

**Kubasek  
Browne  
Herron  
Dhooge  
Barkacs**

# Dynamic Business Law

SIXTH EDITION



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Hill**



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## DYNAMIC BUSINESS LAW, SIXTH EDITION

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# About the Authors



Courtesy of Nancy Kubasek

**Nancy K. Kubasek** received her J.D. from the University of Toledo College of Law in 1981 and her B.A. from Bowling Green State University in 1978. She joined the BGSU faculty in 1982, became an associate professor in 1988, and became a full professor in 1993.

During her tenure at Bowling Green State University, she has primarily taught courses in business law, legal environment of business, environmental law, health care law, and moral principles. She has published over 75 articles, primarily in law reviews and business journals. Most of her substantive articles focus on environmental questions. She has helped get students involved in legal research, and a number of her articles have been coauthored with students. She has also published a number of pedagogical articles in teaching journals, focusing primarily on the teaching of critical thinking and ethics.

She wrote the first environmental law text for undergraduate students, *Environmental Law*, and coauthored *The Legal Environment of Business: A Critical Thinking Approach*. She has written supplemental materials, such as study guides, test banks, and instructors' manuals.

Active in many professional organizations, she has served as president of the Academy of Legal Studies in Business, the national organization for professors of legal studies in colleges of business. She has also served as president of the Tri-State Academy of Legal Studies in Business, her regional professional association.

In her leisure time, she and her husband, Neil Browne, fish for halibut and salmon in Alaska, as well as largemouth bass in Florida. In addition, they are regular participants in polka, waltz, zydeco, and Cajun dance festivals in Europe and the United States. For almost 30 years, they have been successful tournament black-jack players. Both are avid exercisers—lifting weights, doing yoga, and running almost every day.

**M. Neil Browne** is a senior lecturer and Distinguished Teacher Professor of Economics and Law emeritus at Bowling Green State University. He received his B.A. in history and economics at the University of Houston, his Ph.D. in economics at the University of Texas,



Courtesy of M. Neil Browne

and his J.D. from the University of Toledo. He has been a professor at Bowling Green for more than five decades.

Professor Browne teaches courses in economics and law, legal research, jurisprudence, ethical reasoning, critical thinking, and economics at both the undergraduate and graduate levels. He has received recognition as the Silver Medalist National Professor of the Year, the Ohio Professor of the Year, and Distinguished Teacher and Master Teacher at Bowling Green State University, as well as numerous research awards from his university and from professional organizations. His consulting activities with corporate, governmental, and educational institutions focus on improving the quality of critical thinking in those organizations. In addition, he serves as a Rule 26 expert with respect to the quality of the reasoning used by expert witnesses called by the party opponent in legal actions.

Professor Browne has published 42 books and over 180 professional articles in law journals, as well as in economics, sociology, and higher-education journals. His current research interests focus on the relationship between orthodox economic thinking and legal policy. In addition, he is in the midst of writing books about the power of questionable assumptions in economics, the usefulness of asking questions as a learning strategy, and the deficiencies of legal reasoning.

**Lucien J. Dhooge** is the Sue and John Staton Professor of Law at the Scheller College of Business at the Georgia Institute of Technology, where he teaches international business law and ethics. Prior to his tenure at the Georgia Institute of Technology, Professor Dhooge practiced law for 11 years and served on the faculty of the University of the Pacific in California for 12 years.



Courtesy of Lucien J. Dhooge

He has authored more than 60 scholarly articles, coauthored and contributed to 20 books, and is a past editor in chief of the *American Business Law*

*Journal* and the *Journal of Legal Studies Education* and past president of the Academy of Legal Studies in Business. Professor Dhooe has presented courses and research throughout the United States, as well as in Asia, Europe, and Central and South America, and has received numerous research and teaching awards, including seven Ralph C. Hoeber Awards for excellence in published research. He received the Junior Faculty Award of Excellence from the Academy of Legal Studies in Business in 2002 and the Kay Duffy Award for outstanding service in 2005. He received the Academy's Distinguished Career Faculty Award in 2019. After completing an undergraduate degree in history at the University of Colorado, Professor Dhooe earned his J.D. from the University of Denver College of Law and his LL.M. from the Georgetown University Law Center.



Courtesy of Daniel J. Herron

**Daniel J. Herron** is currently a professor at Western Carolina University in Cullowhee, North Carolina amidst the breathtaking Smokey Mountains. Professor Herron is a former emeritus professor of business legal studies in the Richard T. Farmer School of Business at his undergraduate alma mater, Miami University in Oxford, Ohio, where he earned a

bachelor's degree in English. He earned his law degree from Case Western Reserve University School of Law in Cleveland and is a member of the Ohio and federal bars. His research includes articles on business ethics plus a variety of "business and law" topics. In addition to his teaching and scholarly publications, he founded in 1994, and since then has been coaching, the James Lewis Family Mock Trial Program at Miami, a consistent top-10 program in a field of more than 300 mock trial programs nationwide. He also taught at Bowling Green State University, the University of Wyoming, the University of North Carolina-Wilmington, and Western Carolina

University. He has been married for over 44 years to Deborah, and they have two children, Christopher (married to Amanda) and Elisabeth (married to Mark). They have seven grandchildren ranging in age from two years to sixteen years.



Courtesy of Linda L. Barkacs

**Linda L. Barkacs** received her J.D. from the University of

San Diego in 1993. She also has a B.A. in political science from San Diego State University and an A.A. in accounting from Irvine Valley College.

Upon graduating from law school and passing the California bar exam, Professor Barkacs became an associate at a downtown San Diego law firm. During that time she was involved in a number of high-profile trials, including a sexual harassment case against the City of Oceanside that resulted in a \$1.2 million verdict. In 1997, Professor Barkacs and her husband, Craig (also a professor at USD), started their own law firm specializing in business and civil litigation (in both federal and state courts), employment law cases, and appeals. They were also involved in numerous mediations and arbitrations.

Professor Barkacs began teaching at USD in 1997 and went full-time in Spring 2002. She is now a tenured professor of business law. As an educator, she has designed and taught numerous courses on law, ethics, and negotiation. She teaches in USD's undergraduate and graduate programs, including the Master of Science in Executive Leadership (a Ken Blanchard program), the Master of Science in Global Leadership, the Master of Science in Real Estate, and the Master of Science in Supply Chain Management. Professor Barkacs often teaches in USD's study-abroad classes and has traveled extensively throughout Europe, Asia, and South America.

Professor Barkacs has received numerous awards for her teaching at USD, including the 2008 USD Outstanding Undergraduate Business Educator; 2008 and 2007 Professor of the Year, USD Senior Class (university-wide); 2007 Creative and Innovative Teaching Award, Academy of Education Leadership (national); and 2009 and 2010 nominee for US Professor of the Year (Carnegie Foundation).

She and her husband are principals in The Barkacs Group ([www.TheBarkacsGroup.com](http://www.TheBarkacsGroup.com)), a consulting firm that provides negotiation, ethics, and team training for the private sector. Professor Barkacs has published numerous journal articles in the areas of law, ethics, and negotiation. She and her husband are coauthoring a book on negotiation. They also write a monthly negotiation newsletter (<https://firstoffer.substack.com/>). She has been the president, vice president, conference chair, and treasurer of the Pacific Southwest Academy of Legal Studies in Business ([www.pswalsb.net](http://www.pswalsb.net)).

Professor Barkacs currently spends her time teaching, publishing, consulting for The Barkacs Group, and doing volunteer work for various civic causes. She enjoys walking, weight lifting, pilates, and spending her free time with her husband, Craig, and their two ragdoll cats, Violet and Vanessa.

# A Guided Tour

We are full of gratitude to the reviewers, adopters, and students who have stimulated us to create this fresh and improved sixth edition of *Dynamic Business Law*. Any book is a work in progress, and certainly this one is no exception. But with your assistance, we feel we have a much better book now.

We have constructed a book that is both comprehensive and readable. But the features integrated into the chapters provide its distinctive worth. Each feature stands by itself as an aid to the kind of learning we hope to encourage. Yet the features are also a cohesive unit, contributing both to the liberal education of the students who use this book and to their skills as decision makers in a market economy.

Specifically, we provide a comprehensive examination of all the relevant questions, concepts, and legal rules of business law. Our text addresses the power and authority of constitutions, statutes, case law, and treaties as sources of law. Together, the various elements of what we call “the law” make up the foundation and structure of the market exchange process.

Decisions to trade and produce require trust: trust that consumers, firms, workers, financial institutions, and asset owners will do as they promise and that violations of such promises will be unacceptable in the marketplace. Without guarantees that promises will be kept, market exchanges would grind to a halt. Business law provides these guarantees and the boundaries within which certain promises can be made and enforced.

Market decisions are made in a context—a persistently changing context. The law, in turn, is dynamic in response. New technologies and business practices bring new disputes over rights and responsibilities in a business setting. Future business leaders need knowledge of existing business law, as well as a set of skills permitting them to adjust efficiently and effectively to new legal issues that arise over the course of their careers. We are excited about the contents of our features and want to explain the function of each of them in preparing our students for leadership in business.

## PRACTICAL TIPS FOR BUSINESS MANAGERS

“Practical Tips for Business Managers” emphasizes that our book is a BUSINESS law book, full of helpful ideas for modern business leaders.

### PRACTICAL TIPS FOR BUSINESS MANAGERS

1. Remember that an insurance policy is a specialized form of contract. Reading is fundamental in order to know what types of losses are covered and who is covered by the policy. It is also very important to be familiar with claims procedures and loss documentation requirements as coverage may be reduced or lost entirely if the insured fails to follow policy rules or is deemed uncooperative with the insurer.
2. Insurance coverage should be reviewed on a periodic basis in order to determine if changes are necessary. For example, an insured business may have acquired more inventory and customers, moved facilities to a different location, entered into agreements with third parties or even changed its line of business entirely. It cannot be assumed that current insurance policies will cover these changes, and, in fact, policies may require reporting of such changes. There are few things more damaging to a company's financial health than to suffer a catastrophic loss and subsequently discover that it is underinsured or uninsured.
3. Life insurance is important not only for individuals in order to care for their dependents in the event of an unexpected loss of life but is also crucial for businesses as well. Life insurance policies on key personnel help a company adjust to the loss of individuals upon whom the company's future well-being depends.



## BUT WHAT IF . . .

WHAT IF THE FACTS OF THE CASE OPENER WERE DIFFERENT?

Let's say, in the Case Opener, that Rogers Corporation was dumping PCBs into a small stream behind the plant, making the water unsafe. The stream flowed onto the properties of other individuals in the area. What kind of a tort would this be?



## BUT WHAT IF . . .

The “But What If” feature is designed to promote critical thinking by providing students with hypothetical variations on the fact patterns outlined in real cases.

This feature takes advantage of what we were taught so regularly in law school: Change the factual context and the legal conclusion may well shift along with the fact pattern. The “But What If” hypotheticals should heighten students’ sensitivity to the importance of details in legal reasoning.

## COMPARING THE LAW OF OTHER COUNTRIES

### TAKE-BACK LAW IN GERMANY

Germany has found one effective way to help alleviate problems with trash: manufacturers must take back packing materials for their products such as crates, drums, boxes, and shrink wrap. They may not dispose of these items in the public waste disposal system. The legislation also requires that retailers take back packaging materials such as cartons and antitheft devices on CDs. Retailers must install bins into which consumers may easily deposit packaging materials. The law also imposes a mandatory deposit on non-refillable containers for beverages, washing and cleansing agents,

and water-based paints to provide an incentive for consumers to return the containers.

In response to the heavy burden placed on manufacturers under this law, a nonprofit organization, DSD, was founded to allow manufacturers, for a fee, to shift responsibility for recycling primary packing material to DSD through its green-dot program. Participating companies can mark their products with the green dot, and the packaging may then be dropped off at green-dot collection points or, in some cities, be left outside in special containers for curbside recycling.

## COMPARING THE LAW OF OTHER COUNTRIES BOXES

This feature highlights the emerging, interconnected global market. Each chapter contains multiple “Comparing the Law of Other Countries” boxes. Because so many market decisions are made in an international context, future business leaders need

to familiarize themselves with the likelihood that a particular legal principle essential to doing business in one country may not be appropriate in other countries. The “Comparing the Law of Other Countries” boxes provide heightened awareness of this likelihood by illustrating how unique the law in a certain country often is. After reading dozens of these “stories of difference,” readers will certainly better understand the need to discover relevant law in all jurisdictions where their market decisions have legal implications.

We believe that students learn innumerable valuable lessons about US business law by contrasting the concepts of our business law system with those of our primary trading partners. We typically use Canada, Japan, China, Russia, Mexico, and the European Union for our comparisons because modern business managers will more likely be interacting with the law in those particular jurisdictions.

## E-COMMERCE AND THE LAW

### INTECHRA MODELS HOW TO DISPOSE OF E-WASTE

Electronic waste, or e-waste, is created when consumers and companies dispose of electronics in improper ways. Today, e-waste from electronics accounts for 70 percent of the heavy metals dumped in landfills. Consumers and companies dispose of both computers and cell phones on a regular basis. E-waste is one of the fastest-growing sectors of the waste stream.

Some businesses have responded by offering handling services. Intechra is the industry leader in the field of information technology asset disposition (ITAD).<sup>1</sup> In particular, Intechra recycles electronics throughout the United States. The company repairs

and donates some equipment, making sure hard drives are wiped clean. Intechra also disassembles and recycles equipment that cannot be reused. The company employs a zero-landfill policy—it sends nothing to landfills.<sup>1</sup> Intechra makes sure companies dispose of equipment in ways that comply with local, state, and federal laws that protect both privacy and the environment. Intechra is part of a growing industry, one that promises to manage electronics throughout products’ complete life cycles.

<sup>1</sup> <https://www.businesswire.com/news/home/2007051006055/en/Intechra-Earth-Day-Recycling-Drive-40-Tons>

## E-COMMERCE BOXES

A central feature of modern business decisions is new technology, specifically the rapid spread of electronic commerce. This development has created new challenges and opportunities that were unforeseeable until very recently. With each edition, we are enhancing our coverage of technology-related changes in the law.

Our initial approach was to construct an e-commerce chapter that stood by itself. But the more we thought about that approach and listened to our reviewers, we decided to place E-commerce boxes in most of our chapters, as well as to integrate the e-commerce material throughout relevant chapters. By this infusion approach, we think we can best convince students of the pervasive influence of this new, complicated aspect of business decisions.

## CRITICAL THINKING

After each case in the book, we have provided critical-thinking questions to highlight the need to think critically about the reasoning used by the court. The post-case critical thinking question will be an application of the critical-thinking material explicitly taught in Appendix 1A. In addition, we include in every chapter a Point/Counterpoint problem that encourages the reader to evaluate the conflicting reasoning surrounding a key issue in the chapter. Legal evolution occurs through a process of curiosity, an awareness of new problems in the marketplace, and sensitivity to rights and responsibilities that have not been given proper attention.

But we do much more than just ask a lot of critical-thinking questions at particular locations throughout the chapters. We encourage the use of a step-by-step critical-thinking approach that has been developed and used in classrooms in many countries. We do not just repeatedly urge students to “think critically.” Instead, we describe for them what is meant by that phrase in the context of business law. We include this step-by-step approach in Appendix 1A at the end of Chapter 1. Instructors who want to emphasize critical thinking can use that appendix as a structured approach for learning how to evaluate legal reasoning.

