However, if you unintentionally close the test window, simply follow the steps you initially took to access the exam. Note that the exam timer will continue to countdown regardless of whether or not your browser (or computer) is running. And remember that if you close an exam after the window of time has expired (8:59 p.m. in all cases), you will NOT be able to re-access the exam, regardless of whether or not you have used all the allotted minutes (so it is a good idea to start your exam as early as possible).

### Accessing the Exams

Take the following steps to access the exams on SacCT.

1. Establish an Internet connection and open your preferred Internet browser (be sure to check the supported Internet browsers section of this document before you start). Navigate to the following Web address: <http://www.csus.edu/sacct>.
2. Click the **SacCT Login** button. You will be asked to provide your SacLink Username and Password. If you have problems with this step, visit the SacLink/SacCT information page ([http://www.csus.edu/sacct/saclink\\_sacct.stm](http://www.csus.edu/sacct/saclink_sacct.stm)) or contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>).
3. Click the link to the course labeled “**MBA 203 Legal Environment of Business**” from your My SacCT page.
4. Once in the course in SacCT, click the left navigation link labeled “**Examinations.**”
5. Click the link for the appropriate examination.

Read the instructions and click **Begin** when you are ready to start the exam.

### Accessing the Exams

*Wording conventions: Within the context of SacCT, every element akin to an exam, quiz, test or survey is referenced as an assessment. Even though you will specifically be taking exams in this class, remember that they are referenced as “assessments” within SacCT.*

Take the following steps to access the exams on SacCT:

6. Establish an Internet connection and open your preferred Internet browser (be sure to check the supported Internet browsers section of this document before you start). Navigate to the following Web address: <http://online.csus.edu>.
7. Click on the **SacCT Login** button. You will be asked to provide your SacLink Username and Password. If you have problems with this step, visit the SacLink/SacCT information page ([http://www.csus.edu/SacCT/saclink\\_SacCT.stm](http://www.csus.edu/SacCT/saclink_SacCT.stm)) or contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>).