



HONORS SEMINAR V: AESTHETICS, VALUES & AUTHORITY

THE ROLE OF LAW IN BUSINESS: AN ENTREPRENEUR'S GUIDE

SYLLABUS & COURSE SCHEDULE*

IDH 3034 - U29
Fall 2016

Wednesdays: 5:00 – 7:40 PM, GC 283A (MMC)

PROFESSOR

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Office Hours: By Appointment, CBC 121 (College of Business)

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This Syllabus:

- Serves as a contract between you and me
- Provides you with an overall structure of the course
- Identifies a *working* schedule that includes assignments and dates

COURSE DETAILS

Description

This innovative course prepares you for entrepreneurship and business management. You will be introduced to the rules of law that govern the many aspects of business. The legal system and business policies and practices in the United States are closely related. Few aspects on how to manage a business can be accomplished without tending to various legal requirements. A basic understanding of these rules and the ethical constraints that impact business provides a framework for making sound business decisions, facilitates commercial transactions and promotes order in the marketplace.

Objectives

Upon completion of this course, you should be able to:

- Understand the fundamentals of business law pertinent to entrepreneurship and management;
- Identify issues and address potential challenges before they could become actual, expensive problems;
- Communicate effectively and persuasively in oral presentations and written documents;
- Demonstrate analytical problem-solving skills, ethical decision-making and critical thinking; and
- Make confident and informed business decisions.

Format

This is a face-to-face course, where class preparation and participation are essential. You are responsible for all assigned readings, regardless of whether we spend time in class discussing. In a typical class, a student will be asked to start us off by answering a specific question or discussing a specific issue. After a few minutes of initial analysis, we will open the discussion up to the rest of the class. As a group, we will then try to complete the analysis and address the issues presented. With follow-up questions, you will be able to defend and refine your reasoning, as well as hone your verbal skills.

Because of the interactive nature of this course and the above-average amount of reading, you will find it difficult to participate in meaningful class discussions if you fail to read and analyze the materials carefully prior to class.

On occasion, I will post additional readings, resources and exercises in Blackboard, or distribute handouts in class or via e-mail. Blackboard will be used as a central repository for data and for submitting assignments. You will also be able to monitor your grades via the gradebook.

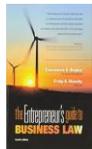
In order for me to learn your names faster, I will provide you with name tents. Please bring these to each class.

Requisites

Pre-Requisites: You must be enrolled in the Honors College and eligible to take upper division Honors coursework.

Co-Requisites: None.

Materials



- **Textbook:** *The Entrepreneur's Guide to Business Law* by Bagley & Dauchy (4th ed. 2012) ISBN 13: 978-0-538-46646-2
- **Supplement:** Harvard Business Publishing Coursepack (purchase using link below)
 - <http://cb.hbsp.harvard.edu/cbmp/access/49985159>
- **Supplemental Reading:** *Getting to Yes* by Fisher, Ury & Patton (3rd ed. 2011) ISBN 13: 978-0-14-311875-6 (will be used during Spring 2017 semester)

GLOBAL LEARNING



This upper division class has been designated as a Global Learning (GL) course.

- **Global Awareness:** Students will be able to demonstrate knowledge of the interrelatedness of local, global, international and intercultural issues, trends and systems.
 - *Course Learning Outcome:* Students will demonstrate knowledge of the interrelated global dynamics (e.g., social-cultural, political, economic) that shape aesthetics, values, and authority in diverse cultural contexts.
- **Global Perspectives:** Students will be able to develop a multi-perspective analysis of local, global, international and intercultural problems.
 - *Course Learning Outcome:* Students will be able to analyze the multiple global forces that shape their understanding of aesthetics, values, and authority (e.g., economic, political, sociological, technological, cultural).
- **Global Engagement:** Students will be able to demonstrate a willingness to engage in local, global, international and intercultural problem solving.
 - *Course Learning Outcome:* Students will be able to develop solutions to local, global, international, and/or intercultural problems related to aesthetics, values and authority.

Graduation Honors

FIU's *Excellence in Global Learning Graduation Medallion* is awarded to students who complete at least (4) global learning courses, participate in a variety of global co-curricular activities and complete a capstone consisting of one of the following: a substantial original research project and presentation on a global topic; extensive foreign language study; long-term study abroad; or, a globally-focused internship. The *Peace Corps Prep Certification* is conferred upon students who complete at least (4) global learning courses, extensive language study and a global problem-solving project.