## ETHICAL REASONING

After each case in the book, we have provided ethical reasoning questions to highlight the need to think ethically about the reasoning used by the court. Throughout, our book emphasizes consideration of all stakeholder interests in every market decision. Business ethics should never be an afterthought or something firms consider because they think they must.

Instead, business ethics is what provides the social legitimacy for markets, what distinguishes markets from the life of the jungle. While market decisions are calculating and purposeful, they must at the same time reflect awareness that the good and the right provide social borders that elevate those decisions above simple greed and egoism.

Ethical discussion focuses on the basic observation that we are socially and globally interdependent as entrepreneurs, asset owners, workers, businesspeople, and consumers.

*significant impact (FONSI) was inadequate. According to the defendant, the environmental assessment looked at increase in fire safety risk and any other adverse environmental effect. In the end, the United States District Court for the Southern District of New York concluded that the defendant agency's environmental assessment satisfied its minimal burden to justify forgoing the environmental impact statement, and granted the defendant summary judgment. The plaintiff appealed.*

**JUDGE SACK** Plaintiffs contend that the NRC erred in failing to produce an environmental impact statement (“EIS”) under NEPA, instead producing only an environmental assessment (“EA”) and a finding of no significant impact (“FONSI”). We disagree:

“Judicial review of agency decisions regarding whether an EIS is needed is essentially procedural,” and “the decision

convincingly documented its determination of no significant impact.”

The NRC’s EA and FONSI satisfy the agency’s minimal burden to justify forgoing the EIS. The EA contains extended discussion of why the exemption does not create any fire safety risk, examines whether this exemption would have any other adverse environmental effect, and considers the alternative of not granting the exemption (and thereby requiring compliance). The NRC was not required to say more.

We have considered plaintiffs’ remaining arguments and, with the exception of the public participation challenge under NEPA addressed in our related opinion issued today, conclude they are without merit. The judgment of the district court is therefore affirmed in accordance with this order.

**AFFIRMED.**

### CRITICAL THINKING

What is the reasoning Judge Sack uses to support his argument? Is the evidence used to support the decision in this case reliable and abundant?

### ETHICAL DECISION MAKING

Given the consequentialist theory of ethics, do you think the outcome of this case will yield the greatest amount of good for the greatest number of people? Who would be affected by this case?

Our inescapable contact with one another requires that our aspirations be defined, at least in part, by their impact on others.

Our text has several ethical reasoning possibilities in each chapter. But for the reader to make use of this emphasis requires a practical step-by-step approach. In other words, students need more than just a discussion about values or ethics. They need to have some sense that the discussion is headed somewhere. They want to know, “How will my behavior be any more ethical after I have read the chapter and participated in the class discussions?” Our text answers their question.

Chapter 2 provides a clear explanation of our approach—an approach that students can use on a regular basis. The language and organization of our model of ethical reasoning leans implicitly on standard ethical theories. But it meets the challenge of a fast-paced business world. It pushes stakeholders to the forefront of market decisions, where they belong, and does so in a manner that is both powerful and doable without becoming tedious.

Business ethics are the guidelines we use to shape the world we want to create. As such, they provide guidance for the kind of business behavior we want to reinforce. After each case excerpt, under the heading “Ethical Decision Making,” we pause to think about the ethics of business law by asking a question or questions derived from the practical approach to business ethics developed in Chapter 2. Because we want students to see stakeholder interests as having numerous ethical dimensions, we have included frequent references to the ethical questions arising in modern business enterprises throughout *Dynamic Business Law*.

# What's New in the Sixth Edition?

## Changes to the Chapters

We received an incredible amount of feedback prior to writing the sixth edition of *Dynamic Business Law*. The following list of changes and improvements is a testament to our users and their commitment to making *Dynamic Business Law* the best content of its kind.

Every chapter has multiple cases in the Questions & Problems section in response to suggestions from adopters and reviewers of the fifth edition.

Each chapter contains the following:

- Multiple additions reflecting the increasing fascination with entrepreneurship and its interface with the law.
- A new feature in the final pages of the chapter called “Practical Tips for Business Managers.” The idea of the feature is to emphasize that our book is a BUSINESS law book, full of helpful ideas for modern business leaders.
- Either a new major case or a new Point/Counterpoint. Reviewers consistently applaud the freshness of our cases, and we want to continue to earn their applause in this regard.
- New end-of-chapter case problems.

In addition, wherever it is practical to do so, we enlarged our coverage of the responsibility of businesses to protect privacy rights of consumers and employees.

## Chapter 1 An Introduction to Dynamic Business Law

- Updated the discussion of executive orders as a source of law and alerted readers to increased concern about the powers of the executive branch in light of former President Trump’s increased use of them.
- Added an additional illustration of the need for modern business managers to understand the law of other countries. Vietnam, for example, considers all property to be owned by the state. Thus, to use a piece of property there requires the payment of a tax as a form of rent.
- In response to a reviewer’s request, sociological jurisprudence was linked to legal realism in the section discussing alternative theories of the law.

## Chapter 2 Business Ethics

- Updated the treatment of “Ethics of Care,” one of the ethical theories that judges use implicitly or explicitly as an approach to making ethical business decisions.
- Added a 2017 Gilead Sciences court case that provides a compilation of the kinds of facts that courts examine when they are hearing a False Claims Act and the court’s reasoning when it finds a cause of action under the Act.
- Demonstrated how ethics is related to attracting customers. Jennifer Miller’s article, “The Good Pharma Scorecard,” pp. 22–27 in *Scientific American Custom Media* (2020), explains the rankings of trustworthiness of pharmaceutical companies compiled by



Bioethics International and researchers at Yale and Stanford and the desire of the industry to restore the public's faith in the behavior of an industry critical to our health.

- Added an E-Commerce and the Law box explaining the major efforts of large social media companies who are resisting regulation of the information they allow on their Internet feeds.
- Added a section in law and other countries about African cultural assumptions that affect who gives gifts and who should expect to receive them in a business transaction with Africans as an illustration of how easy it is to make business mistakes when unfamiliar with the ethical habits and laws of other countries.

### Chapter 3 The US Legal System

- Corrected the diagram and also text to remove trademarks from the category of exclusive federal jurisdiction. Including trademarks under exclusive federal jurisdiction is a common error in business law textbooks.
- Added material addressing how choice of forum and choice of law clauses could be especially important for entrepreneurs.
- Changed Exhibit 2-4 to reflect the new Supreme Court makeup and also to reorganize the exhibit so there is a logic for the order in which judges appear.
- Replaced old Case 3-3 with the 2019 case of *Flowers v. Mississippi*, which illustrates the same point about the use of preemptory challenges but is a more recent case that students might see as more relevant.
- Inserted a new Comparing the Law of Other Countries box showing the contrast between the United States' adversarial judicial system and Germany's more inquisitorial system.
- Added a new Point/Counterpoint, "Should Courts Be Able to Establish in Personam Jurisdiction Based on the Stream of Commerce?" that will provide a good review for students of a concept, in personam jurisdiction, that they sometimes have trouble understanding.

### Chapter 4 Alternative Dispute Resolution

- Added a new E-Commerce and the Law box: "Arbitration and the Impact of T&C on a Webpage." This box addresses an issue that will be of significant interest to our students and has been in the news a lot.
- Inserted a new Case 4-3, *Lamps Plus, Inc. v. Varela*, a Supreme Court case that has often been discussed as one of the most important arbitration cases of 2019.
- Added a new Case Nugget, *OJSC Ukrnafta v. Carpatsky Petroleum Corp.*, a 2020 case that illustrates the continuing importance of international arbitration.

### Chapter 5 Constitutional Principles

- Replaced the old E-Commerce and the Law box with an updated version to reflect what has happened with sales taxes on Internet sales since the last edition was published.
- Replaced the old Comparing the Law in Other Countries box with a new one that illustrates the surprising way that Australia protects free speech.

- Inserted a new Case 5-3, *Carpenter v. United States*, which addresses the latest cell phone-related Fourth Amendment issue: whether CSLL (cell phone location data) can be used if obtained without a search warrant.
- Replaced the old E-Commerce and the Law box with a new one titled “Spies in the Skies: Do Drones and Aerial Surveillance Programs Violate the Fourth Amendment?” This box updates the previous one that had focused only on drones.

## Chapter 6 International and Comparative Law

- Added a new Case Opener (*MCF Liquidation, LLC v. International Suntrade, Inc.*) addressing the obligation of commercial purchasers to inspect goods within a reasonable period of time pursuant to the Convention on Contracts for the International Sale of Goods.
- Added a section discussing the USMCA Free Trade Agreement.
- Added a new Case Nugget (*Wyndham Hotel Group International, Inc. v. Silver Entertainment LLC*) that addresses the enforceability of a force majeure clause in the context of the seizure of a hotel by a foreign government for nonpayment of taxes.
- Added new Case Nugget, *Black v. Ritz Carlton Hotel Company*, addressing personal jurisdiction in the context of websites.
- Added a new case (*Lee v. Young Life*) applying forum non conveniens to premises liability litigation arising from an accidental drowning at a summer youth camp in Canada.
- Created a new Point/Counterpoint addressing whether the United Kingdom was correct in withdrawing from the European Union.

## Chapter 7 Crime and the Business Community

- Added a new E-Commerce and the Law box, “The High Cost of Computer Crime,” that tries to help students recognize how much computer crime costs society.
- Replaced the Classic Case, *U.S. v. Parks*, with a new case, *U.S. v. DeCoster*, that provides a more current example of the application of the responsible corporate officer doctrine first established in the *Parks* case.
- Added new Case Nugget, *US Supreme Court Finally Requires a Unanimous Verdict Under the Sixth Amendment*, an important 2020 US Supreme Court case that made the requirement of a unanimous jury verdict in serious criminal cases the rule in all 50 states.

## Chapter 8 Tort Law

- Added a new case illustrating how difficult it is to establish a case of per se defamation.
- Inserted a new Comparing the Law of Other Countries box, “Defamation in Turkey,” illustrating how other countries treat defamation more seriously than the United States does. In Turkey, for example, it is not a tort, but rather a crime.
- Added a new E-Commerce and the Law box, “Liability of Online Service Providers in the United States.” This topic has increasingly become important as our reliance on the Internet increases.
- Added a new Case Nugget, “The Wrong State of Mind to Commit Fraud,” which focuses on the 2020 case, *Paraflon Investments Ltd. v. Fullbridge, Inc.* It illustrates an important

element of winning a fraud case: demonstrating that the defendant purposefully made a misrepresentation to the plaintiff.

- Included a warning that entrepreneurs need to understand when asking a former colleague to come work for new business could lead to an intentional interference with contract lawsuit.

## Chapter 9 Negligence and Strict Liability

- Updated the E-Commerce and the Law box to discuss potential liability in negligence for matters involving crypto currencies.
- Added a new Comparing the Law of Other Countries box, “Analysis of Causation under Norwegian Law,” providing an alternative way to examine causation.
- Added a new Case Nugget, *Simon v. Taylor*, providing a humorous illustration of the attempted use of negligence per se.
- Included a new case, *Bonacci v. Brewer Service Station*, which provides a more current illustration of the application of *res ipsa loquitur*.

## Chapter 10 Product Liability

- Inserted a new case, *Johnson v. Monsanto Co.*, in the Damages section. The *Johnson v. Monsanto* case was noted in many news stories as one of the most significant product liability cases of 2020.
- Changed the Comparing the Law of Other Countries box to “Uniform Product Liability Laws in the European Union.”
- Changed the E-Commerce and the Law box to discuss the warrantability of software, an import product liability issue that we had not discussed in the past because it was not previously an issue.
- Changed the text of the Case Nugget, “When Might Your Company Unexpectedly Be Considered a Seller of Goods?” to a focus on the potential of Amazon to be a seller of goods.

## Chapter 11 Liability of Accountants and Other Professionals

- Inserted a new case illustrating how difficult it is for the scienter of an accountant to be transferred to a corporation.
- Added a new Comparing the Law of Other Countries box, “Liability of Accountants to Third Parties in Germany.” This box is important because we always think of the burden of proof as being on the plaintiff, but the box illustrates a circumstance under German law where the burden is on the defendant.
- Added a new E-Commerce and the Law box, “The Development of AI for Accounting.”

## Chapter 12 Intellectual Property

- Included an important 2020 case, *USTPO v. Booking.com*, in which the US Supreme Court held upheld the issuance of a trademark for booking.com and ruled that a generic term with .com attached to it (i.e., genericterm.com) can be a trademark if consumers do not perceive it as a generic term.

- Created a discussion of *Romag Fasteners v. Fossil*, in which the US Supreme Court clarified that a plaintiff seeking damages for infringement need not prove the defendant *willfully* infringed on the trademark.
- Added a new case, *Stone Brewing Co. v. MillerCoors LLC*, reviewing the elements the court examines in an infringement case, as well as the factors a court uses to determine whether to grant a preliminary injunction in an infringement case.
- Replaced the old Case Nugget with a new one titled “Party and Fair Use or Party and Bullshit?”
- Changed the E-Commerce and the Law box to one titled “Who Owns Your Health Care Records?”
- Revised the Comparing the Law of Other Countries box to one titled “GDPR and Intellectual Property Law.” GDPR, which stands for General Data Protection Regulation, is the way the EU protects personal data.

### Chapter 13 Introduction to Contracts

- Inserted a new E-Commerce and the Law box, “Who Signed the Contract?” that focuses on e-signatures, used increasingly because so many people are working and contracting from home.
- Added a new Comparing the Law of Other Countries box titled “China’s New Security Rule,” that highlights a change in China’s rules regarding contracts that was made in response to some of former President Trump’s sanctions on China.
- Added a new Case Nugget, “The Standard for the Court’s Review of Arbitrator Interpretations of Contracts.”
- Replaced the old Case 13-3 with *Source Associates, Inc. v. Mitsui Chemicals America, Inc.* This new case illustrates what is needed to prove a case of unjust enrichment.

### Chapter 14 Agreement

- Added a new E-Commerce and the Law box, “The Objective Theory of Contract Law and E-Commerce,” to illustrate how the objective theory of contracts has facilitated the development of e-commerce.
- Added a new Case Nugget, *Lee v. Chemieliewski*. This is a current case that illustrates how important it is to make sure all conditions in a contract are clearly laid out. The case is interesting to students because the cost to the drafter of the contract of not being thorough and precise in drafting the conditions was the dramatic loss of millions of dollars.
- Added a new Comparing the Law of Other Countries box titled, “Contract Law in Israel.” This box introduces students to two principles that underlie Israeli contract law.
- Inserted a new Case 14-3, *Reed v. Ezelle Investment Properties, Inc.*, providing a current illustration of how the mirror image rule has had a significant impact on contract formation.

### Chapter 15 Consideration

- Added a new case, *State v. Blake*, discussing past consideration with a twist—a man who served jail time after writing a bad check, but for money he never owed under civil law!



- Included a new Case Nugget about accord and satisfaction, *Pendergrass v. Ingram*.
- Added a new Case Nugget, “Where Is Enforcing Contracts Easiest?” that shows the surprising rank of the United States as #17.
- Replaced the old Point/Counterpoint with a new one entitled “Should the Courts Require Consideration to Create a Binding Contract?”

