

Sales and Leases – FALL 2014
Mr. Dole
SYLLABUS
LEASE7THSYL.DOC

I The Course Materials

The course materials are: (1) D. Keating, Sales: A Systems Approach (5th Ed. Aspen 2011), the Course Book or CB; and (2) Selected Commercial Statutes (West 2014 Ed. Unabridged), the Statutory Supplement or SS; and (3) materials supplied by the Instructor. **Be sure to obtain the unabridged version of the SS.** The SS contains Revised Art. 1, present Arts. 2 & 2A, and the U.N. Convention on Contracts for the International Sale of Goods (the CISG).

II The Course Objectives

The objectives of the course are to teach the substantive law of sales and leases in a comprehensive manner, to consider ethical and professional issues with respect to sales and leases, and to integrate sales and leases with the analytical and practical skills necessary to the practice of law.

III The CB Approach

The CB presents explanatory text and cases followed by Problem Sets involving issues treated in the explanatory material. In addition to the material on UCC Article 2 sale of goods transactions, the CB adds material on UCC Article 2A lease of goods transactions, the U.N. Convention for the International Sale of Goods (the CISG), and sales of real estate.

The course will cover the CB material on UCC Article 2A and the CISG but will not stress the CB supplementary material on sales of real estate.

Handouts discussing the CB material will be distributed that will include Questions and Hypotheticals to be discussed in class. The Handouts also will designate selected CB Problems for class discussion. Class discussion will focus upon resolution of the Questions, Hypotheticals, and designated CB Problems in the Handouts. Each Handout has the same number as the CB Problem Set the Handout covers.

IV **Assignments**

Assignment for the first class session: Discussion of (1) the Syllabus; (2) the Problem Set 1 Handout for the Material on CB pp.1-22; and (3) CB Problems 1.1 to 1.5. Also, based on your experience, please list at least three differences between a sale and a lease of goods.

Assignment for the second class session: Discussion of (1) any remaining aspects of Problem Set 1, (2) the Problem Set 2 Handout for the Material on CB pp.25-45, (3) CB Problems 2.1, 2.5 & 2.6 and (4) the Problem Set 3 Handout to the extent that time permits.

Future assignments: Keep two Problem Sets ahead of the Problem Set on which discussion ends.

The Syllabus and the Handouts for Problem Sets 1, 2, and 3 should be obtained prior to the first class session and read prior to discussion of each assignment. This material can be obtained by E-Mailing my Secretary Charlette Jefferson from a U of H E-Mail Account and requesting that she E-Mail the materials to your U of H E-Mail Account; Charlette's E-Mail address is cmjeffer@central.uh.edu

V Attendance Policy

Under the Law Center 80% attendance rule, a student is entitled to six unexcused cuts. Additional cuts will be excused for cause. Attendance will be taken on a roll sheet that students are expected to sign during each class period. A failure to sign the roll sheet is deemed to be a cut.

VI Class Performance Policy

A student's grade can be raised one notch for outstanding class performance or lowered one notch for poor class performance.

VII Examination Policy

The examination will be approximately three hours in length and will consist of no more than three essay questions. The following material can be taken into the examination room: the Keating CB, the SS, all handouts by the Instructor, your class notes and outlines, and other students' class notes and outlines.

VIII The Law of the Course

In situations in which different legal rules could apply, the legal rules that are designated the Law of the Course control. Revised UCC Art. 1, which is designated the 2014 Official Text of Art. 1 by the SS and has been widely adopted, for example, is the Law of the Course. However, Revised Articles 2 and 2A, which have not been adopted anywhere and are omitted from the SS, are not the Law of the Course. Unrevised Arts. 2 and 2A, which are designated as 2014 Official Texts by the SS, are the Law of the Course and are referred to as Art. 2 and Art. 2A.

IX Reading of Business Periodicals Recommended

Regular reading of business news is recommended, including the business section of the Houston Chronicle.

X Study Groups and Development of Study Group Outlines Recommended

Group discussion of the course is both efficient and highly beneficial.

XI Students with Disabilities

Students who may need additional help pursuant to the Americans with Disabilities Act Guidelines should see me as soon as possible.

XII Keeping in Touch

My office is 118 BLB, which is located in the first-floor secretarial suite of BLB. My office phone number is (713) 743-2139. My E-Mail address is ddole@central.uh.edu. My Secretary Charlette Jefferson's telephone number is (713) 743-2120. Charlette's E-Mail address is cmjeffer@central.uh.edu