

SALES - PROF. PRINCE -FALL 2009
CLASS INFORMATION

MATERIAL: The primary course book will be BENFIELD & GREENFIELD, SALES -- CASES AND MATERIALS (5th Ed.). Students will also need a copy of the Uniform Commercial Code (U.C.C.). I recommend Thomson – West Selected Commercial Statutes For Sales and Contracts Courses, Chomsky, Kunz, Rusch & Schlitz (2009 ed.) which should be available in the bookstore. I will establish a website for the class under the TWEN (Westlaw) system. Attached is a syllabus for the course.

COVERAGE: The primary focus will be Article 2 on the Sale of Goods. Substantial time will also be given to Article 2A on Leases of Goods. Our study will also involve Article 1 which includes important definitions and general guiding principles. Discussion will also touch upon three other parts of the U.C.C. that often are involved in sales cases: Article 5 on Letters of Credit, Article 6 on Bulk Sales, and Article 7 on Documents of Title. A lesser amount of time will be given to the U.N. Convention on Contracts for the International Sale of Goods (CISG), a treaty designed to supply substantive law on sales contracts when the parties have their places of business in countries, such as the U.S.A., that have adhered to the treaty.

We will also devote some attention to revisions to Articles 1 and 2 of the UCC. While Revised Article 1 has now been adopted in a significant number of states, it remains to be seen whether states will adopt the changes in Revised Article 2.

CLASS FORMAT: The class will be a mixture of lecture and discussion. The casebook contains a number of problems and it is important for class members to be prepared to engage in discussion of cases and problems.

EXAMINATION AND GRADE: I presently contemplate a three-hour exam with at least 60 multiple choice problems. The multiple choice problems will require that you chose the best answer to a question from four possible answers. I will distribute some sample questions early in the semester. The examination will be limited open book. You may bring your copies of the casebook and the U.C.C. with any notes that you have made in them. You may also bring any class notes or outlines that you have prepared alone or with the help of classmates. You may not use any commercial study aids.

Class attendance and participation are important parts of the learning experience. Regular attendance is also required by law school accreditation standards. I will take attendance and call on students when there are not volunteers for discussion. Bonus points will likely be awarded to those who most often participate in class discussion and are in regular attendance. Excessive absences will result in dismissal from the class.

My Office is Room M218 in the 198 McAllister Building and office hours will be generally held on Tuesday at 1:00 to 2:00 p.m. and Friday at 11:00 a.m. to 12:00 noon. My Hastings telephone number is 415-565-4790 and my email address is princeh@uchastings.edu.