

Sales
Professor Curtis Bridgeman
Spring 2022
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SYLLABUS AND CLASS INFORMATION

This two-credit course will normally meet on Tuesdays and Thursdays from 1:40 pm – 2:40 pm.

The text for this course is:

Daniel Keating, Sales: A Systems Approach, Aspen Casebook Series, 7th ed.

You will also need some version of the UCC that includes at least Articles 1 and 2. The version you used in Contracts class is probably not extensive enough, though you might get by supplementing it with the internet. There is no particular need to buy the version that pairs with the Keating book, or to buy the latest version. There are so many used copies of the UCC out there floating around that would work perfectly well that you should be able to find one very cheaply.

CLASS ATTENDANCE

Class attendance is required for this course. I will be taking attendance according to an attendance sheet that will be circulated during class. In accordance with the Law School's accreditation requirements, if you miss more than 25% of the scheduled class meetings (10 classes for the fall semester), you will not receive credit for the course. Be in class on time. It is disruptive for students to walk in late, and in any event you are entering a profession where habitual lateness is unacceptable. (We're not doctors, after all!)

Note that missing anywhere near a quarter of the classes is a very bad idea unless it absolutely cannot be avoided. Because this is such a big cushion, normally I am pretty inflexible about the attendance policy. However, due to concerns about COVID, this semester I will have an exception for absences relating to COVID. Obviously, we do not want anyone coming to class with COVID symptoms or having been knowingly exposed to COVID. If you find yourself needing to miss class for COVID related reasons, I will count you as present so long as you (a) fill out the COVID related absence "attestation form" available in student affairs, and (b) watch a recording of the class. These recordings are a very poor substitute for actual attendance; the classes are designed to be in-person, not remote, and a mere recording is neither the same as

being present or an effective form of remote pedagogy. But they are there for you to help bridge the gap.

A special note on zoom classes: We will begin the semester remotely for the first two weeks, and for all we know may have to have additional classes remotely eventually. ***For zoom attendance I do require that all students have their video cameras on during class.*** In my experience, and the experience of my colleagues, seeing live faces greatly enhances the feeling of togetherness in a remote class. Of course, I do not mind at all if you use a fake or blurred background. Nor do I mind if you have to turn off the camera for a moment to, say, tend to a child or run to the restroom. But in general you should be there with the camera on, and if you are not then I will count you as absent for that day.

CLASS PARTICIPATION

I expect that each student will be prepared for each class. The reading load is not particularly heavy; this is so that you can read the material carefully and give it some thought. I intend to call on students to discuss the assigned materials. If you are not prepared and are called on, your lack of preparation will be noted and, if this happens often enough, your final grade (which is otherwise determined entirely by your final exam) may be affected.

When conducting class discussion, I will usually refer to students by their last name, along with an honorific (e.g., Ms. Jones, Mr. Simmons, Mx. Smith). If it is important to you which honorific I use, please let me know in advance, or let Dean of Students Melodye Mac Alpine (mjmacalpine@willamette.edu) know so that she can inform all of your professors. Similarly, some students use non-binary pronouns (e.g., ze or they instead of he or she). Please let me know if you use a non-binary pronoun, or if I refer to you by a pronoun other than one you use. Though I will undoubtedly make mistakes from time to time, I will do my best to honor your chosen pronouns. Please do the same for your classmates to the extent that you know their choices. I myself use he/his pronouns.

EXAM

A few words about the final exam: Although I reserve the right to modify the form and content of the exam without notice, it will most likely consist of a combination of multiple-choice questions (combined likely worth about 50%) and one essay question (also worth about 50%). J.D. students will have two and one half hours to complete the exam. It will be “closed book,” meaning for this class that you may not refer to any materials in the exam other than what I provide. Laptops may be used for exams insofar as WUCL rules and procedures are followed, including use of the appropriate exam software. This software is designed to block access to other programs. Exams may also be written by hand if you prefer.

WUCL HONOR CODE

Cheating, plagiarism or any dishonesty in your work is not tolerated at this university.

Please refer to your student handbook for more information about WUCL's academic honor system, and come to see me or Dean Mac Alpine if any part of the code is unclear.

CLASS OBJECTIVES

The objectives of the class are for the students to learn basic principles of the sale of goods with a particular focus on preparation for the bar exam. There will be no particular focus on Oregon law.

OFFICE HOURS AND GENERAL ADMINISTRATION

Officially my office hours are Tuesday and Thursday afternoons from 3:00 p.m. – 4:00 p.m. (i.e., right after our class), but I am also available by appointment. Questions are welcome by email at any time, of course, and in my experience forcing oneself to write out a question succinctly can be of great benefit. Not only will I be able to give you a more helpful answer, the exercise of writing the question itself may clear up much of your misunderstanding. That said, I encourage you to ask questions in person.

CLASS ASSIGNMENTS

The assignments are numbered below by class. *Each assignment is tentative* and may be changed by prior announcement in class. Indeed, there almost certainly *will* be changes to the schedule of assignments this semester. You should see these assignments as merely a rough approximation to be clarified later.

Assignments

Day 1: Keating, Assignment 1, including problem set 1.5

2 Assignment 2

[Further details on the way.]