## Chapter 16 Capacity and Legality

- Added a new Case Nugget, “A Minor’s Ability to Avoid a Binding Arbitration Clause,” which will be of interest to students because the topic of the contract at issue was the company that runs the ACT, a test that most students are familiar with.
- Included a new case, *Baja Properties, LLC v. Mattera*, that provides an illustration of a situation where an unlicensed contractor cannot enforce a contract.
- Added a new Comparing the Law of Other Countries box titled “Usury Laws in Saudi Arabia.”
- Added a new E-Commerce and the Law box titled “Anticompetitive for Whom?” This is a box that may be of interest to students because of its focus on Amazon.

## Chapter 17 Legal Assent

- Added *Jerome M. Eisenberg, Inc. v. Hall*, a case illustrating the difficulty of using a mutual mistake to avoid a contract.
- Added a new E-Commerce and the Law box, “Negligent and Fraudulent Misrepresentation,” on Amazon.
- Changed the Case Nugget to “A Family’s Undue Influence,” an example of undue influence that illustrates how dangerous it is to do business with family members.
- Changed the Comparing the Law of Other Countries box to “Consumer Contracts in Korea,” illustrating a country’s giving more protection than the United States does to contracts of adhesion.

## Chapter 18 Contracts in Writing

- Added a new Case 18-1, *Northern Group, Inc. v. Tech 4 Kids, Inc.*, which illustrates how difficult it is to know whether a court will interpret a contract as being able to be performed within a year for the purpose of falling under the Statute of Frauds.
- Added a new Case Nugget, *Craig v. B. Riley Fbr, Inc.*, which illustrates an additional problem with trying to decide whether a contract falls under the Statute of Frauds.
- Added a new Comparing the Law of Other Countries box, “Businesses, Beware the Convention on the International Sale of Goods,” that illustrates how the Statute of Frauds may not be applicable when sales contracts are made in a foreign country.
- Inserted a new Point/Counterpoint, “Should the Parol Evidence Rule Be Eliminated?”

## Chapter 19 Third-Party Rights to Contracts

- Added a new Comparing the Law of Other Countries box titled “Assignment and Novation in Singapore,” that highlights how the creation and use of assignments is unique in Singapore.

- Added a new case, *Washington Tennis & Education Foundation, Inc. v. Clark Nexsen, Inc.*, a case that clearly illustrates a potential unforeseen consequence of assigning away one's rights to a contract without fully considering all the potential ramifications of that assignment.
- Added a new E-Commerce and the Law box, "Buy Now, Assign Later," that should be of great interest to students because it focuses on Affirm and Afterpay, new companies that offer young people an alternative to making purchases with credit cards.
- Created a new Case Nugget based on a 2020 case, *Mallavarapu v. City of Cedar Falls*. It illustrates the difference between an incidental and intended beneficiary.

## Chapter 20 Discharge and Remedies

- Inserted a new Comparing the Law of Other Countries box called "Japanese Mutual Consultation: An Approach Designed to Reduce Litigation for Breach of Contract." The new box illustrates a fundamental difference in attitudes toward contract disputes between the United States and Japan.
- Included a new case, *Doran 610 Apartments, LLC v. Merritt*, that illustrates how the courts look at proof of a material breach of contract.
- Added a new Case Nugget, "A Frustrated Purpose?" This case demonstrates how difficult it is to prove frustration of purpose in a breach of contract case.
- Added a new E-Commerce and the Law box titled "Oversight Board." This case discusses the need for greater regulation of Facebook and other social media sites.

## Chapter 21 Introduction to Sales and Lease Contracts

- Inserted a new Case Nugget highlighting the issue of "reasonable" time for contract execution, which is always a stickler in contract disputes.
- Inserted a new case discussing an omnipresent issue in UCC Article 2 contract law: the "battle of the forms."
- Added a new Comparing the Law of Other Countries box that refreshes the tally of nations having adopted the CISG and highlights that our largest trading partner, the United Kingdom, has not.
- Inserted a new Point/Counterpoint: "Should the UCC Be Expanded to Include the Sale of Realty and Services?"

## Chapter 22 Title, Risk of Loss, and Insurable Interests

- Included a new case updating and reinforcing the differentiation between common law contracts and UCC contracts.
- Added a new Comparing the Law of Other Countries box explaining Incoterms, an introduction of the International Chamber of Commerce.
- Created a new Case Nugget focusing on consumer rights under the UCC.
- Added another Case Nugget focusing on two issues: the continuing notion of consumer rights under the UCC and the troublesome issue of entrustment.

**Chapter 23** Performance and Obligations under Sales and Leases

- Inserted a new Case Nugget exploring revocation of the acceptance when there is a substantial nonconformity in goods delivered.
- Created a new Comparing the Law of Other Countries box that discusses a novel concept of a variation on the right to cure: May the buyer initiate a cure and then demand that the seller pay for it?
- Added a new case discussing whether, once there is a legitimate revocation of an acceptance but the non-breaching buyer does not return the goods immediately, the buyer is subject to liability for “wrongful use.”
- Added a new Point/Counterpoint, asking whether the buyer may initiate a cure and then demand that the seller pay for it.

**Chapter 24** Remedies for Breach of Sales and Lease Contracts

- Added a new case examining whether, when a seller breaches, the buyer can claim lost profit or the differential between contract price and market price as the measure of damages.
- Included a new Comparing the Law of Other Countries box that addresses whether there is any place in contract breach theory allowing for punitive damages.
- Created a new Case Nugget looking at the parties’ ability to limit consequential damages.

**Chapter 25** Warranties

- Added a new case exploring whether water suppliers can be held liable for a breach of the warranty of merchantability.
- Included a new Comparing the Law of Other Countries box that examines the relationship between the CISG treatment of implied warranties to that in the UCC warranty of merchantability.

**Chapter 26** Negotiable Instruments: Negotiability and Transferability

- Included a recent case identifying key language providing evidence that an instrument is a demand note.
- Added a new E-Commerce and the Law box updating Article 3 of the UCC.
- Created a new Case Nugget authorizing stamped signatures in the absence of showing that they have been used fraudulently.
- Included a new Comparing the Law of Other Countries box that discusses the use of signature stamps in Taiwan and Japan.

**Chapter 27** Negotiation, Holder in Due Course, and Defenses

- Presented a new case discussing the requirements for holder-in-due-course status and the implications of a dispute being a contract action instead of one where a party is a holder in due course.
- Included a new Case Nugget distinguishing between a holder and a holder in due course.

- Inserted a new Comparison of the Law of Other Countries box comparing negotiable instruments in the United States and Canada.
- Created a new E-Commerce and the Law box highlighting potential legal problems arising from remote check depositing.

## Chapter 28 Liability, Defenses, and Discharge

- Added a recent case spelling out the elements included in presentment warranties and the types of factual findings that establish whether those warranties have been honored.
- Replaced the entire chapter opener, associated But What If boxes, and the Wrap-Up at the conclusion of the chapter with material exploring liability for forged checks and managerial supervisory responsibilities for guarding against industrial forgery.
- Introduced a new Case Nugget where the court ruled that a forgery defense is available to the plaintiff attempting to invalidate a forged deed of trust, even if the lending agency is a holder in due course.

## Chapter 29 Checks and Electronic Fund Transfers

- Added a recent case reviewing the Electronic Funds Transfer Act.
- Created an E-Commerce and the Law box explaining Bitcoin, including some of its advantages and disadvantages as a form of currency.
- Inserted a new Comparing the Law of Other Countries box that explains the regulatory system China uses to regulate processor fees like those charged by VISA or American Express. The Chinese rely on payments using a QR code, rather than the few large payment processors on which US customers rely.
- Included a new Case Nugget discussing an attempted class action suit against Nissan for debt-collection practices allegedly in violation of the Telephone Consumer Protection Act.

## Chapter 30 Secured Transactions

- Added a new Case Opener (*Airpro Mobile Air, LLC v. Prosperity Bank*) addressing the commercial reasonableness of a sale of collateral and the creditor's entitlement to a deficiency judgment.
- Added a new case (*In re: Wastetech, LLC*) examining the consequences of failing to accurately name the debtor and clearly describe the collateral in a financing statement.
- Added a new case (*In re: Rancher's Legacy Meat Company*) discussing the effect of permitting a financing statement to lapse.
- Added a case discussion of the priority of a PMSI over conflicting security interests (*In re: Richard M. Judy Family Trust*).
- Added a new Case Nugget (*In re: Puerto Rico Hospital Supply, Inc.*) regarding specificity in the description of collateral in a security agreement

## Chapter 31 Other Creditors' Remedies and Suretyship

- Added a new Case Opener (*SA Group Properties v. Highland Marketplace LC*) regarding eligibility for recovery of a deficiency judgment in the context of foreclosure upon real property.



- Created a new Case Nugget (*LB Steel, LLC v. Carlo Steel Corporation*) discussing the determination of substantial performance of a contractor's obligation and its impact on lien rights.
- Added new Case 31-2 (*Schacht v. Kunimune*) addressing the enforceability of a writ of garnishment against joint bank accounts.
- Included a new Case 31-3 (*PC Riverview, LLC v. Cao*) addressing the release of a guarantor due to the modification of an underlying lease obligation.

## Chapter 32 Bankruptcy and Reorganization

- Added a new Case Opener (*In re: Metz*) exploring the status of student loans in bankruptcy and maintenance of a "minimal standard of living."
- Included new Case 32-1 (*In re: Grantham*) addressing excuses for failure to complete mandatory credit counseling prior to filing of a bankruptcy petition.
- Created a new Case Nugget (*In re: Hickman*) addressing the impact of false statements in bankruptcy petitions upon the ability of debtors to obtain discharges.
- Added a new Case Nugget (*In re: Bolles*) addressing discharge of a debt incurred as a result of willful and malicious behavior by the debtor.

## Chapter 33 Agency Formation and Duties

- Added a recent case in which the court develops the elements necessary for an apparent agency.
- Added a Case Nugget reviewing the importance of the specific stipulations in a signed durable power of attorney.
- Provided a discussion of the manner in which the United Kingdom organizes a durable power of attorney in a new Comparing the Law in Other Countries box.
- Included a new E-Commerce and the Law box discussing the passage in 2020 of Proposition 22 in California and the implications for app-based workers in the United States.

## Chapter 34 Liability to Third Parties and Termination

- Added a recent case specifying when the court would permit self-dealing to be a component in a grant of power of attorney.
- Revised the chapter opener and all of the But What If boxes in the chapter to address the following questions:
  - a. When may a principal be held vicariously liable for the negligent acts of its agent?
  - b. What must the plaintiff demonstrate to establish employer liability?
- Included a new Case Nugget discussing when death terminates an agency relationship.

## Chapter 35 Forms of Business Organization

- Added a discussion of the relationship between sole proprietorship and an entrepreneurship.
- Included on an analysis of the alternatives to self-financing available to the entrepreneur as a means of acquiring financial capital.

- Inserted a new case that incorporates the elements of a joint venture and the role of the Florida Statute of Frauds in determining a meeting of the minds.
- Created a new Case Opener and rewrote all the But What If boxes to complement the new opener. The new opener explores when and how franchise agreements can be terminated and the kinds of problems that can emerge between franchisor and franchisee.
- Updated the chart for the top 10 global franchises.
- Created a Case Nugget differentiating between a proprietorship and a de facto corporation.

### **Chapter 36** Partnerships: Nature, Formation, and Operation

- Added a discussion and graphic of the potential of a partnership's taking advantage of the multiple talents of multiple contributors to the operation of the partnership.
- Included a new case discussing the criteria for determining whether an agreement creates a partnership relationship.
- Created a new Case Opener and related But What If boxes exploring the factors determining whether a partnership exists.
- Added a new Case Nugget discussing the possibility of forming an inadvertent partnership.

### **Chapter 37** Partnerships: Termination and Limited Partnerships

- Added a new recent case examining the complexities of winding up a partnership and the relationship between different types of partners.
- Created a new Case Opener and associated But What If boxes focusing on the relationship between a dissolution and the legal end of a partnership.
- Added a new Case Nugget distinguishing between the entity and aggregate theories of partnership.

### **Chapter 38** Corporations: Formation and Financing

- Created a new Case Nugget spelling out the importance of filing a certificate of authority.
- Added a new case discussing the issues surrounding the piercing of the corporate veil.
- Designed a new Case Opener and related But What If boxes exploring the legal implications of corporate status.

### **Chapter 39** Corporations: Directors, Officers, and Shareholders

- Added a recent case examining the criteria associated with the business judgment rule.
- Created a new Comparing the Law in Other Countries box describing the shareholders' enduring right to remove directors in China.
- Added a new E-Commerce and the Law box describing the capability of Chinese firms to be available to international investors despite regulations in China forbidding such investment. International investors, however, own an intermediary company, not the Chinese firm.
- Added a new Case Nugget examining the duty to disclose a conflict of interest.

**Chapter 40** Corporations: Mergers, Consolidations, Terminations

- Included a new case examining the incompleteness of winding up when actionable harm occurred before dissolution.
- Constructed a new Comparing the Law of Other Countries box distinguishing merger regulation in the United States from that in France.
- Created a new E-Commerce and the Law box documenting the impact of the coronavirus pandemic on tech takeovers.
- Added a new Case Nugget discussing why a board of directors tried to use a poison pill to resist shareholder activism.

**Chapter 41** Corporations: Securities and Investor Protection

- Added a new Case Opener about insider trading and the follow-up questions to it.
- Included a reminder to entrepreneurs about the importance of understanding securities law, as well as a brief mention about an exemption that many entrepreneurs would have access to.
- Added a new E-Commerce and the Law box called “Will the SEC Suit against Ripple Make Waves in Cryptocurrency?”
- Added a new But What If box illustrating the importance of the filing period.
- Included a current case that illustrates insider trading (*Marshall v. U.S.*).

**Chapter 42** Employment and Labor Law

- Added a paragraph to “Introduction to Labor and Employment Law” stressing the importance of knowledge of employment and labor law for budding entrepreneurs.
- Updated the Fair Labor Standards Act (FLSA) section with new regulations regarding exempt employees.
- Replaced the old Comparing the Law of Other Countries box with a new one titled “Minimum Wage in Other Countries.”
- Updated ERISA law (re: vesting requirements).
- Created a new Case Nugget about social media (*Hayes v. Express Scripts*).
- Constructed a new E-Commerce and the Law box entitled “Is Employee Monitoring Legal?”
- Added a new case about drug testing policies (*Dix v. Casey’s Gen. Stores*).

**Chapter 43** Employment Discrimination

- Added a new learning objective on special considerations for employees who quit their jobs to start their own businesses (entrepreneurs).
- Created a new Case Nugget about bona fide occupational qualifications (BFOQs).
- Added a new Case Nugget on the Equal Pay Act (EPA).
- Updated the law regarding “Discrimination Based on Sexual Orientation,” with an introduction to the US Supreme Court decision that “sex” in Title VII of the Civil Rights Act of 1964 protects against discrimination based on sexual orientation and gender identity.

- Added a new case, *Bostock v. Clayton County, Georgia*, in which the US Supreme Court extended legal protections under Title VII to protect against discrimination based on sexual orientation and gender identity.
- Constructed a new Point/Counterpoint on the question of “Should an Employer Be Permitted to Fire Employees ‘at Will?’”

## Chapter 44 Administrative Law

- Updated Exhibit 44-1, “Major Administrative Agencies.”
- Included a new Case Nugget, *Firetree, Ltd. v. Norwalk*, about the appeal of administrative decisions.
- Included a new Case Nugget, *Janssen Ortho, LLC v. United States*, regarding agency interpretation of statutes.
- Added a new case, *Chaverra v. United States Immigration & Customs Enforcement*, about the scope of an FOIA request.
- Added a new Point/Counterpoint, “Do Agencies Have Too Much Power?”

