

**CALIFORNIA STATE UNIVERSITY, SACRAMENTO**  
College of Business Administration

MGMT 10 – Introduction to Business Law  
Section 8  
Mondays  
6:00 p.m. to 8:50 p.m.

**COURSE SYLLABUS**

INSTRUCTOR: John B. LaRocco, B.S., M.S., J.D., LL.M.  
OFFICE: TAH 2046  
OFFICE HOURS: Mondays: 10:15 a.m. to 12:15 p.m.  
5:00 p.m. to 6:00 p.m. and  
By Appointment  
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**I. REQUIRED READING AND TEXTBOOK**

Jennings, Marianne, *Business: Its Legal, Ethical and Global Environment*, 10<sup>th</sup> Edition, Cengage Coursemate (Electronic Textbook). A printed custom edition is available at the CSUS Bookstore.

There may be several handouts which are required readings.

**II. SYLLABUS**

You must download the syllabus from the SacCT course.

**III. CENGAGE COURSEMATE**

In the MGMT 10 online course, there is a link to Coursemate via Publisher's Content. Once a student purchases Coursemate for the 10<sup>th</sup> edition of the Jennings textbook, the student can enter a code which will provide them access to the electronic textbook. If the student has any technical questions or problems, the student should contact Cengage technical support.

Besides the electronic textbook, Coursemate contains other study aids and features which enhance the student's learning environment. In Coursemate, a student can highlight the text, review quizzes on the text material, and annotate the electronic pages.

Coursemate also contains sample quizzes, interactive quizzes, flashcards, crossword puzzle, PowerPoint notes, and a comprehensive glossary.

In the online lectures, we will not specifically cover the materials in Coursemate. I will provide lectures that are different from the presentation in the textbook so that students will have an opportunity to learn the material either from the lectures or the textbook or both. In addition, there is at least one lecture that is not covered in the electronic text.

If a student prefers a printed textbook, a custom edition (printed version) of Jennings is available at the bookstore. If a student opts for the printed textbook, the student need not purchase Coursemate.

#### IV. VIDEO STREAMING


Besides this Monday evening section, I teach MGMT 10 on Monday and Wednesday mornings before a studio audience. Students in this section have access to video streaming archives of the recorded morning class sessions. Thus, if a student misses an evening class, the student can view the class via video streamlining.

*In addition to the system requirements outlined for online exams, you should check your system for video streaming requirements. A list of requirements appears at the top of the **Video Streaming** page in the course.*

Video streaming is compatible with wired and wireless connections, as well as many smartphones and tablets.


***A note about connection speed:** If you are using dial-up to access the Internet, your video stream connection may cut out at times.*

From the **Video Streaming** link in the left navigation of the course, click on the link labeled "**Recorded Video Streaming Lectures - MGMT 10 (Click Here)**". This will open a new window or tab in your browser and list the dates in the right side of the screen. Click a date to go to that webpage for that lecture. Depending on your browser, the lecture may start automatically or you may need to click the large arrow in the middle of the video area to begin the lecture.



### Recorded Video Streaming Lectures - MGMT 10 (Click Here)

Upon clicking the Recorded Video Streaming Lectures link above, a new webpage will open and display the course videos page (sample below). Links to each recorded lecture will display by date on the right side of the player. Click on the corresponding lecture date to begin watching the recording.



## V. COURSE OBJECTIVES

The first purpose of this course is to introduce the student to the law and to understand the role of the law in fulfilling our need for an orderly society. The next purpose is to understand how the law regulates businesses and influences business decision-making. You will find the study of law to be quite different from any other subject matter that you have studied. For the first time, many of you will have to manipulate the knowledge you learn as well as to accumulate the knowledge. You will have to understand that a rule of law has an underlying policy because most legal rules are designed to encourage or discourage certain conduct. You will then apply the law to business transactions and business disputes.

Another purpose of this course is to acquaint future managers and executives with business legal problems and concepts that they can expect to encounter. The course covers the organization of the United States judicial system, alternative dispute resolution, ethics, tort law, contract law, sales, products liability, warranties, employment law, administrative law, personal property, real property, intellectual property, agency and business organizations.

An important purpose of this course is to provide students with the ability to logically spot a potential legal problem before it harms the manager, executive or a business organization. Preventative legal advice is much less costly than a long, protracted and messy lawsuit that results when a legal problem or a legal dispute is out of control.

I successfully practiced law and continue to utilize my legal skills as an arbitrator and mediator. I try to bring some of my “real world” experiences into the classroom. I hope these peeks at the “real world” will better prepare you to embark on your career.