COURSE POLICIES

COMMUNICATION

Communication is key! Please keep me apprised of any issues or anticipated problems regarding attendance, assignments and the like. Do not wait until the eleventh hour to speak to me!!

I will use your FIU e-mail or Remind to communicate with you regularly and expect that you will frequently monitor these accounts. Remind is a service that will allow you to receive text messages from me, without the need for exchanging phone numbers. You may opt out of this service once the course is over. Click on this link to register: <https://www.remind.com/join/idh3034>.

ETIQUETTE

You are required to behave in a courteous manner and maintain a professional demeanor at all times (both in person and virtually). Side conversations in class are disruptive and show a lack of respect for your fellow classmates and for me. Please keep mobile phones on silent or vibrate mode and keep in mind that use of electronic devices (*e.g.*, phones, laptops, tablets) may be prohibited at my discretion.

ACADEMIC MISCONDUCT

In the Honors College, the term “honor” refers both to academic accomplishment and character. Students in the Honors College are held to the highest standards of personal accountability. Dishonesty in any form is antithetical to the very definition of being an Honors student at FIU. **Any Honors College student found guilty of academic or other misconduct violating the University [Student Code of Conduct](#) or [Code of Academic Integrity](#) will be dismissed from the Honors College.** All Honors students are expected to know what constitutes misconduct and to abide by both [University](#) and [College](#) policies on conduct and integrity.

RELIGIOUS OBSERVANCES

Every effort will be made, where feasible and practical, to accommodate students whose religious practices coincide with class requirements or scheduling. Please make sure to notify me *at the beginning of the semester* of which dates you will be absent or any anticipated problems with completing course work.

ACCESSIBILITY & ACCOMMODATION

If you have a physical, mental or sensory challenge, please contact our [Disability Resource Center](#) (DRC) as early in the course as possible. Upon contact, the DRC will review your request and communicate with me, your other instructors and essential university personnel to make necessary arrangements for you.

ASSIGNMENTS & GRADING

Guidelines

All assignments must be uploaded to the Assignment Dropbox in Blackboard (unless otherwise indicated), by their respective due dates, in MS Word or PDF format. *Assignment details and instructions will be provided in due course.*

If you do not already have Microsoft Office 365, download it for free [HERE](#).

Late assignments will be accepted but will incur a **5-point penalty** for each day late (or portion thereof), unless prior arrangements have been made.

Carefully proofread *all* papers before submission. For writing assistance, I encourage you to visit [The Center for Excellence in Writing](#), a full-service writing center providing assistance and feedback to FIU students. I also recommend using [Purdue OWL](#), which houses very helpful writing resources.

Participation

Attendance and active participation are required and will be reflected in your final grade. You are expected to be prepared, on time and to remain for the entire class period. Material *may* be covered in class that is *not* covered in the readings, thus excessive absences *may* negatively affect your ability to do well in this course. The following will be taken into account when calculating your “participation” grade:

- Attendance
- Class Discussion
- Participation in (2) GL Tuesday Times Roundtable Discussions (list can be found [HERE](#))
 - In order to receive credit, you must sign in AND
 - Prepare a summary of the session that includes your viewpoint

Extra Credit

I will grant (5) points of Extra Credit for your attendance at an FIU Career Fair. In order to receive full credit, you must take a “selfie” with an employer at the fair, upload the photo to the Assignment Dropbox in Blackboard and include both the name of the company and individual you met. A list of fairs is available [HERE](#).

Assignment Scale

REQUIREMENTS	POINTS	WEIGHT	DUE DATE
Case Brief	100	10%	9/7 by 11:59 PM
Case-Based Essay	100	10%	9/21 by 11:59 PM
Midterm Exam	150	15%	10/19 in GC 283A from 5:00 PM – 7:00 PM
Food Truck Challenge	100	10%	10/26 in class; 11/2 by 11:59 PM (written assignment)
Contract Drafting Exercise	100	10%	11/23 by 11:59 PM
Participation	300	30%	Summaries due by 11:59 PM on 12/5
Final Exam	150	15%	12/9 in GC 283A from 7:15 PM – 9:15 PM
TOTAL	1000	100%	

Final Grade Scale

LETTER	POINTS	RANGE	LETTER	POINTS	RANGE
A	4.00	951-1000	C+	2.33	767-799
A-	3.67	900-950	C	2.00	700-766
B+	3.33	866-899	D	1.00	601-699
B	3.00	832-865	F	0.00	< 600
B-	2.67	800-831			

HONORS COLLEGE REQUIREMENTS

Registration in this course implies an acceptance of and compliance with Honors College requirements.