## Chapter 45 Consumer Law

- Included a new case discussing the criteria necessary for deciding the legitimacy of a deceptive advertising claim.
- Created a new Case Opener and the accompanying But What If boxes that examine when an action is deceptive under the FTC Act.
- Added a new Case Nugget discussing whether the robocall carveout preventing political consultants and debt collectors from using robocalls is constitutional.

## Chapter 46 Environmental Law

- Added a new E-Commerce and the Law box, “Offsetting Online Shopping Emissions,” which is important because it addresses an activity that has surprising environmental consequences: online shopping.
- Added a new section describing President Biden’s newly created White House Office of Domestic Climate Policy.
- Inserted a new case, *Bark v. United States Forest Service*, which illustrates the difficulty of knowing when an EIS is necessary.
- Added a new Case Nugget, “The RCRA’s Right of Intervention,” which is important because it highlights how citizens have the right to pursue enforcement of environmental statutes when the government does not choose to do so.

## Chapter 47 Antitrust Law

- Added a summary of the proposed major revamping of American Antitrust Law, introduced February 11, 2021, by five senators. Ordinarily, a text would not contain a proposed law, but this 56-page Competition and Antitrust Law Enforcement



Reform Act (CALERA) provides an extensive review of the major issues in Anti-trust Law.

- Included a recent case spelling out the analysis of *per se* violations of the Sherman Act and the process of applying a rule of reason to these cases. The court discusses the criteria for both Section 1 and Section 2 violations of the Sherman Act.
- Added a new E-Commerce and the Law box describing the FTC's 2020 case against Facebook for illegal monopolization of its market.
- Constructed a new Case Opener and its related But What If boxes exploring how courts determine the relevant market to enable the drawing of boundaries around the market that is allegedly being monopolized.

## **Chapter 48** The Nature of Property, Personal Property, and Bailments

- Added a new E-Commerce and the Law box about owning digital property because access to digital property is so different from access to physical, personal property.
- Created a new Comparing the Law of Other Countries box, which compares our gifts *causa mortis* to those of England.
- Added a new case, *McGoldrick v. Murphy*, addressing an issue that could be relevant in many students' lives in the not-too-distant future: gifts in contemplation of marriage.
- Constructed a new Case Nugget based on *New Fortune, Inc. v. Apex Logistics International (CN) Ltd.*, which students will find interesting because it focuses on something that every student now has: a face mask.

## **Chapter 49** Real Property

- Added a new Case Opener and related But What If boxes, focusing on a recent adverse possession case.
- Added a discussion highlighting the dangers of quitclaim deeds by describing how the star of HGTV's "Rehab Addict Rescue" got scammed by a seller who gave her a quitclaim deed.
- Included a new Comparing the Law in Other Countries box about adverse possession in Kenya. The illustration is good because it shows how crucial the time limits are in adverse possession cases.

## **Chapter 50** Landlord-Tenant Law

- Added a new case discussing the criteria for whether a requested accommodation for a disability is reasonable under the Fair Housing Act.
- Included a new Point/Counterpoint: "Should Landlords Be Barred from Evicting Tenants During the COVID-19 Pandemic?"
- Created a new Case Opener and related But What If boxes exploring when a land-sales contract is a residential lease.

## **Chapter 51** Insurance Law

- Included a new Case Opener (*Norman v. Liberty Mutual Fire Insurance Company*) addressing the obligation of insurance companies to restore damaged real property.

- Added a new case (*Wyrick v. Underwriters at Lloyd's London*) addressing the consequences of an insured's failure to timely renew a policy with respect to coverage for a subsequent loss.
- Added a new case (*Turek Enterprises, Inc. v. State Farm Mutual Automobile Insurance Company*) addressing coverage for businesses losses resulting from mandatory closure orders as a result of COVID-19.
- Created a new Case Nugget (*Philadelphia Indemnity Insurance Company v. North Texas Annual Conference of the United Methodist Church, Inc.*) regarding organizational coverage for an accident caused by an individual participating in a church-sponsored activity.
- Added a new Case Nugget (*Gemini Insurance Company v. Earth Treks, Inc.*) determining the number of insurable events arising from multiple instances of sexual abuse by two different individuals employed by the insured.

## Chapter 52 Wills and Trusts

- Added a new Case Opener (*Ambiguity in Drafting a Will*) addressing considerations in defining ambiguous terms in wills.
- Included a new case (*MacNeil v. Berryhill*) addressing the determination of heir status for children conceived through in vitro fertilization 11 years after the death of their father.
- Added a new case (*In the Matter of the Estate of Smith*) addressing incompetency and undue influence in the execution of a will.
- Added a new Case Nugget (*In re: Estate of Starkey*) addressing requirements necessary to revoke a previously executed will.



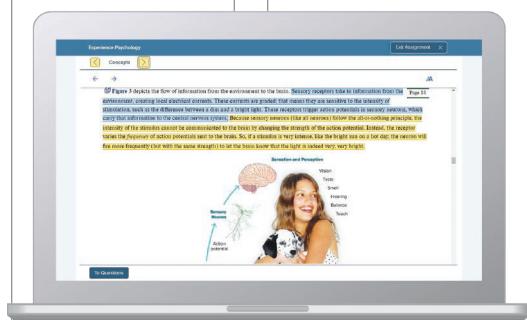
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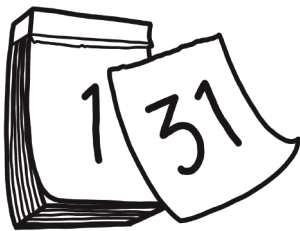
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## PowerPoint Presentations

The PowerPoints contain an easy-to-follow lecture outline summarizing key points for every chapter.

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Written by our co-author, Neil Browne, this resource includes lecture notes, case briefs, answers to all questions in each chapter, assignment ideas, teaching assistance (emphasizing practical tips that new or part-time teachers can try right away), and suggested handouts.

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Links to brief videos for classroom use are provided.

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Many educational institutions today are focused on the notion of assurance of learning, an important element of some accreditation standards. *Dynamic Business Law* is designed specifically to support your assurance of learning initiatives with a simple, yet powerful solution. Each test bank question for *Dynamic Business Law* maps to a specific chapter learning outcome/objective listed in the text. You can easily query for learning outcomes/objectives that directly relate to the learning objectives for your course.

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# Brief Contents

## Part One

### THE LEGAL ENVIRONMENT OF BUSINESS

- 1** An Introduction to Dynamic Business Law 1
- 2** Business Ethics 16
- 3** The US Legal System 40
- 4** Alternative Dispute Resolution 73
- 5** Constitutional Principles 101
- 6** International and Comparative Law 136
- 7** Crime and the Business Community 159
- 8** Tort Law 197
- 9** Negligence and Strict Liability 229
- 10** Product Liability 250
- 11** Liability of Accountants and Other Professionals 276
- 12** Intellectual Property 302

## Part Two

### CONTRACTS

- 13** Introduction to Contracts 328
- 14** Agreement 349
- 15** Consideration 370
- 16** Capacity and Legality 388
- 17** Legal Assent 412
- 18** Contracts in Writing 433
- 19** Third-Party Rights to Contracts 458
- 20** Discharge and Remedies 483

## Part Three

### DOMESTIC AND INTERNATIONAL SALES LAW

- 21** Introduction to Sales and Lease Contracts 508
- 22** Title, Risk of Loss, and Insurable Interest 531
- 23** Performance and Obligations under Sales and Leases 550
- 24** Remedies for Breach of Sales and Lease Contracts 569
- 25** Warranties 588

## Part Four

### NEGOTIABLE INSTRUMENTS AND BANKING

- 26** Negotiable Instruments: Negotiability and Transferability 607
- 27** Negotiation, Holder in Due Course, and Defenses 626
- 28** Liability, Defenses, and Discharge 649
- 29** Checks and Electronic Fund Transfers 674

## Part Five

### CREDITORS' RIGHTS AND BANKRUPTCY

- 30** Secured Transactions 705

**31** Other Creditors' Remedies and Suretyship 727

**32** Bankruptcy and Reorganization 746

## **Part Six**

### **AGENCY**

**33** Agency Formation and Duties 773

**34** Liability to Third Parties and Termination 797

## **Part Seven**

### **BUSINESS ORGANIZATIONS**

**35** Forms of Business Organization 821

**36** Partnerships: Nature, Formation, and Operation 848

**37** Partnerships: Termination and Limited Partnerships 869

**38** Corporations: Formation and Financing 889

**39** Corporations: Directors, Officers, and Shareholders 915

**40** Corporations: Mergers, Consolidations, Terminations 942

**41** Corporations: Securities and Investor Protection 965

## **Part Eight**

### **EMPLOYMENT AND LABOR RELATIONS**

**42** Employment and Labor Law 991

**43** Employment Discrimination 1017

## **Part Nine**

### **GOVERNMENT REGULATION**

**44** Administrative Law 1045

**45** Consumer Law 1065

**46** Environmental Law 1098

**47** Antitrust Law 1123

## **Part Ten**

### **PROPERTY**

**48** The Nature of Property, Personal Property, and Bailments 1154

**49** Real Property 1175

**50** Landlord-Tenant Law 1201

**51** Insurance Law 1228

**52** Wills and Trusts 1247

## **APPENDIXES**

**APPENDIX A** The Constitution of the United States of America A-1

**APPENDIX B** Uniform Commercial Code B

**APPENDIX C** Title VII of the Civil Rights Act of 1964 C-1

**APPENDIX D** The Civil Rights Act of 1991 D-1

Glossary G-1

Name Index I-1

Subject Index I-4

# Contents

## Part One

### THE LEGAL ENVIRONMENT OF BUSINESS

#### CHAPTER 1

An Introduction to Dynamic Business Law 1

Law and Its Purposes 2

Classification of the Law 2

Sources of Business Law 5

*Constitutions* 5

*Statutes* 5

*Cases* 6

*Administrative Law* 8

*Treaties* 8

*Executive Orders* 9

*Schools of Jurisprudence* 9

Global and Comparative Law 11

Key Terms 12

Appendix 1A Critical Thinking and Business Law 13

Key Term 15

#### CHAPTER 2

Business Ethics 16

##### Case Opener

Acne Medication and Gastrointestinal Injury 16

Business Ethics and Social Responsibility 17

Business Law and Business Ethics 19

The WH Framework for Business Ethics 22

*Who Are the Relevant Stakeholders?* 22

*How Do We Make Ethical Decisions?* 25

**Case 2-1:** United States ex rel. Jeffrey Campie  
and Sherilyn Campie v. Gilead  
Sciences, Inc., 28

Case Opener Wrap-Up: Acne Medication and  
Gastrointestinal Injury 29

Key Terms 30

Summary of Key Topics 30

Point / Counterpoint 31

Questions & Problems 32

Appendix 2A Theories of Business Ethics 35

Key Terms 39

#### CHAPTER 3

The US Legal System 40

##### Case Opener

Questionable Jurisdiction over Caterpillar 40

Jurisdiction 41

*Original versus Appellate Jurisdiction* 41

*Jurisdiction over Persons and Property* 41

*Subject-Matter Jurisdiction* 44

**Case 3-1:** Hertz Corp. v. Friend 46

Venue 48

Forum Selection and Choice of Law 49

**Case 3-2:** Atlantic Marine Construction Company, Inc.  
v. United States District Court  
for the Western District of  
Texas et al. 49

The Structure of the Court System 51

*The Federal Court System* 51

*State Court Systems* 54

Threshold Requirements 54

*Standing* 54

*Case or Controversy* 55

*Ripeness* 55

Steps in Civil Litigation 56

*The Pretrial Stage* 56

*The Trial* 61

**Case 3-3:** Flowers v. Mississippi, No. 17-9572,  
588 U.S. \_\_\_\_ (2019) 62

*Appellate Procedure* 65

*Collecting the Judgment* 67

Case Opener Wrap-Up: Questionable Jurisdiction over  
Caterpillar 67

Key Terms 68

Summary of Key Topics 69

Point / Counterpoint 69

Questions & Problems 70

#### CHAPTER 4

Alternative Dispute Resolution 73

##### Case Opener

Mandatory Arbitration at Hooters 73

Primary Forms of Alternative Dispute  
Resolution 75

*Negotiation* 75

*Mediation* 75

*Arbitration* 78

**Case 4-1:** AT&T Mobility LLC v. Concepcion 83

**Case 4-2:** Maribel Baltazar v. Forever 21, Inc. 86

**Case 4-3:** Lamps Plus, Inc. v. Varela 88



## Other ADR Methods 91

*Med-Arb* 91*Summary Jury Trial* 92*Minitrial* 93*Early Neutral Evaluation* 93*Private Trials* 93

## Court-Annexed ADR 94

## Use of ADR in International Disputes 95

## Case Opener Wrap-Up: Mandatory Arbitration at Hooters 97

## Key Terms 97

## Summary of Key Topics 98

## Point / Counterpoint 98

## Questions &amp; Problems 99

**CHAPTER 5**

## Constitutional Principles 101

**Case Opener**

## The Constitutionality of the Affordable Care Act 101

## The US Constitution 102

*Judicial Review* 102

## The Supremacy Clause and Federal Preemption 103

## The Commerce Clause 104

*The Commerce Clause as a Source of Authority For the Federal Government* 104**Case 5-1:** Christy Brzonkala v. Antonio J. Morrison et al. 105*The Commerce Clause as a Restriction on State Authority* 108**Case 5-2:** Direct Marketing Association v. Barbara Brohl 109

## Taxing and Spending Powers of the Federal Government 111

## Other Constitutional Restrictions on Government 113

*The Privileges and Immunities Clause* 113*The Full Faith and Credit Clause* 113*The Contract Clause* 113

## The Amendments to the Constitution 113

*The First Amendment* 115*The Fourth Amendment* 120**Case 5-3:** Carpenter v. United States 122*The Fifth Amendment* 125*The Ninth Amendment* 127*The Fourteenth Amendment* 128

## Case Opener Wrap-Up: The Constitutionality of the Affordable Care Act 129

## Key Terms 130

## Summary of Key Topics 131

## Point / Counterpoint 132

## Questions &amp; Problems 133

**CHAPTER 6**

## International and Comparative Law 136

**Case Opener**

## Resolving a Breach of Contract under the CISG 136

## Doing Business Internationally 138

## Ethical Considerations 139

## The General Agreement on Tariffs and Trade and the World Trade Organization 140

## Regional Trade Agreements 142

## Comparative Law 143

## Legal Systems and Procedures 143

*Civil Law Systems* 143*Common Law Systems* 144*Other Legal Systems* 144

## Substantive Law: An Example Utilizing Comparative Contract Law 145

*Introduction* 145**Case 6-1:** It's Intoxicating, Inc. v. Maritim Hotelgesellschaft MBH 147

## Dispute Settlement in an International Context 148

*Litigation* 149**Case 6-2:** Lee v. Young Life 150*Arbitration* 153

## Case Opener Wrap-Up: Resolving a Breach of Contract under the CISG 153

## Key Terms 155

## Summary of Key Topics 155

## Point / Counterpoint 156

## Questions &amp; Problems 156

**CHAPTER 7**

## Crime and the Business Community 159

**Case Opener**

## A Questionable Stock Investment 159

## Elements of a Crime 160

## Classification of Crimes 160

## Common Crimes Affecting Business 161

*Property Crimes against Business* 161*White-Collar Crime* 162**Case 7-1:** Salman v. United States 166