This course is difficult and I demand a great deal of my students. Students who lack the discipline to study are not likely to do well. However, if you work hard, I think you will find the course enjoyable and you will reap the appropriate rewards. You will learn to think.

## VI. EDUCATIONAL GOALS

The goals of MGMT 10 are to:

- i. Provide students with an understanding of basic processes and institutions in the US legal system. Students should be able to explain common court processes and compare alternatives to these processes presenting reasons why and when one might choose a court or an alternative.
- ii. Enable students to distinguish, explain, and provide examples of the interrelationship between rules of law and rules of ethics.
- iii. Enable students to distinguish different sources of law, their attributes and strengths and weaknesses of each source. Special attention to enabling

students to explain the why and how administrative agencies regulate business conduct.

- iv. Provide knowledge of legal rules which businesspersons must apply on a day to day basis including tort law, including an ability to define and provide examples of intentional torts, negligence, and strict liability torts, and the common defenses, about the legal requirements of a contract, contract rights and duties, and the nature and consequences of the failure to perform a contract obligation and about basic rules of sales, especially warranties and product liability law, personal and intellectual property, agency, business associations, and employment law.
- v. Enable students to read, listen, or observe a set of facts with legal consequences and separate facts from opinion or speculation, identify the legal issues, know how to set forth the legal rules and reach a conclusion as to the probable legal result justified by an analysis of how those facts support that legal result.
- vi. Enable students to write or orally present an analysis of a circumstance or situation providing recommendations as to future behavior as a consequence of that circumstance or situation.
- vii. Enable students to define preventive law and identify strategies and approaches to reducing legal problems and expenses. Includes an ability to identify legal aspects to management questions.

## **VII. CONTINUOUS IMPROVEMENT AND ASSESSMENT**

The College of Business is AACSB accredited, a very prestigious status. Continuous improvement is an integral component of business school accreditation. I am constantly trying to improve my teaching techniques as well as to improve this course. I hope that students are also committed to continuous improvement.

## **VIII. GRADING POLICIES**

The final grade in this course is based on the cumulative numerical (points) score the student receives on three examinations plus any extra credit points and bonus points. The grade increments of “+” and “-” are utilized in this course. The total grade points are allocated as follows:

First Examination.....	100 Points
Second Examination .....	100 Points
Third Examination .....	<u>100 Points</u>
Total:	300 Points

In addition, students can earn up to 60 bonus points over and above the total of 300 points. Students can also earn extra credit points.

Final grades will be determined from the numerical scale set forth below:

A.....	276 - 360 Points <sup>1</sup>
A- .....	270 - 275 Points
B+.....	264 - 269 Points
B.....	246 - 263 Points
B-.....	240 - 245 Points
C+.....	234 - 239 Points
C.....	216 - 233 Points
C-.....	210 - 215 Points
D+ .....	204 - 209 Points
D.....	186 - 203 Points
D- .....	180 - 185 Points
F.....	179 and below.

A student's total score will **not** be raised regardless of how close the student is to the next highest grade. A 209.4 will not rise to a 210. A 209.5 will be rounded up to 210. Fractions are not rounded except at the end of the course. For example, if a student receives a 78.6 on the first exam, the .6 is not rounded to 79. If a student ends the course with a total score of 269.6, the score is rounded up to 270. A score of 269.4 is rounded down to 269. Also, grades are determined exclusively by the point system and not on a percentage basis. Percentages are irrelevant. For example, a 79.8% is not a B-. It is a C+. Similarly, a total point score of 239.2 is a C+ (not a B-) even if the percent can be rounded up to 80%. All grades are exclusively determined by total points.

Students cannot earn points except as specified in this syllabus.

## IX. EXAMINATIONS

There will be three examinations. Each examination will be one hour and thirty minutes in length. Each examination will be worth 100 points with an opportunity for up to 20 bonus points. The examinations are not cumulative. Each examination will only test the material covered in each of the three sections of the course. However, students should understand that some of the basic principles learned in the first and second parts of the course are utilized to understand the principles in the later sections of the course. The examinations will cover the material in the required textbook, class lectures, class discussions, SacCT discussion board, and class handouts.

The examinations will be taken over the internet. Your computer must have a reliable internet connection and the computer must have Acrobat Reader. Attached to this syllabus is a detailed

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<sup>1</sup> The "A" range is actually 276 to 300 points. The "360" includes the possible bonus points which are over and above the scale. Extra credit points, if any, will be added to the student's score but not to exceed 360 points.

explanation about how to take the examinations through the internet within SacCT, including computer requirements.