Academic Standing

In order to graduate through the Honors College at FIU, students must earn a minimum number of credits from the point of entry to the Honors College; have at least a “B” average in all Honors courses and a 3.3 Cumulative GPA.

Citizenship

Beginning Fall 2014, Honors College students are required to accumulate at least **20 Citizenship Points** each academic year (Fall and Spring) by attending Honors College activities. Students attending only one semester (Fall or Spring) are required to accumulate **10 Citizenship Points**.

Portfolios

The Honors College will be using a portfolio method to assess student learning outcomes. The portfolio allows for maximum flexibility in gauging student learning. Students decide (with instructor consultation) what “artifacts” or assignments to include for consideration in their portfolios to demonstrate successful achievement of each of the five key student learning outcomes over the 4-year Honors experience.

FALL 2016 PROPOSED SCHEDULE

SESSION	DATE	TOPICS	COURSEWORK (complete <i>before</i> class unless otherwise noted)
1	WED 8/24	Introduction <ul style="list-style-type: none"> ▪ Introductions ▪ Overview of Course & Requirements ▪ Honors College Presentation 	<ul style="list-style-type: none"> ▪ Purchase Course Materials ▪ Review Syllabus & Course Schedule ▪ Register for Remind ▪ Confirm Blackboard Access
2	WED 8/31	Critical Thinking & Legal Reasoning	Read: <ul style="list-style-type: none"> ▪ Supp: <i>How to Analyze a Case</i> ▪ Supp: <i>How to Write a Case-Based Essay</i> ▪ Supp: <i>Recognizing & Shaping Opportunities</i> ▪ Supp: <i>Law & Legal Reasoning</i>
3	WED 9/7	Legal Aspects of Entrepreneurship	Read: <ul style="list-style-type: none"> ▪ Supp: <i>Legal Aspects of Entrepreneurship</i> ▪ Supp: <i>Entrepreneurial Decisions & Legal Issues in Early Venture Stages</i> ▪ Supp: <i>Using the Law to Create Value, Marshal Resources, and Manage Risk</i> ▪ Supp: <i>Black Duck Software</i>
4	WED 9/14	Taking the Plunge Selecting & Working with an Attorney	Read: <ul style="list-style-type: none"> ▪ Text: Chapters 1 and 3 ▪ Supp: <i>Working Effectively with Counsel</i> ▪ Supp: <i>Achieving the Advice Advantage</i> ▪ Supp: <i>WebSaver</i> ▪ Supp: <i>L. Londell McMillian</i> ▪ Supp: <i>X-IT and Kidde (A) & (B)</i>
5	WED 9/21	Leaving Your Employer Fiduciary Duty	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 2 ▪ Supp: <i>The Fiduciary Relationship</i> ▪ Supp: <i>Meinhard v Salmon</i> ▪ Supp: <i>Mall of America (A) & (B)</i>
6	WED 9/28	Deciding Whether to Incorporate	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 4
7	WED 10/5	Structuring the Ownership	Read: <ul style="list-style-type: none"> ▪ Text: Chapters 5 ▪ Supp: <i>Richard Spellman (A) & (B)</i>
8	WED 10/12	Forming & Working with the Board	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 6 ▪ Supp: <i>Merchant Card Services (A), (B) & (C)</i> <p>Prepare for Midterm Exam</p>
9	WED 10/19	Midterm Exam	Reading Catch-Up
10	WED 10/26	Midterm Exam Review Food Truck Challenge	Reading Catch-Up
11	WED 11/2	Contracts & Leases Part 1	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 9 ▪ Supp: <i>Using Contracts to Define & Strengthen Relationships</i> ▪ Supp: <i>Formalizing Business Relationships</i>

12	WED 11/9	Contracts & Leases Part 2	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 9 ▪ Supp: <i>Using Contracts to Define & Strengthen Relationships</i> ▪ Supp: <i>Formalizing Business Relationships</i>
13	WED 11/16	Marshaling Human Resources Part 1	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 8
14	WED 11/23	Marshaling Human Resources Part 2	Read: <ul style="list-style-type: none"> ▪ Text: Chapter 8
15	WED 11/30	Wrap Up & Review	Prepare for Final Exam
16	FRI 12/9	Final Exam <ul style="list-style-type: none"> ▪ GC 283A ▪ 7:15pm – 9:15pm 	<i>Enjoy Your Winter Break!</i>

12/15: Final Grades Available [HERE](#)