## Liability for Crimes 173

*Corporate Criminal Liability* 173*Liability of Corporate Executives* 173**Case 7-2:** United States v. DeCoster 174

Defenses to Crimes	175
<i>Infancy</i>	176
<i>Mistake of Fact</i>	176
<i>Intoxication</i>	176
<i>Insanity</i>	176
<i>Duress</i>	177
<i>Entrapment</i>	177
<i>Necessity</i>	177
<i>Justifiable Use of Force</i>	177
Constitutional Safeguards	178
<i>Fourth Amendment Protections</i>	178
<i>Fifth Amendment Protections</i>	179
<i>Sixth Amendment Protections</i>	179
<i>Eighth Amendment Protections</i>	179
<i>Fourteenth Amendment Protections</i>	180
<i>The Exclusionary Rule</i>	180
Criminal Procedure	180
<i>Pretrial Procedure</i>	180
<b>Classic Case 7-3:</b> <i>Miranda v. Arizona</i>	182
<i>Trial Procedure</i>	185
<i>Posttrial Procedure</i>	186
Tools for Fighting Business Crime	187
<i>The Racketeer Influenced and Corrupt Organizations Act</i>	187
<i>The False Claims Act</i>	188
<i>The Sarbanes-Oxley Act</i>	189
Case Opener Wrap-Up: A Questionable Stock Investment	190
Key Terms	190
Summary of Key Topics	191
Point / Counterpoint	193
Questions & Problems	194

## CHAPTER 8

Tort Law	197
<b>Case Opener</b>	
Plastic Surgeon Defamation	197
Introduction to Tort Law	198
Classification of Torts	199
Intentional Torts	199
<i>Intentional Torts against Persons</i>	200
<b>Case 8-1:</b> <i>Aflalo v. Weiner</i>	203
<b>Case 8-2:</b> <i>Aaron Olson, Appellant, v. Centurylink, Respondent</i>	211
<i>Intentional Torts against Property</i>	212
<i>Intentional Torts against Economic Interests</i>	215
Damages Available in Tort Cases	217

<i>Compensatory Damages</i>	218
<i>Nominal Damages</i>	218
<i>Punitive Damages</i>	218
<b>Case 8-3:</b> <i>Mazda Motor Corporation v. Hurst</i>	221
Case Opener Wrap-Up: Plastic Surgeon Defamation	223
Key Terms	223
Summary of Key Topics	224
Point / Counterpoint	225
Questions & Problems	226

## CHAPTER 9

Negligence and Strict Liability	229
<b>Case Opener</b>	
The Case of the Collapsing Dock	229
Introduction to Negligence and Strict Liability	230
Elements of Negligence	230
<i>Duty</i>	231
<i>Breach of Duty</i>	233
<i>Causation</i>	234
<b>Classic Case 9-1:</b> <i>Palsgraf v. Long Island Railroad Company</i>	235
<i>Damages</i>	236
Plaintiff's Doctrines	236
<i>Res Ipsa Loquitur</i>	236
<b>Case 9-2:</b> <i>Bonacci v. Brewer Service Station, Inc.</i>	237
<i>Negligence Per Se</i>	239
<i>Special Plaintiff's Doctrines and Statutes</i>	240
Defenses to Negligence	240
<i>Contributory Negligence</i>	241
<i>Comparative Negligence</i>	241
<i>Assumption of the Risk</i>	241
<b>Case 9-3:</b> <i>Swigart v. Bruno</i>	242
<i>Special Defenses to Negligence</i>	243
Strict Liability	244
Case Opener Wrap-Up: The Case of the Collapsing Dock	245
Key Terms	246
Summary of Key Topics	246
Point / Counterpoint	247
Questions & Problems	247

## CHAPTER 10

Product Liability	250
<b>Case Opener</b>	
Is Human Sperm Subject to Product Liability Laws?	250
Theories of Liability for Defective Products	251

**Case 10-1:** Montemayor v. Sebright Products, Inc. 252  
*Negligence* 255

**Case 10-2:** Johnson v. Monsanto Co. 258

Strict Product Liability 261

**Case 10-3:** Sperry–New Holland, A Division of Sperry  
 Corporation v. John Paul Prestage and  
 Pam Prestage 263

*Warranty* 265

Market Share Liability 268

Case Opener Wrap-Up: Is Human Sperm Subject to  
 Product Liability Laws? 270

Key Terms 271

Summary of Key Topics 271

Point / Counterpoint 272

Questions & Problems 273

## CHAPTER 11

Liability of Accountants and Other  
 Professionals 276

### Case Opener

Questionable Accounting at WorldCom 276

Common Law Accountant Liability to Clients 277

*Accountant Liability for Negligence* 277

*Accountant Liability for Breach of Contract* 279

*Accountant Liability for Fraud* 279

Common Law Accountant Liability to

Third Parties 280

*Liability Based on Privity or Near-Privity  
 (The Ultramares Rule)* 280

*Liability to Foreseen Users and Foreseen Class  
 of Users (The Restatement Rule)* 281

*Liability to Reasonably Foreseeable Users* 281

**Classic Case 11-1:** Bily v. Arthur Young & Co. 282

Accountants' and Clients' Rights 284

*Working Papers* 284

*Accountant–Client Privilege* 285

*Extending the Attorney–Client  
 Privilege to Accountants* 285

Federal Securities Law and Accountant Liability 285

**Case 11-2:** Michael Williamson, et al., Plaintiffs, v.  
 Recovery Limited Partnership, et al.,  
 Defendants 286

*The Securities Act of 1933* 287

*The Securities Exchange Act of 1934* 289

**Case 11-3:** Thomas v. Shiloh Industries, Inc. 290

*The Private Securities Litigation Reform Act of  
 1995* 292

*The Sarbanes-Oxley Act of 2002* 292

Liability of Other Professionals 294

*Protection from Claims of Professional  
 Malpractice* 295

Case Opener Wrap-Up: Questionable Accounting at  
 WorldCom 296

Key Terms 296

Summary of Key Topics 296

Point / Counterpoint 297

Questions & Problems 298

## CHAPTER 12

Intellectual Property 302

### Case Opener

Smartphone Wars: Focus on Intellectual Property  
 Rights 302

Types of Intellectual Property 303

Trademarks 303

**Case 12-1:** In Re Simon Shiao Tam 305

**Case 12-2:** Stone Brewing Co. v.  
 MillerCoors LLC 307

*Trade Dress* 309

*Federal Trademark Dilution Act of 1995* 311

Copyrights 311

**Case 12-3:** Star Athletica, L.L.C., Petitioner v. Varsity  
 Brands, Inc., et al. 311

*Fair-Use Doctrine* 314

*No Electronic Theft Act* 316

*Digital Millennium Copyright Act* 316

Patents 317

*Anatomy of Patent Litigation* 319

*The America Invents Act* 319

Trade Secrets 319

International Protection of Intellectual  
 Property 320

*The Berne Convention of 1886* 320

*The Universal Copyright Convention of 1952,  
 as Revised in 1971* 321

*The Paris Convention of 1883* 321

*The 1994 Agreement on Trade-Related  
 Aspects of Intellectual Property  
 Rights* 322

Case Opener Wrap-Up: Smartphone Wars: Focus on  
 Intellectual Property Rights 322

Key Terms 322

Summary of Key Topics 323

Point / Counterpoint 323

Questions & Problems 324

## Part Two

### CONTRACTS

#### CHAPTER 13

Introduction to Contracts 328

##### Case Opener

A Questionable Contract 328

The Definition of a Contract 329

*Elements of a Contract* 329

*Defenses to the Enforcement of a Contract* 331

*The Objective Theory of Contracts* 332

Sources of Contract Law 332

*Common Law* 332

*Uniform Commercial Code* 333

Classification of Contracts 334

*Bilateral versus Unilateral Contracts* 334

**Case 13-1:** In Re Zappos.com Inc., Customer Data Security Breach Litigation 334

*Express versus Implied Contracts* 336

**Case 13-2:** Trapani Const. Co. v. The Elliot Group, Inc. 336

**Case 13-3:** Source Associates, Inc. v. Mitsui Chemicals America, Inc. 338

*Valid, Void, Voidable, and Unenforceable Contracts* 339

*Executed versus Executory Contracts* 340

*Formal versus Informal Contracts* 340

Interpretation of Contracts 342

Case Opener Wrap-Up: A Questionable Contract 344

Key Terms 345

Summary of Key Topics 345

Point / Counterpoint 346

Questions & Problems 347

#### CHAPTER 14

Agreement 349

##### Case Opener

The Problematic Promotion 349

Elements of the Offer 350

*Intent* 350

**Classic Case 14-1:** Lucy v. Zehmer 351

*Definite and Certain Terms* 354

**Case 14-2:** Lawrence W. Shipley III v. Andrea Vasquez 355

*Communication to the Offeree* 356

Termination of the Offer 356

*Revocation by the Offeror* 356

*Rejection or Counteroffer by the Offeree* 357

*Death or Incapacity of the Offeror* 358

*Destruction or Subsequent Illegality of the Subject Matter* 358

*Lapse of Time or Failure of Another Condition Specified in the Offer* 358

The Acceptance 359

*Manifestation of Intent to Be Bound to the Contract* 359

*Acceptance of Definite and Certain Terms: The Mirror-Image Rule* 360

**Case 14-3:** Reed v. Ezelle Investment Properties, Inc. 361

*Communication to the Offeror* 362

Case Opener Wrap-Up: The Problematic Promotion 365

Key Terms 365

Summary of Key Topics 365

Point / Counterpoint 366

Questions & Problems 367

#### CHAPTER 15

Consideration 370

##### Case Opener

Upper Deck—Contract Liability or Gift? 370

What Is Consideration? 371

Rules of Consideration 371

*Lack of Consideration* 371

*Adequacy of Consideration* 373

**Classic Case 15-1:** Hamer v. Sidway 374

**Case 15-2:** Thelma Agnes Smith v. David Phillip Riley 375

*Illusory Promise* 377

*Past Consideration* 377

**Case 15-3:** State v. Blake 378

*Preexisting Duty* 379

**Case 15-4:** Margeson v. Artis 379

Partial Payment of a Debt 381

Case Opener Wrap-Up: Upper Deck—Contract Liability or Gift? 383

Key Terms 384

Summary of Key Topics 384

Point / Counterpoint 385

Questions & Problems 385

#### CHAPTER 16

Capacity and Legality 388

##### Case Opener

Apple's Questionable Contracts 388

Capacity 389

*Minors* 389

**Case 16-1:** *Adrian Lopez v. Kmart Corporation* 389

*Mentally Incapacitated Persons* 394

*Intoxicated Persons* 395

Legality 396

*Contracts That Violate State or Federal Statutes* 397

**Case 16-2:** *Baja Properties, LLC v. Mattera* 398

*Agreements in Contradiction to Public Policy* 401

**Case 16-3:** *Riley v. Iron Gate Self Storage* 404

*Effect of Illegal Agreements* 406

Case Opener Wrap-Up: Apple's Questionable Contract 408

Key Terms 408

Summary of Key Topics 408

Point / Counterpoint 409

Questions & Problems 410

## CHAPTER 17

Legal Assent 412

### Case Opener

A Disagreement over an Agreement 412

The Importance of Legal Assent 413

Mistake 414

*Unilateral Mistake* 415

*Mutual Mistake* 415

**Case 17-1:** *Jerome M. Eisenberg, Inc. v. Hall* 417

Misrepresentation 418

*Innocent Misrepresentation* 419

*Negligent Misrepresentation* 419

*Fraudulent Misrepresentation* 419

**Case 17-2:** *Fantastic Sams Salons Corp. v. Pstevo, LLC and Jeremy Baker* 421

Undue Influence 424

Duress 425

**Case 17-3:** *Garage Solutions, LLC, v. Monty J. Person* 426

Case Opener Wrap-Up: A Disagreement over an Agreement 428

Key Terms 428

Summary of Key Topics 428

Point / Counterpoint 429

Questions & Problems 430

## CHAPTER 18

Contracts in Writing 433

### Case Opener

Admissibility of an Oral Contract in Court 433

Statute of Frauds 434

Contracts Falling within the Statute of Frauds 435

*Contracts Whose Terms Prevent Possible Performance within One Year* 435

**Case 18-1:** *Northern Group, Inc. v. Tech 4 Kids, Inc.* 436

*Promises Made In Consideration of Marriage* 437

*Contracts for One Party to Pay the Debt of Another if the Initial Party Fails to Pay* 438

*Contracts Related to an Interest In Land* 439

*Contracts for the Sale of Goods Totaling More than \$500* 439

*Further Requirements Specific to Certain States* 440

Sufficiency of the Writing 440

**Case 18-2:** *Heritage Constructors, Inc. v. Chrietzberg Electric, Inc., and Richard Marc Chrietzberg* 442

Exceptions to the Statute of Frauds 443

*Admission* 444

*Partial Performance* 444

*Promissory Estoppel* 445

*Exceptions under the UCC* 445

Parol Evidence Rule 446

Exceptions to the Parol Evidence Rule 447

*Contracts That Have Been Subsequently Modified* 448

*Contracts Conditioned on Orally Agreed-On Terms* 448

*Nonfinalized, Partially Written and Partially Oral Contracts* 448

*Contracts Containing Ambiguous Terms* 448

*Incomplete Contracts* 449

**Case 18-3:** *Barker v. Price* 449

*Contracts with Obvious Typographical Errors* 450

*Void or Voidable Contracts* 450

*Evidence of Prior Dealings or Usage of Trade (UCC)* 451

Integrated Contracts 451

Case Opener Wrap-Up: Admissibility of an Oral Contract in Court 452

Key Terms 452

Summary of Key Topics 453

Point / Counterpoint 454

Questions & Problems 454

## CHAPTER 19

Third-Party Rights to Contracts 458

### Case Opener

Fallout from an Unforgettable Fight 458

Assignments and Delegations 459

*Assignment* 459

<b>Case 19-1:</b> Washington Tennis & Education Foundation, Inc. v. Clark Nexsen, Inc.	461
<i>Delegation</i>	466
Assignment of the Contract	468
Third-Party Beneficiary Contracts	468
<i>Intended Beneficiaries</i>	468
<b>Case 19-2:</b> Tucker v. Tom Raper, Inc.	469
<b>Case 19-3:</b> Allan v. Nersesova	471
<b>Case 19-4:</b> Juan Mendez, Jr., as Guardian of Juan Mendez, Sr. v. Hampton Court Nursing Center, LLC	474
<i>Incidental Beneficiaries</i>	475
Case Opener Wrap-Up: Fallout from a Unforgettable Fight	478
Key Terms	478
Summary of Key Topics	478
Point / Counterpoint	479
Questions & Problems	480
<b>CHAPTER 20</b>	
Discharge and Remedies	483
<b>Case Opener</b>	
Impossible Wine Bottles	483
Methods of Discharging a Contract	484
<i>Conditions</i>	484
<b>Case 20-1:</b> Mind & Motion Utah Investments, LLC, Appellee v. Celtic Bank Corporation	486
<i>Discharge by Performance</i>	487
<i>Discharge by Material Breach</i>	488
<b>Case 20-2:</b> Doran 610 Apartments, LLC v. Merritt	489
<i>Discharge by Mutual Agreement</i>	490
<i>Discharge by Operation of Law</i>	491
<b>Case 20-3:</b> Hemlock Semiconductor Operations, LLC v. Solarworld Industries Sachsen GmbH	493
Remedies	495
<i>Legal Remedies (Monetary Damages)</i>	496
<i>Equitable Remedies</i>	501
Case Opener Wrap-Up: Impossible Wine Bottles	503
Key Terms	504
Summary of Key Topics	504
Point / Counterpoint	504
Questions & Problems	505