Each examination is available between 7:00 p.m. and 10:00 p.m. on the three dates specified on the class schedule.<sup>2</sup> Students will have 100 minutes to complete the exam. Students must begin (access) the exam before 10:00 p.m. At 10:00 p.m. and thereafter, access will be denied. If you begin taking your exam at 9:59 p.m., you will still have 100 minutes to complete it.

HOWEVER, because the access window expires after 10:00 p.m., you will NOT be able to re-access your exam after that time, regardless of whether or not you've used your 100 minutes. Therefore, it would be prudent to begin taking the exam as early as possible. You must be at a computer (on campus or anywhere in the world) within the window of time to access the exam. Please carefully follow the examination instructions. To reiterate, please carefully study the attachment to this syllabus.

The student is solely responsible for his/her computer equipment and internet connection. SacCT is not responsible for malfunctions in students' computers or software. SacCT is also not responsible for internet interruptions or for power outages. I recommend that students always have a backup plan.

You will obtain your score immediately after the examination. The score you receive will include the bonus points.

Since the exams are not proctored, students may use their textbooks, notes and materials during the exams. However, I prefer that you treat the examinations as if they are closed notes and closed books (but, hopefully, open mind). In the past, some students who utilized their textbooks and notes have performed poorly on the examinations. I warn you that if you start thumbing through your notes or the text (even a computerized search) not only are you unlikely to find the answer but you will also waste valuable time. Students may not work together on the exam. A student cannot have any help during the exam. Working together or receiving assistance constitutes cheating.

The three exams will consist of 100 multiple choice questions. Each question is worth one point. This is a student's basic score which forms the basis for the grade scale, that is, 90 points is an A; 80 points is a B; etc. In addition to the basic score, a student can earn bonus points on each examination. For each question that the student answers correctly, the student will earn .2 ( $\frac{2}{10}$ ) point in addition to the basic point. Thus, the more questions a student answers correctly, the more bonus points the student earns. If a student answers all 100 questions correctly, the student will score 120 points. In sum, the student earns 1.2 points for each correct answer.

The bonus points are designed to encourage good students to excel. The bonus points may help (but not much) a failing or marginal student because students are expected to still get close to an average of 70 questions correct on all three examinations to demonstrate their mastery of the

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<sup>2</sup> Because we meet only one day a week, we may have class on examination days but for no longer than one hour. I will advise you of the necessity for a class meeting in advance. If the class meets, we will conclude by 7:00 p.m. so that students will still have three hours to access the exam.

subject matter. While the exams are multiple choice, I have built a thinking, essay-like component into some of these questions. These questions contain a story followed by a series of multiple choice questions pertaining to the story. Therefore, many multiple choice questions will be more akin to an essay type question than traditional multiple choice questions.

A note of caution: These examinations are very difficult with a tight time constraint. A student can score well on the examinations only by keeping up with the material and the assignments. If a student falls behind, even by one chapter, the student seriously impairs the student's chances of doing well on the examinations. The three exams are very long. To do well, the student must be very prepared and keep track of the time. The time constraints are onerous due to the length of the exams. Some students do not plan their time prudently and thus, do not finish the exams.

### **NO MAKE-UP EXAMS WILL BE GIVEN**

A student will be excused from taking an examination only if the student presents a written excuse and evidence attesting to a genuine, serious illness or a serious family emergency. The student must provide a written note from a physician disclosing the nature of the illness, the treatment administered and the doctor's prognosis. If the student is properly excused from the examination, the student will be given a make-up examination or a research project at the Professor's discretion. Several students have failed an examination in the past because I did not accept their excuses for missing an examination.

Students can take a mini-practice exam consisting of 10 questions about two weeks before the first exam to become acquainted with story type questions. There will also be a lengthy practice exam available before each exam. Please note that the practice exam questions are easier than the questions on the actual examinations. This will be an opportunity to check computer equipment and connections at the location where you will take examinations.

### **X. EXTRA CREDIT**

Students can earn extra credit points by taking a quiz for each assigned textbook chapter according to the schedule set forth below. The quizzes only test the material in the textbook chapter. The extra credit quizzes are in the designated quiz folder. Students need not take any or every quiz. No student is penalized by not taking a quiz.

Each quiz consists of 20 multiple choice or true-false questions covering the particular chapter. A student deciding to take a quiz will have one attempt per quiz during the 6:00 a.m. to 11:59 p.m. window. Students will have only (10) ten minutes to complete the quiz. Thus, students must be well prepared before taking a quiz. Students may refer to the text during the quiz but, if you do so, you will probably run out of time.

Extra credit points will be awarded as follows for each quiz.

