

Course Title	Sales
Professor	Samuel F. Ernst
Term	Fall 2024
Meetings	Tuesdays and Thursdays, 10:00 – 11:30 a.m.

Professor's Contact Information

Email Address	sernst@wsulaw.edu
Office Hours	Wednesdays by appointment

General Course Information

Required Texts & Materials	<p><i>Sales: A Systems Approach</i>, by Keating (Eighth Edition), ISBN No. 979-8-8890-6196-0</p> <p><i>Comprehensive Commercial Law: 2024 Statutory Supplement</i>, ISBN No. 9798889062172</p>
Course Objectives	<ol style="list-style-type: none"> 1. To understand the substantive law of Article 2 of the Uniform Commercial Code; 2. To further develop the skills of statutory analysis and case analysis; 3. To identify the factual and legal issues implicated by a fact pattern and to appropriately use the Code, cases, and rules to argue issues in favor of your client.

Course Policies

Attendance, Preparedness, and Class Participation	<p>This course requires regular attendance. An attendance sheet will be passed around at the beginning of each class. Students who incur a sufficient number of unexcused absences may be removed from the class according to ABA requirements and law school policies. Students must be prepared for each class by completing the required reading and participating in class discussions.</p> <p>You should prepare for approximately two hours for each hour of class.</p>
Grading Method	<p>30% of the grade is determined by a midterm exam. 70% of the grade is determined by a final exam.</p>
Midterm	Multiple Choice
Final Exam	Essay Questions
<u>DISABILITY SERVICES STATEMENT:</u>	
<p>Western State College of Law provides accommodations to qualified students with disabilities. The Disabilities Services Office assists qualified students with disabilities in acquiring reasonable and appropriate accommodations and in supporting equal access to services, programs, and activities at Western State College of Law.</p> <p>To seek reasonable accommodations, a student must contact Senior Assistant Dean Donna Espinoza, Student Services Director and Disabilities Services Coordinator, whose office is in the Library Building, Room 275-B. Dean Espinoza's phone number and email address are: (714) 459-1117; despinoza@wsulaw.edu. When seeking accommodations, a student should notify Dean Espinoza of her or his specific limitations and, if known, her or his specific requested accommodations. Students who seek accommodations will be asked to supply medical documentation of the need for accommodation. Classroom accommodations are not retroactive, but are effective only upon the student sharing approved accommodations with the instructor or professor. Therefore, students are encouraged to request accommodations as early as feasible with Dean Espinoza to allow for time to gather necessary documentation. If you have a concern or complaint in this regard, please notify Dean Espinoza; or please notify Dean Marisa Cianciarulo at mcianciarulo@wsulaw.edu or (714) 459-1168. Complaints will be handled in accordance with the College of Law's "Policy against Discrimination and Harassment."</p>	

Assignments & Academic Calendar

Date:	Topics and Assigned Reading:
	Readings are from the Keating casebook. Students should also study the UCC rules and comments referenced in the casebook readings; these may be found in the Statutory Supplement.
Chapter 1: Formation	
1. Tuesday, August 20	Assignment 1: The Role and Scope of Codes in a Sales System
2. Thursday, August 22	Assignment 2: Scope Issues with Leases, CISG, and Real Estate
3. Tuesday, August 27	Assignment 3: The Process of Sales Contract Formation
4. Thursday, August 29	Assignment 4: Formation with Leases, International Sales, and Real Estate

5. Tuesday, September 3	Assignment 5: Statute of Frauds with Sales of Goods
6. Thursday, September 5	Assignment 6: Parol Evidence with Sales of Goods
7. Tuesday, September 10	Assignment 7: Requisites to Formalization in Leases, International Sales, and Real Estate Sales
Chapter 2: Terms	
8. Thursday, September 12	Assignment 8: Warranties with Sales of Goods
9. Tuesday, September 17	Assignment 9: Notice and Privity
10. Thursday, September 19	Assignment 10: Magnuson-Moss
11. Tuesday, September 24	Assignment 11: Lease, International, and Real Estate Warranties
12. Thursday, September 26	Assignment 12: Reducing or Eliminating Warranty Liability: Basics
13. Tuesday, October 1	Assignment 13: Reducing or Eliminating Warranty Liability: Advanced
14. Thursday, October 3	Assignment 14: Commercial Impracticability
15. Tuesday, October 8	Assignment 15: Unconscionability
16. Thursday, October 10	Assignment 16: Title with Sales of Goods Assignment 17: Title with Leases, International Sales, and Real Estate
17. Tuesday, October 15	Midterm (multiple choice)
Chapter 3: Performance	
18. Thursday, October 17	Assignment 18: Closing the Sale with Sales of Goods
19. Tuesday, October 22	Assignment 19: Closing with Leases, International Sales, and Real Estate
20. Thursday, October 24	Assignment 20: Risk of Loss with Sales of Goods
21. Tuesday, October 29	Assignment 21: Risk of Loss with Leases, International Sales, and Real Estate
Chapter 4: Remedies	
22. Thursday, October 31	Assignment 22: Seller's Remedies with Sales of Goods
23. Tuesday, November 5	Assignment 23: Lessor's and Seller's Remedies with Leases, International Sales, and Real Estate

24. Thursday, November 7	Assignment 24: Seller's Remedies: Advanced Problems
25. Thursday, November 14	Assignment 25: Buyer's Remedies with Sales of Goods
26. Tuesday, November 19	Assignment 26: Buyer's and Lessee's Remedies with Leases, International Sales, and Real Estate
27. Thursday, November 21	Assignment 27: Buyer's Remedies: Advanced Problems
28. Tuesday, November 26	Assignment 28: Special Remedies

These descriptions and timelines are subject to change at the discretion of the Professor.