## Part Three DOMESTIC AND INTERNATIONAL SALES LAW

### CHAPTER 21

Introduction to Sales and Lease Contracts	508
<b>Case Opener</b>	
Let the Good Times “Roll”	508
The Uniform Commercial Code	509
<i>The Scope of the UCC</i>	509
<i>The Significance of the UCC</i>	510
Articles 2 and 2(A) of the UCC	510
<i>Article 2 of the UCC</i>	512
<b>Case 21-1:</b> Isenbergh v. S. Chi. Nissan	514
<i>Article 2(A) of the UCC</i>	516
<b>Case 21-2:</b> Vanguard Energy Servs. v. Shihadeh	517
How Sales and Lease Contracts Are Formed under the UCC	518
<i>Formation in General</i>	518
<i>Offer and Acceptance</i>	518
<i>Consideration</i>	519
<i>Battle of the Forms</i>	519
<b>Case 21-3:</b> Logan and Kanawha Coal v. Detherage Coal Sales LLC	520
<i>Requirements under the Statute of Frauds</i>	521
<i>The Parol Evidence Rule</i>	522
<i>Unconscionability</i>	522
Contracts for the International Sale of Goods	523
<i>The Scope of the CISG</i>	523
<i>The Significance of the CISG</i>	523
Case Opener Wrap-Up: Let the Good Times “Roll”	526
Key Terms	526
Summary of Key Topics	526
Point / Counterpoint	527
Questions & Problems	528
<b>CHAPTER 22</b>	
Title, Risk of Loss, and Insurable Interest	531
<b>Case Opener</b>	
Who Owns the Turkeys?	531
The Concept of Title	532
<b>Case 22-1:</b> Alcoa Materials Mgmt. v. Niagara Worldwide LLC, 2016-Ohio-8158	532
<i>Three Kinds of Title</i>	533
Acquiring Good Title	533
<i>Voidable Title</i>	534
<i>Third-Party Purchasers and Good Title</i>	534
<i>Entrustment</i>	535



<b>Case 22-2:</b> Deweldon, Ltd. v. Mckean	536
<i>Recourse under the UCC</i>	537
Types of Sales Contracts	538
<i>Simple Delivery Contract</i>	539
<i>Common-Carrier Delivery Contract</i>	540
<b>Case 22-3:</b> Singletary v. P and A Investments, Inc.	540
<i>Goods-In-Bailment Contract</i>	542
<i>Conditional Sales Contract</i>	543
Risk of Loss during a Breach of Contract	544
<i>When the Seller Is in Breach</i>	544
<i>When the Buyer Is in Breach</i>	544
Case Opener Wrap-Up	545
Key Terms	546
Summary of Key Topics	546
Point / Counterpoint	547
Questions & Problems	548

## CHAPTER 23

Performance and Obligations under Sales and Leases 550

### Case Opener

What a Difference a Day Makes! 550

The Basic Performance Obligation 551

*Good Faith* 551

*Promissory Estoppel* 552

**Case 23-1:** XCBob, Inc. v. Ed Tucker Distrib., 2016 Pa. Dist. & Cnty. Dec. LEXIS 14205 552

Specific Obligations of Sellers and Lessors 553

*The Perfect Tender Rule* 553

*Exceptions to the Perfect Tender Rule* 554

**Case 23-2:** Levista, Inc. v. Ranbaxy Pharmaceuticals, Inc. 556

**Case 23-3:** DeJesus v. Cat Auto Tech. Corp. 558

Specific Obligations of Buyers and Lessees 560

*The Basic Obligation: Inspection, Payment, and Acceptance* 560

*Exceptions to the Basic Obligation* 560

**Case 23-4:** Braden v. Stem 563

Case Opener Wrap-Up: What a Difference a Day Makes! 564

Key Terms 565

Summary of Key Topics 565

Point / Counterpoint 566

Questions & Problems 566

## CHAPTER 24

Remedies for Breach of Sales and Lease Contracts 569

### Case Opener

Let's "See" the Damages in Defective Eye Ointment 569

The Goal of Contract Remedies 570

**Case 24-1:** Badilla v. Wal-Mart Stores East Inc. 571

Remedies Available to Sellers and Lessors under the UCC 572

*Cancel the Contract* 572

*Withhold Delivery* 573

*Resell or Dispose of the Goods* 573

*Sue to Get the Benefit of the Bargain* 574

**Case 24-2:** Purina Mills, LLC v. Less 574

*Liquidated Damages* 575

*Stop Delivery* 576

*Reclaim the Goods* 577

Remedies Available to Buyers and Lessees under the UCC 577

*Cancel the Contract* 577

*Obtain Cover* 577

*Sue to Recover Damages* 578

*Economic Loss Rule* 578

**Case 24-3:** Des Moines Flying Servs. v. Aerial Servs 579

*Recover the Goods* 580

*Obtain Specific Performance* 580

**Case 24-4:** Almetals, Inc., Plaintiff v. Wickeder Westfalenstahl, GmbH, Defendant 580

*Reject Nonconforming Goods* 581

*Revoke Acceptance of Nonconforming Goods* 582

*Accept the Nonconforming Goods and Seek Damages* 583

Modifications or Limitations to Remedies Otherwise Provided by the UCC 583

Case Opener Wrap-Up: Let's "See" the Damages in Defective Eye Ointment 584

Key Terms 584

Summary of Key Topics 585

Point / Counterpoint 585

Questions & Problems 586

## CHAPTER 25

Warranties 588

### Case Opener

How Much Is That Doggie? 588

Introduction 589

Types of Warranties 589

*Express Warranties* 589

**Case 25-1:** Cannon v. Bodensteiner Implement Co., 590

*Implied Warranties of Title* 592

*Implied Warranties of Quality* 592

**Classic Case 25-2:** Implied Warranty of  
Merchantability 594

Warranty Rights of Third Parties 595

**Case 25-3:** Melissa Kahn v. Volkswagen of  
America, Inc. 597

Warranty Disclaimers and Waivers 598

Case Opener Wrap-Up: How Much Is That Doggie? 603

Key Terms 604

Summary of Key Topics 604

Point / Counterpoint 605

Questions & Problems 605

## Part Four

## NEGOTIABLE INSTRUMENTS AND BANKING

### CHAPTER 26

Negotiable Instruments: Negotiability and  
Transferability 607

#### Case Opener

Oral Agreements and Negotiable Instruments 607

The Need for Negotiable Instruments 608

*Contracts as Commercial Paper* 608

*Problems with Commercial Paper* 609

Types of Negotiable Instruments 609

**Case 26-1:** In Re Estate of Thomas John Heck Jr. 610

An Overview of the Law of Negotiable Instruments 611

*Negotiable Instrument versus Simple Contract* 612

*Requirements for Negotiability* 612

**Case 26-2:** Amplify Federal Credit Union v. Garcia 613

**Case 26-3:** Athanasios Valsamis v. Néstor  
González-Romero 616

Case Opener Wrap-Up: Oral Agreements and  
Negotiable Instruments 621

Key Terms 621

Summary of Key Topics 622

Point / Counterpoint 622

Questions & Problems 623

### CHAPTER 27

Negotiation, Holder in Due Course, and  
Defenses 626

#### Case Opener

Dishonored Check and Holder-in-Due-Course Status 626

**Case 27-1:** Dennis Walker v. John Probandt and  
John Raynor 627

Negotiation 629

*Delivery* 629

*Endorsement* 630

*Noncriminal Endorsement Problems* 634

Holder-in-Due-Course Doctrine 634

*Reason for Holder-in-Due-Course Status* 635

Requirements for Holder-in-Due-Course Status 635

**Case 27-2:** Walker v. Probandt 636

*Be a Holder of a Complete and Authentic*

*Negotiable Instrument* 637

*Take Instrument for Value* 638

*Take Instrument in Good Faith* 639

**Case 27-3:** Wawel Savings Bank v. Jersey Tractor  
Trailer Training, Inc. 640

*Take Instrument without Notice* 640

The Shelter Principle and HDC 643

Abuse of the Holder-in-Due-Course Doctrine 643

Case Opener Wrap-Up: Dishonored Check and  
Holder-in-Due-Course Status 644

Key Terms 645

Summary of Key Topics 645

Point / Counterpoint 645

Questions & Problems 646

### CHAPTER 28

Liability, Defenses, and Discharge 649

#### Case Opener

Wellington and the Fraudulent Checks 649

Signature Liability 650

*Primary Liability of Makers and Acceptors* 651

*Secondary Liability of Drawers and Endorsers* 651

*Accommodation Parties* 654

**Case 28-1:** Heartland State Bank v. American Bank &  
Trust 655

*Agents' Signatures* 656

**Case 28-2:** IGS Industries, Inc. v. Discover Financial  
Services, Inc. 658

Warranty Liability 661

*Transfer Warranty* 661

*Presentment Warranty* 662

**Case 28-3:** Wells Fargo Bank, National Association v.  
Akanan 663

Avoiding Liability for Negotiable Instruments 664

*Defenses to Liability* 664

*Discharge of Liability on Instruments* 666

Case Opener Wrap-Up: Wellington and the Fraudulent  
Checks 668

Key Terms 669  
 Summary of Key Topics 669  
 Point / Counterpoint 670  
 Questions & Problems 671

## CHAPTER 29

Checks and Electronic Fund Transfers 674

### Case Opener

Fraudulent Electronic Fund Transfers 674  
 Checks 675

*Cashier's Checks* 676  
*Teller's Checks* 677  
*Traveler's Checks* 677  
*Money Orders* 677  
*Certified Checks* 679  
*Why Use Cashier's, Teller's, or Certified Checks?* 679  
*Lost, Stolen, or Destroyed Cashier's, Teller's, or Certified Checks* 680

Accepting Deposits 681

*The Check Collection Process* 681  
*Types of Banks Involved in Check Collection* 681  
*Check Collection within the Same Bank* 681  
*Check Collection between Different Banks* 681  
*Federal Reserve System for Clearing Checks* 682  
*Electronic Check Presentment* 682  
*Availability Schedule for Deposited Checks* 683

When a Bank May Charge a Customer's Account 683

*Wrongful Dishonor* 683

**Case 29-1:** DOE v. Bank of America 685

*Overdrafts* 686  
*Stop-Payment Order* 687  
*Postdated Checks* 688  
*Stale Checks* 688

**Case 29-2:** Aliaga Medical Center, S.C. v. Harris Bank N.A., A/K/A Bmo Harris Bank, N.A. 688

*Forgeries and Alterations* 689

**Case 29-3:** Houston v. Fifth Third Bank 690

Electronic Fund Transfers 694

*Types of EFT Systems* 694  
*Consumer Fund Transfers* 695  
*Commercial Fund Transfers* 696

E-Money and Online Banking 696

*Online Banking Services* 697  
*Regulatory Compliance* 697  
*Privacy Protection* 697

Case Opener Wrap-Up: Fraudulent Electronic Fund Transfers 699

Key Terms 700  
 Summary of Key Topics 700  
 Point / Counterpoint 701  
 Questions & Problems 702

## Part Five

## CREDITORS' RIGHTS AND BANKRUPTCY

### CHAPTER 30

Secured Transactions 705

### Case Opener

Prosperity Bank 705  
 Important Definitions Associated with Secured Transactions 706

Creation of Secured Interests 707  
*Written Agreement* 707

**Case 30-1:** In Re: Wastetech, LLC 707

*Value* 709  
*Debtor Rights in the Collateral* 709  
*Purchase-Money Security Interest* 709

Perfected Security Interest 710

*Perfection by Filing* 710

**Case 30-2:** In Re: Rancher's Legacy Meat Company 712

*Perfection by Possession* 713  
*Automatic Perfection* 713  
*Perfection of Movable Collateral* 714  
*Perfection of Security Interests in Automobiles and Boats* 714

The Scope of a Security Interest 714

*After-Acquired Property* 714  
*Proceeds* 715

Termination of a Security Interest 715

Priority Disputes 715

*Secured versus Unsecured Creditors* 716  
*Secured versus Secured Creditors* 716  
*Secured Party versus Buyer* 717

Default 718

*Taking Possession of the Collateral* 718

**Case 30-3:** Price Auto Sales, Inc. v. Sanders 719

*Proceeding to Judgment* 721

Case Opener Wrap-Up: Prosperity Bank 722

Key Terms 722  
 Summary of Key Topics 723  
 Point / Counterpoint 724  
 Questions & Problems 725

**CHAPTER 31**

Other Creditors' Remedies and Suretyship 727

**Case Opener**

Mortgage Foreclosure 727

Laws Assisting Creditors 728

*Statutory Liens* 728*Judicial Liens* 731**Case 31-1:** Sharp v. Horton 733**Case 31-2:** Schacht v. Kunimune 735*Mortgage Foreclosure* 736*Creditors' Composition Agreements* 737*Assignment for the Benefit of Creditors* 737

Suretyship and Guaranty Contracts 738

*Suretyship* 738*Guaranty* 738*Defenses of the Surety and the Guarantor* 739**Case 31-3:** PC Riverview, LLC v. CAO 739*Rights of the Surety and the Guarantor* 740

Case Opener Wrap-Up: Mortgage Foreclosure 741

Key Terms 742

Summary of Key Topics 742

Point / Counterpoint 743

Questions &amp; Problems 743

**CHAPTER 32**

Bankruptcy and Reorganization 746

**Case Opener**

Student Loans and Bankruptcy 746

The Bankruptcy Act and Its Goals 747

*Title 11 of the United States Code* 748

Attributes of Bankruptcy Cases 749

*Perceptions of Bankruptcy* 749

Bankruptcy Proceedings 749

Specific Types of Relief Available 750

**Case 32-1:** In Re Grantham 750*Chapter 7: Liquidation Proceedings* 752**Case 32-2:** Rousey v. Jacoway 756**Case 32-3:** Margaret Kawaauhau v. Paul W. Geiger 762*Chapter 11: Reorganizations* 763*Chapter 13: Individual Repayment Plans* 765*What Are The Repayment Proceedings?* 766*Chapter 12: Family-Farmer and**Family-Fisherman Plans* 767

Case Opener Wrap-Up: Student Loans and Bankruptcy 768

Key Terms 769

Summary of Key Topics 769

Point / Counterpoint 770

Questions &amp; Problems 770

**Part Six**  
**AGENCY****CHAPTER 33**

Agency Formation and Duties 773

**Case Opener**

FedEx and Independent Contractors 773

Introduction to Agency Law 774

Creation of the Agency Relationship 774

Types of Agency 775

*Expressed Agency (Agency by Agreement)* 775*Agency by Implied Authority* 777*Apparent Agency (Agency by Estoppel)* 777**Case 33-1:** Shanahan v. Nat'l Auto Prot. Corp. 778*Agency by Ratification* 779