<u>Number of Questions Answered Correctly</u>	<u>Number of Extra Credit Points</u>
0-11	0
12-16	1
17-20	2

Since there are 13 chapters and thus, 13 quizzes, 26 points is the maximum total number of extra credit points available.

Students will not be able to see which questions the student answered correctly and incorrectly. A student will view the total number of questions answered correctly immediately after completing the quiz. You can then convert your score into extra credit points in accord with the above table. The extra credit points will be added to your examination points at the end of the course.

Following is the schedule for students opting to take any or all of the extra credit quizzes.

<u>Chapter Quiz</u>	<u>Day/Date</u>	<u>Window</u>	<u>Time</u>
1	Wednesday, September 10	6:00 a.m. to 11:59 p.m.	10 minutes
2	Monday, September 15	6:00 a.m. to 11:59 p.m.	10 minutes
3	Wednesday, September 17	6:00 a.m. to 11:59 p.m.	10 minutes
4	Wednesday, September 24	6:00 a.m. to 11:59 p.m.	10 minutes
12	Wednesday, October 1	6:00 a.m. to 11:59 p.m.	10 minutes
13	Monday, October 6	6:00 a.m. to 11:59 p.m.	10 minutes
9	Monday, October 27	6:00 a.m. to 11:59 p.m.	10 minutes
14	Monday, November 3	6:00 a.m. to 11:59 p.m.	10 minutes
15	Monday, November 10	6:00 a.m. to 11:59 p.m.	10 minutes
17	Monday, November 24	6:00 a.m. to 11:59 p.m.	10 minutes
6	Wednesday, November 26	6:00 a.m. to 11:59 p.m.	10 minutes
20	Monday, December 1	6:00 a.m. to 11:59 p.m.	10 minutes
21	Wednesday, December 3	6:00 a.m. to 11:59 p.m.	10 minutes

Students will not be able to take the quizzes except during the windows specified above. Please note quiz dates will not be announced in class and will not be listed on-line.

## **XI. CHEATING**

This is a **law** class. While there is never any justification for cheating during college, it is especially heinous to cheat on a law examination. Unfortunately, a few students decide to cheat. Some are caught and some are not. However, I may relate in class my experiences of dealing



with people in the real world who cheated during college. I hope my renditions give rise to some sobering thoughts within the minds of anyone considering cheating. I know most of you are honest.

Attempting to print, photograph or download an examination constitutes cheating. Having someone take the examination in your place is cheating. Working together during the exam is also cheating. SacCT has techniques to ascertain if students are working together. Working with anyone (including someone who is not a student) while taking an exam is cheating. Any student who attempts to assist another student with a quiz is cheating.

I police cheating by using my own independent investigative techniques as well as the honor system. The latter places the responsibility on you, the student, to turn in cheaters. While peer pressure may discourage you from doing so, you must understand that, in the long run, a cheater harms not only himself/herself but also taints all of society. Any student caught cheating will be assigned a failing grade. I reserve the right to inform employers about the student's misconduct. These sanctions are in addition to any punishment meted out by the College of Business and the University.

## **XII. CLASS ATTENDANCE**

Attendance is not recorded in this course.

## **XIII. CLASS PROCEDURES**

This course has a discussion component. Problems (like those on the exams) will be displayed on the SacCT discussion board. Students should post thoughts, questions and experiences on the discussion board. Sometimes, a hint about an upcoming examination appears on the discussion board. Important messages are also posted on the discussion board. In the past, students who failed to regularly check the discussion board have missed important notices. Students who regularly participate on the discussion board usually perform well on the examinations. Do not be concerned about whether your postings are “correct” or “accurate.” Most of the time, there is not any answer to the posted problems. Frequently, no “answer” is posted.

This class is taught primarily by lectures but with some discussions in class. There is also dialogue on the discussion board. In class, I will sometimes emphasize material which is in the book or lecture about material which is not in the text. In addition, I may sometimes present the textbook material from a different perspective to facilitate your understanding of the readings. Everything is fair game for the examinations.

A PowerPoint outline will be displayed during class. The outline generally tracks the class lecture and discussion. You may copy the outline in your notes or annotate your notes into the outline or ignore the outline. The PowerPoint outline is not published and not available through SacCT. My power Point outline is protected by copyright law.

Please send messages to me via my regular e-mail address, [laroccoj@csus.edu](mailto:laroccoj@csus.edu), rather than through the private mail within the SacCT course.