Agency Relationships 780

*Principal-Agent Relationship* 780*Employer-Employee Relationship* 780*Employer-Independent Contractor Relationship* 780**Case 33-2:** Glenn v. Gibbs 783

Duties of the Agent and the Principal 784

*Principal's Duties to the Agent* 784*Agent's Duties to the Principal* 786**Case 33-3:** City of Binghamton v. Whalen 787

Rights and Remedies 789

*Principal's Rights and Remedies against the Agent* 789*Agent's Rights and Remedies against the**Principal* 790

Case Opener Wrap-Up: FedEx and Independent Contractors 791

Key Terms 792

Summary of Key Topics 792

Point / Counterpoint 793

Questions &amp; Problems 794

**CHAPTER 34**

Liability to Third Parties and Termination 797

**Case Opener**

They Worked for Us, But We Did Not Control Everything They Did 797

Contractual Liability of the Principal and Agent 798

**Case 34-1:** Wyman v. Bruckner 798*Classification of the Principal* 799*Authorized Acts* 800*Unauthorized Acts* 801

Tort Liability and the Agency Relationship 802

*Principal's Tortious Conduct* 802

<b>Case 34-2:</b> Doe v. Uber Technologies, Inc.	804
<i>Agent Misrepresentation</i>	807
Principal's Liability and the Independent Contractor	807
Crime and Agency Relationships	808
Termination of the Agency Relationship	808
<b>Case 34-3:</b> Jerry A. Mais, et al. v. Allianz Life Insurance Company of North America	809
<i>Termination by Acts of Parties</i>	811
<i>Termination by Operation of Law</i>	812
Case Opener Wrap-Up: They Worked for Us, But We Did Not Control Everything They Did	814
Key Terms	815
Summary of Key Topics	815
Point / Counterpoint	816
Questions & Problems	817

## Part Seven BUSINESS ORGANIZATIONS

### CHAPTER 35

Forms of Business Organization	821
<b>Case Opener</b>	
The Kia Motors Dealer Agreement	821
Major Forms of Business Organization	822
<i>Sole Proprietorship</i>	822
<i>Partnership</i>	824
<i>Limited Liability Company</i>	825
<i>Corporation</i>	827
<i>Limited Liability Company</i>	829
Specialized Forms of Business Organization	832
<i>Cooperative</i>	832
<i>Joint Stock Company</i>	832
<i>Business Trust</i>	833
<i>Syndicate</i>	833
<i>Joint Venture</i>	833
<b>Case 35-1:</b> Taxinet, Corp. v. Leon	834
<i>Franchise</i>	835
<b>Case 35-2:</b> Live Cryo, LLC v. Cryousa Import and Sales, LLC	836
<b>Case 35-3:</b> Patterson v. Domino's Pizza LLC	838
Case Opener Wrap-Up: The Kia Motors Dealer Agreement	841
Key Terms	843
Summary of Key Topics	843
Point / Counterpoint	844
Questions & Problems	844

### CHAPTER 36

Partnerships: Nature, Formation, and Operation	848
<b>Case Opener</b>	
A "Fowl" Breach of Partnership	848
Nature of the Partnership	849
<b>Case 36-1:</b> Sullivan v. Lawlis	850
<i>Partnership as a Legal Entity</i>	852
<i>Partnership as a Legal Aggregate</i>	852
Formation of the Partnership	852
<i>Partnership by Estoppel</i>	853
Interactions between Partners	854
<i>Duties of Partners to One Another</i>	854
<b>Case 36-2:</b> Floyd Finch v. Bruce Wayne Campbell	854
<i>Rights of the Partners in Their Interactions with Other Partners</i>	856
Interactions between Partners and Third Parties	858
<i>Actual Authority of the Partners</i>	858
<i>Implied Authority of the Partners</i>	859
<i>Liability to Third Parties</i>	859
<b>Case 36-3:</b> Robert Law, on Behalf of the Robert M. Law Profit Sharing Plan v. Ronald Zemp	859
<i>Liability of Incoming Partners</i>	862
The Revised Uniform Partnership Act	862
Case Opener Wrap-Up: A "Fowl" Breach of Partnership	862
Key Terms	863
Summary of Key Topics	863
Point / Counterpoint	864
Questions & Problems	865

### CHAPTER 37

Partnerships: Termination and Limited Partnerships	869
<b>Case Opener</b>	
Partners in Wine No Longer	869
Termination of the Partnership	870
Dissolution of the Business	871
<i>Act of Partners</i>	871
<i>Operation of Law</i>	873
<i>Act of the Court</i>	873
<b>Case 37-1:</b> Urbain v. Beierling	873
Consequences of Dissolution	874
Winding Up the Business	875
<b>Case 37-2:</b> Parker Waichman LLP v. RJ Reynold Tobacco Company	875
<i>Continuing the Partnership after Dissolution</i>	878
Limited Partnerships	879

*Formation of the Limited Partnership* 879  
*Rights and Liabilities of the Limited Partners and the General Partners* 879  
*Dissolution of the Limited Partnership* 880  
*Dissolution of Limited Liability Company* 880

**Case 37-3:** William C. Styslinger III v. Brewster Park, LLC, et al. 881

Case Opener Wrap-Up: Partners in Wine No Longer 883  
 Key Terms 884

Summary of Key Topics 884

Point / Counterpoint 885

Questions & Problems 885

## CHAPTER 38

Corporations: Formation and Financing 889

### Case Opener

A Concrete Mess 889

Characteristics of Corporations 890

*Legal Entity* 890

*Rights as a Person and a Citizen* 890

**Case 38-1:** Protect My Check, Inc. v. Craig C. Dilger, John Steffen 891

*Creature of the State* 893

*Limited Liability* 893

*Free Transferability of Corporate Shares* 893

*Perpetual Existence* 893

*Centralized Management* 893

*Corporate Taxation* 893

*Liability for Officers and Employees* 894

Corporate Powers 894

*Express and Implied Powers* 894

Classification of Corporations 895

*Public or Private* 895

*Profit or Nonprofit* 895

*Domestic, Foreign, and Alien Corporations* 895

*Publicly Held or Closely Held* 895

*Subchapter S Corporation* 896

*Professional Corporation* 896

Formation of the Corporation 896

*Organizing and Promoting the Corporation* 896

**Case 38-2:** King v. American Family Mutual Insurance Company; American Standard Insurance Company of Wisconsin 897

*Selecting a State for Incorporation* 898

Legal Process of Incorporation 899

*Selection of Corporate Name* 899

*Incorporators* 899

*Articles of Incorporation* 899

*First Organizational Meeting* 900

Potential Problems with Formation of the Corporation 901

*Responses to Defective Incorporation* 901

**Case 38-3:** Woodruff Construction, LLC v. Clark 903

Corporate Financing 906

*Debt Securities* 906

*Equity Securities* 907

Case Opener Wrap-Up: A Concrete Mess 908

Key Terms 909

Summary of Key Topics 909

Point / Counterpoint 910

Questions & Problems 911

## CHAPTER 39

Corporations: Directors, Officers, and Shareholders 915

### Case Opener

A Majority Shareholder and Her Son 915

Importance of Regulating Interactions among Directors, Officers, and Shareholders within a Corporation 916

Roles of Directors, Officers, and Shareholders 916

*Directors' Roles* 917

*Officers' Roles* 918

*Shareholders' Roles* 918

Duties of Directors, Officers, and Shareholders 920

*Duties of Directors and Officers* 920

*Duties of Shareholders* 925

**Case 39-1:** McCann v. McCann 925

Liabilities of Directors, Officers, and Shareholders 926

*Liability of Directors and Officers* 926

**Case 39-2:** Lowinger v. Oberhelman 928

*Liability of Shareholders* 929

Rights of Directors, Officers, and Shareholders 929

*Directors' Rights* 930

*Officers' Rights* 930

*Shareholders' Rights* 930

**Case 39-3:** George T. Koshy v. Anupam Sachdev 933

Case Opener Wrap-Up: A Majority Shareholder and Her Son 936

Key Terms 936

Summary of Key Topics 937

Point / Counterpoint 938

Questions & Problems 939



**CHAPTER 40**

Corporations: Mergers, Consolidations,  
Terminations 942

**Case Opener**

Acquisitions as Horizontal Mergers 942

Introduction to Mergers and Consolidations 943

*Mergers* 943

*Consolidations* 944

Procedures for Mergers and Consolidations 944

*The Rights of Shareholders* 946

**Case 40-1:** Parshall v. HCSB Financial Corporation 946

*Short-Form Mergers* 949

*Appraisal Rights* 949

**Case 40-2:** Shiftan v. Morgan Joseph Holdings, Inc. 949

Purchase of Assets 952

Purchase of Stock 952

The Nature of Takeovers 952

*Types of Takeovers* 953

*Response to Takeovers* 954

Response To Termination 956

*Dissolution* 956

**Case 40-3:** AB Concrete Coating Inc. v. Wells Fargo  
Bank 957

*Liquidation* 958

Case Opener Wrap-Up: Acquisitions as Horizontal  
Mergers 959

Key Terms 959

Summary of Key Topics 959

Point / Counterpoint 960

Questions & Problems 961

**CHAPTER 41**

Corporations: Securities and Investor  
Protection 965

**Case Opener**

Innate's Insider Trading Bust 965

What Is a Security? 966

**Case 41-1:** Securities and Exchange Commission v.  
Arcturus Corporation 966

Securities Regulation 968

*The Securities and Exchange Commission* 969

The Securities Act of 1933 969

*Registration Statement* 970

*Prospectus* 971

*Periods of the Filing Process* 971

*Special Registration Provisions* 973

*Exemptions under the 1933 Act* 973

*Violations and Liability* 976

The Securities Exchange Act of 1934 976

*Section 10(B) and Rule 10B-5* 976

*Insider Trading* 977

**Classic Case 41-2:** Securities and Exchange Commission  
v. Texas Gulf Sulphur Co. 978

*The Private Securities Litigation Reform Act of  
1995* 979

*Outsiders and Insider Trading* 980

**Case 41-3:** Marshall v. United States 981

*Section 16(B)* 983

*Proxy Solicitations* 983

*Violations of the 1934 Act* 983

Regulation of Investment Companies 984

State Securities Laws 985

Case Opener Wrap-Up: Innate's Insider Trading Bust 985

Key Terms 986

Summary of Key Topics 986

Point / Counterpoint 988

Questions & Problems 988

**Part Eight****EMPLOYMENT AND LABOR  
RELATIONS****CHAPTER 42**

Employment and Labor Law 991

**Case Opener**

Madison and Save Right Pharmacy 991

Introduction to Labor and Employment Law 992

Fair Labor Standards Act 992

Family and Medical Leave Act 994

*Remedies for Violations of FMLA* 995

Unemployment Compensation 995

Workers' Compensation Laws 996

*Benefits under State Workers'*

*Compensation* 996

**Case 42-1:** Delgado v. Phelps Dodge Chino, Inc. 997

*Advantages and Disadvantages of Workers'  
Compensation* 998

Consolidated Omnibus Budget Reconciliation Act of  
1985 998

Employee Retirement Income Security Act of  
1974 998

Occupational Safety and Health Act of 1970 999

*Penalties Under OSHA* 999

Employment-at-Will Doctrine and Wrongful Termination	999
Employee Privacy in the Workplace	1001
<i>Electronic Monitoring and Communication</i>	1002
<b>Case 42-2:</b> Ehling v. Monmouth-Ocean Hosp. Serv. Corp.	1003
<i>Privacy and Social Media Policy Guidelines</i>	1004
<i>Drug Testing in the Workplace</i>	1005
<b>Case 42-3:</b> Dix v. Casey's Gen. Stores, Inc.	1006
Employer Rights and Responsibilities When Hiring Foreign Workers	1007
Labor Law	1008
<i>The Wagner Act of 1935</i>	1008
<i>The Taft-Hartley Act of 1947</i>	1008
<i>The Landrum-Griffin Act of 1959</i>	1009
<i>The National Labor Relations Board</i>	1009
<i>The Collective Bargaining Process</i>	1010
<i>Strikes, Picketing, and Boycotts</i>	1010
Case Opener Wrap-Up: Madison and Save Right Pharmacy	1011
Key Terms	1012
Summary of Key Topics	1012
Point / Counterpoint	1014
Questions & Problems	1014

## CHAPTER 43

Employment Discrimination	1017
<b>Case Opener</b>	
Brad Gets Fired from "So Clean!"	1017
When May an Employee Be Fired?	1018
When and How Should an Employee Quit? Special Considerations for Those Who Depart their Companies to become Entrepreneurs	1019
Federal Laws Governing Employers	1019
Civil Rights Act—Title VII	1020
<i>Proving Disparate-Treatment Discrimination under Title VII</i>	1021
<i>Proving Disparate-Impact Discrimination under Title VII</i>	1022
<i>Sexual Harassment under Title VII</i>	1022
<b>Case 43-1:</b> Brennan v. Townsend & O'Leary Enterprises, Inc.	1023
<i>Harassment of Other Protected Classes under Title VII</i>	1026
<i>Pregnancy Discrimination Act of 1978—An Amendment to Title VII</i>	1026
<i>Defenses to Claims under Title VII</i>	1026
<i>Remedies under Title VII</i>	1028
<i>Procedure for Filing a Claim under Title VII</i>	1029

Age Discrimination in Employment Act of 1967	1030
<i>Proving Age Discrimination Under ADEA</i>	1030
<i>Defenses under ADEA</i>	1031
Americans with Disabilities Act	1031
<i>Who Is Protected under ADA?</i>	1032
<i>Enforcement Procedures under ADA</i>	1032
<i>Remedies for Violations of ADA</i>	1032
Equal Pay Act of 1963	1032
<i>Defining Equal Work under EPA</i>	1033
<i>The Impact of Extra Duties under EPA</i>	1033
<i>Defenses under EPA</i>	1034
<i>Remedies for violations of EPA</i>	1034
Discrimination Based on Sexual Orientation—Actionable?	1034
<b>Case 43-2:</b> Bostock v. Clayton County, Georgia	1035
<i>Same-Sex Marriage</i>	1036
May an Employer Discriminate against a Smoker?	1037
May Employers Use Social Media in Employment Decisions?	1038
<i>Use of Social Media in Hiring Decisions</i>	1038
<i>Use of Social Media in Firing Decisions</i>	1039
Employment Discrimination Internationally	1039
Case Opener Wrap-Up: Brad Gets Fired from "So Clean!"	1040
Key Terms	1041
Summary of Key Topics	1041
Point / Counterpoint	1042
Questions & Problems	1042

## Part Nine GOVERNMENT REGULATION

### CHAPTER 44

Administrative Law	1045
<b>Case Opener</b>	
Does the EPA Have an Obligation to Regulate Automobile Emissions?	1045
Introduction to Administrative Law	1046
<i>What Is Administrative Law?</i>	1046
<i>Why and How Are Agencies Created?</i>	1046
<b>Case 44-1:</b> Doe v. United States SEC, 2011 U.S. Dist. Lexis 114384	1047
Federal and State Administrative Agencies	1048
Different Types of Administrative Agencies	1049
How Do Agencies Operate?	1050
<i>Informal Rule Making</i>	1050
<i>Formal Rule Making</i>	1052

*Hybrid Rule Making* 1052  
*Exempted Rule Making* 1053  
*Regulated Negotiation* 1053  
*Problems Associated with Rule Making* 1053  
*Other Administrative Activities* 1054

**Case 44-2:** Yan Ju Wang v. George Valverde 1055

Limitations on Agency Powers 1056

*Political Limitations* 1056

*Statutory Limitations* 1056

*Judicial Limitations* 1056

*Informational Limitations* 1057

**Case 44-3:** Chaverra v. United States Immigration & Customs Enforcement 1057

Case Opener Wrap-Up: Does the EPA Have an Obligation to Regulate Automobile Emissions? 1060

Key Terms 1061

Summary of Key Topics 1061

Point / Counterpoint 1062

Questions & Problems 1063

## CHAPTER 45

Consumer Law 1065

### Case Opener

A Simple Case of Misleading Practices 1065

The Federal Trade Commission 1066

*How the FTC Brings an Action* 1066

*Trade Regulation Rules* 1067

Deceptive Advertising 1067

**Case 45-1:** Nelson v. MillerCoors, LLC 1068

*Bait-and-Switch Advertising* 1070

*FTC Actions against Deceptive Advertising* 1071

*Telemarketing and Electronic Advertising* 1071

*Tobacco Advertising* 1074

Labeling and Packaging Laws 1074

Sales 1075

*Door-to-Door Sales* 1075

*Telephone and Mail-Order Sales* 1076

*FTC Regulation of Sales in Specific Industries* 1077

Credit Protection 1080

*The Truth in Lending Act* 1080

*The Fair Credit Reporting Act* 1082

*The Fair Debt Collection Practices Act* 1082

**Case 45-2:** Crawford v. LVNV Funding, LLC 1083

*The Credit Card Fraud Act* 1085

*The Fair Credit Billing Act* 1086

*The Fair and Accurate Credit Transactions Act* 1086

*The Credit Cardholders' Bill of Rights Act* 1086

Consumer Health and Safety 1087

*The Federal Food, Drug, and Cosmetic Act* 1087

**Case 45-3:** United States of America v. Michael Kaplan 1088

*The Consumer Product Safety Act* 1090

Case Opener Wrap-Up: A Simple Case of Misleading Practices 1091

Key Terms 1091

Summary of Key Topics 1092

Point / Counterpoint 1093

Questions & Problems 1094

## CHAPTER 46

Environmental Law 1098

### Case Opener

Rogers Corporation's Hazardous Waste Debacle 1098

Alternative Means of Protecting the Environment 1099

*Tort Law* 1099

*Government Subsidies* 1100

*Marketable Discharge Permits* 1100

*Green Taxes* 1100

*Direct Regulation* 1101

The Environmental Protection Agency 1101

The White House Office of Domestic Climate Policy 1102

The National Environmental Policy Act 1102

*Environmental Impact Statements* 1102

**Case 46-1:** Bark v. United States

Forest Service 1103

Regulating Air Quality 1104

*National Ambient Air Quality Standards* 1104

*Toxic or Hazardous Air Pollutants* 1107

*Enforcement of the Clean Air Act* 1108

Regulating Water Quality 1108

*Clean Water Act* 1108

*Safe Drinking Water Act* 1110

Regulating Hazardous Waste 1110

*Resource Conservation and Recovery Act* 1110

*Comprehensive Environmental Response, Compensation and Liability Act of 1980, as Amended by the Superfund Amendment and Reauthorization Act of 1986* 1111

**Case 46-2:** Consolidation Coal Company v. Georgia Power Company, et al. 1112

Regulating Toxic Substances 1114

*Toxic Substances Control Act* 1114

*Federal Insecticide, Fungicide, and Rodenticide Act* 1114

**Case 46-3:** Elvis Mirzaie, Edison Mirzaie, Romi Mirzaie  
v. Monsanto Company 1115

International Environmental  
Considerations 1116

Case Opener Wrap-Up: Rogers Corporation's Hazardous  
Waste Debacle 1118

Key Terms 1118

Summary of Key Topics 1118

Point / Counterpoint 1120

Questions & Problems 1121

## CHAPTER 47

Antitrust Law 1123

### Case Opener

Colossal Coal Merger and Monopoly 1123

History of and Rationale for Antitrust Law 1124

*The Need for Regulation* 1124

*Rationale for Antitrust Laws* 1124

*Recent Regulatory Attitudes* 1125

*Exemptions from Antitrust Law* 1126

The Sherman Act 1126

*Jurisdiction of the Sherman Act* 1128

*Section 1 of the Sherman Act* 1128

**Case 47-1:** Cellstar Corp. v. Sprint  
Solutions, Inc. 1130

**Classic Case 47-2:** Continental T.V., Inc. v.  
GTE Sylvania Inc. 1134

*Section 2 of the Sherman Act* 1135

The Clayton Act 1136

*Section 2: Price Discrimination* 1137

*Section 3: Exclusionary Practices* 1138

*Section 7: Mergers* 1140

**Case 47-3:** Federal Trade Commission v.  
Penn State Hershey  
Medical Center 1140

*Section 8: Interlocking Directorates* 1144

The Federal Trade Commission Act 1144

The Robinson-Patman Act 1145

Enforcement of Antitrust Laws 1146

*Public Enforcement* 1146

*Private Enforcement* 1146

Case Opener Wrap-Up: Colossal Coal Merger and  
Monopoly 1147

Key Terms 1148

Summary of Key Topics 1148

Point / Counterpoint 1150

Questions & Problems 1150

## Part Ten PROPERTY

### CHAPTER 48

The Nature of Property, Personal Property, and  
Bailments 1154

#### Case Opener

Prisoners and Personal Property 1154

The Nature and Classifications of Property 1155

Personal Property 1156

*Voluntary Transfer of Property* 1157

**Case 48-1:** McGoldrick v. Murphy 1159

*Involuntary Transfer of Personal Property* 1161

**Case 48-2:** In Re: Nelson T. Rodriguez, Belinda Georgeson  
v. Nelson T. Rodriguez 1161

*Other Means of Acquiring Ownership of Property* 1163

Bailment 1164

**Case 48-3:** J&L Jewelry v. EPK Management 1164

*Rights and Duties of the Bailor* 1166

*Rights and Duties of the Bailee* 1167

*Documents Related to Bailments* 1168

*Special Bailments* 1169

Case Opener Wrap-Up: Prisoners and Personal  
Property 1170

Key Terms 1171

Summary of Key Topics 1171

Point / Counterpoint 1171

Questions & Problems 1172

### CHAPTER 49

Real Property 1175

#### Case Opener

This Land Is My Land in Good Faith 1175

The Nature of Real Property 1176

*Fixtures* 1176

*Extent of Ownership* 1177

Interests in Real Property 1178

*Fee Simple Absolute* 1178

*Conditional Estate* 1178

*Life Estate* 1179

**Case 49-1:** Douglas Stolipher v. Estate of Charles A.  
Rocheleau 1179

*Future Interest* 1180

*Leasehold Estate* 1181

*Nonpossessory Estates* 1181

Co-Ownership 1182

*Tenancy in Common* 1183

*Joint Tenancy* 1183  
*Tenancy by the Entirety* 1183  
*Condominiums and Cooperatives* 1183

Voluntary Transfer of Real Property 1184

*Legal Requirements* 1184  
*Sales Transactions* 1186

Involuntary Transfer of Real Property 1187

*Adverse Possession* 1187  
*Condemnation* 1188

**Case 49-2:** Kelo v. City of New London 1189

Restrictions on Land Use 1192

*Restrictive Covenants* 1192

**Case 49-3:** Red Rock Granite, Inc. v. Kafka Properties, LLC 1192

*Zoning* 1194  
*Other Statutory Restrictions on Land Use* 1195

Case Opener Wrap-Up: This Is My Land in Good Faith 1195

Key Terms 1196

Summary of Key Topics 1196

Point / Counterpoint 1197

Questions & Problems 1198

## CHAPTER 50

Landlord-Tenant Law 1201

### Case Opener

When Is a Land-Sales Contract Actually a Residential Lease? 1201

Creation of the Landlord-Tenant Relationship 1202

*Types of Leases* 1203  
*Fair Housing Act* 1204

**Case 50-1:** Timmons v. Kingsley-Johnston, Inc. 1204

*Rights and Duties of the Landlord and the Tenant* 1206  
*Possession of the Premises* 1206

**Case 50-2:** Linda K. Miller v. William Burnett 1207

*Eviction* 1209  
*Use of the Premises* 1210  
*Maintenance of the Premises* 1211  
*Rent* 1213

Liability for Injuries on the Premises 1214

*Landlord's Liability* 1214  
*Tenant's Liability* 1215

**Case 50-3:** Leonara Caruso v. Apts. Downtown, Inc. 1215

Transferring Interests of Leased Property 1218

*Landlord Transfer of Interest* 1218  
*Tenant Transfer of Interest* 1218

Termination of the Lease 1219

*Breach of Condition by Landlord* 1219  
*Forfeiture* 1220  
*Destruction of the Premises* 1220  
*Surrender* 1220  
*Abandonment* 1220

Case Opener Wrap-Up: When Is a Land-Sales Contract Actually a Residential Lease? 1221

Key Terms 1221

Summary of Key Topics 1222

Point / Counterpoint 1223

Questions & Problems 1224

## CHAPTER 51

Insurance Law 1228

### Case Opener

The Obligation of Insurance Companies to Restore Property 1228

The Nature of the Insurance Relationship 1229

*Risk* 1229  
*Insurable Interest* 1230

**Case 51-1:** Royal Capital Development LLC v. Maryland Casualty Company 1230

The Insurance Contract 1232

*Application for Insurance* 1232

**Case 51-2:** Wyrick v. Underwriters at Lloyd's, London 1233

*Important Elements of the Insurance Contract* 1234

**Case 51-3:** Turek Enterprises, Inc. v. State Farm Mutual Automobile Insurance Company 1234

Canceling the Insurance Policy 1236

Insurer and Insured Obligations 1237

*Insurer Duty to Defend the Insured* 1237  
*Insurer Duty to Pay Sums Owed by the Insured* 1238  
*Insured Duty to Disclose Information* 1238  
*Insured Duty to Cooperate with the Insurer* 1238

The Insurer's Defenses for Nonpayment 1239

Types of Insurance 1239

*Liability and Property Insurance* 1239  
*Life Insurance* 1240

Case Opener Wrap-Up: The Obligation of Insurance Companies to Restore Property 1241

Key Terms 1242

Summary of Key Topics 1242

Point / Counterpoint 1243

Questions & Problems 1244

**CHAPTER 52**

Wills and Trusts 1247

**Case Opener**

Ambiguity in Drafting a Will 1247

Estate Planning 1248

*The Uniform Probate Code* 1248

*Tools of Estate Planning* 1248

*Why Individuals Engage in Estate Planning* 1248

**Case 52-1:** Macneil v. Berryhill 1249

Legal Issues Related to Wills 1250

*Intestacy Statutes* 1250

*Requirements for a Legally Valid Will* 1251

*Grounds for Contesting a Will* 1252

**Case 52-2:** In the Matter of the Estate of Smith 1252

*Changing a Will* 1253

*Revoking a Will* 1253

*Settlement of an Estate* 1253

**Case 52-3:** Bogar v. Baker 1254

Trusts as Estate Planning Tools 1257

*How and Why Individuals Create Trusts* 1257

*Basic Kinds of Trusts* 1257

*How Trusts Are Terminated* 1258

End-of-Life Decisions 1259

*Advance Directives* 1259

*Anatomical Gifts* 1259

*Choices about the Body after Death* 1260

International Protection for Wills 1256

Case Opener Wrap-Up: Ambiguity in

Drafting a Will 1260

Key Terms 1261

Summary of Key Topics 1262

Point / Counterpoint 1263

Questions & Problems 1263

**APPENDIXES****APPENDIX A**

The Constitution of the United States of America A-1

**APPENDIX B**

Uniform Commercial Code B

**APPENDIX C**

Title VII of the Civil Rights Act of 1964 C-1

**APPENDIX D**

The Civil Rights Act of 1991 D-1

Glossary G-1

Name Index I-1

Subject Index I-4



# List of Cases

## CHAPTER 2: BUSINESS ETHICS

United States ex rel. Jeffrey Campie and Sherilyn Campie v. Gilead Sciences, Inc. ....	28
---	----

## CHAPTER 3: THE US LEGAL SYSTEM

Hertz Corp. v. Friend .....	46
Atlantic Marine Construction Company, Inc. v. United States District Court for the Western District of Texas et al. ....	49
Flowers v. Mississippi, No. 17-9572, 588 U.S. ....	62

## CHAPTER 4: ALTERNATIVE DISPUTE RESOLUTION

AT & T Mobility LLC v. Concepcion .....	83
Maribel Baltazar v. Forever 21, Inc. ....	86
Lamps Plus, Inc. v. Varela .....	88

## CHAPTER 5: CONSTITUTIONAL PRINCIPLES

Christy Brzonkala v. Antonio J. Morrison et al. ....	105
Direct Marketing Association v. Barbara Brohl .....	109
Carpenter v. United States .....	122

## CHAPTER 6: INTERNATIONAL AND COMPARATIVE LAW

It's Intoxicating, Inc. v. Maritim Hotelgesellschaft MBH....	147
Lee v. Young Life .....	150

## CHAPTER 7: CRIME AND THE BUSINESS COMMUNITY

Salman v. United States .....	166
United States v. Decoster .....	174
Miranda v. Arizona .....	182

## CHAPTER 8: TORT LAW

Aflalo v. Weiner .....	203
Aaron Olson, Appellant, v. Centurylink, Respondent ..	211
Mazda Motor Corporation v. Hurst .....	221

## CHAPTER 9: NEGLIGENCE AND STRICT LIABILITY

Palsgraf v. Long Island Railroad Company .....	235
--	-----

Bonacci v. Brewer Service Station, Inc. ....	237
Swigart v. Bruno .....	242

## CHAPTER 10: PRODUCT LIABILITY

Montemayor v. Sebright Products, Inc. ....	252
Johnson v. Monsanto Co. ....	258
Sperry–New Holland, A Division of Sperry Corporation v. John Paul Prestage and Pam Prestage .....	263

## CHAPTER 11: LIABILITY OF ACCOUNTANTS AND OTHER PROFESSIONALS

Bily v. Arthur Young & Co. ....	282
Michael Williamson, et al., Plaintiffs, v. Recovery Limited Partnership, et al., Defendants .....	286
Thomas v. Shiloh Industries, Inc. ....	290

## CHAPTER 12: INTELLECTUAL PROPERTY

In Re Simon Shiao Tam .....	305
Stone Brewing Co. v. MillerCoors LLC .....	307
Star Athletica, L.L.C., Petitioner v. Varsity Brands, Inc., et al. ....	311

## CHAPTER 13: INTRODUCTION TO CONTRACTS

In Re: Zappos.com Inc., Customer Data Security Breach Litigation .....	334
Trapani Const. Co. v. The Elliot Group, Inc. ....	336
Source Associates, Inc. v. Mitsui Chemicals America, Inc. ....	338

## CHAPTER 14: AGREEMENT

Lucy v. Zehmer .....	351
Lawrence W. Shipley III v. Andrea Vasquez .....	355
Reed v. Ezelle Investment Properties, Inc. ....	361

## CHAPTER 15: CONSIDERATION

Hamer v. Sidway .....	374
Thelma Agnes Smith v. David Phillip Riley .....	375
State v. Blake .....	378
Margeson v. Artis .....	379

## CHAPTER 16: CAPACITY AND LEGALITY

Adrian Lopez v. Kmart Corporation .....	389
---	-----