#### **XIV. COURSE GRADES**

You will see your score immediately after each examination and so you can ascertain your grade after you take all three examinations. Your score will already include the bonus points that you earned. You can compute your basic score (the number of questions you answered correctly) by dividing your score by 1.2. Extra credit points are calculated separately. I add those to your score at the end of the course. I will not send students scores or grades via e-mail.

You will not be able to review your exam. Please note that, because of this, there is not a cumulative, final exam.

#### **XV. OFFICE CONFERENCES**

In addition to my published office hours, I am available for student conferences at other times. I am sure we can find a mutually convenient time to meet whenever a conference is necessary. Please make an appointment with me in class or by telephone. Occasionally, emergencies or school meetings cause me to be absent during office hours. It is best to confirm with me, in advance, that I will be present during my office hours.

## XVI. CLASS SCHEDULE AND ASSIGNMENTS

Following is a tentative schedule of class assignments which, except for examinations, is subject to amendments which will be announced in class. The exams will be administered on the specified dates.

DATE	ASSIGNMENTS	TOPICS
September 8	Chapter 1&2 Introductory Problem	Syllabus; Nature of Law Ethics; Judicial System
September 15	Chapter 3	Judicial System
September 22	Chapters 4&12	Alternative Dispute Resolution; Contracts
September 29	Chapters 12 & 13	Contracts; Sales
October 6	Chapter 13	Contracts
October 13	<b>FIRST EXAMINATION</b> [Chapters 1-4 & 12-13]	<b>NO MAKE-UP EXAMS</b>
October 20	Chapter 9	Torts
October 27	Chapter 9 & 14	Torts; Product Liability; Warranties
November 3	Chapter 15	Torts; Product Liability; Intellectual Property
November 10	<b>SECOND EXAMINATION</b> [Chapters 9, 14 & 15]	<b>NO MAKE-UP EXAMS</b>
November 17	Chapter 17	Agency
November 24	Chapters 6 & 20	Administrative Law; Labor Law
December 1	Chapters 20 & 21	Labor Law; Employment Law
December 8	Chapter 21	Employment Law
December 15 (Monday)	<b>THIRD EXAMINATION*</b> [Chapters 6, 17, 20-21]	<b>NO MAKE-UP EXAMS</b>

\*NOTE: The Third Examination will be available during the same window of time as the First and Second Examinations. There is no class on December 15.

## XVII. COMPLETING ONLINE EXAMS

### System Check

Before you begin an examination, you **must** check the computer system you are using against any requirements specified for SacCT.

To check your computer system, go to the SacCT 9.1 home page [https://help.blackboard.com/en-us/Learn/9.1 SP 12 and SP 13/Instructor/010 Browser Support](https://help.blackboard.com/en-us/Learn/9.1_SP_12_and_SP_13/Instructor/010_Browser_Support)) and click the [Supported Browsers](#) link. Review the list of browsers and operating systems supported, as well as the

version of Java supported. Update your computer as needed. You can contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>) for assistance.

Running SacCT on unsupported browsers may produce unpredictable results. Dr. LaRocco is not responsible for any problem you might have with an examination if you are not running a supported browser.

**SacLink Account:** Your SacLink user name is used for your SacCT account. Refer to SacLink and SacCT ([http://www.csus.edu/sacct/saclink\\_sacct.stm](http://www.csus.edu/sacct/saclink_sacct.stm)) for instructions on creating an account if you do not already have one.

**Modem Speed:** If you are connecting to the Internet using a dial-up connection, you may want to consider switching to a high-speed connection, such as a DSL or cable modem connection. You might also consider using a campus computer to complete your quizzes if your modem connection is not satisfactory.

### **Exam Preparation**

*The following points are specifically related to preparing for the exam given in the SacCT environment. This does NOT include general exam-preparation information supplied by Dr. LaRocco.*

**Assessment Tutorial:** There are SacCT video tutorials available for students from the SacCT Student Resources page: <http://www.csus.edu/sacct/student/>.

**Sample Exam:** It is highly recommended that you take the sample exams for this course. These tests give students the opportunity to learn any needed computer skills associated with SacCT testing. The Sample Exam can be accessed from the “Practice Exams” folder on the MGMT 10 SacCT home page.

Sample exams are not taken for credit. Refer to the remaining exam sections of this document for further instruction on how to take and troubleshoot exams.

Sample Exam Title	Description	Availability
Sample Exam Questions – Class Orientation	Sample 10-question exam (scenario question)	Entire semester
Sample Exam (Practice Exam)	Sample 10-question scenario	Two weeks prior to the first exam.
Practice Exam 1	100-question practice exam for first exam	First third of semester (before first exam)
Practice Exam 2	100-question practice exam for second exam	Second third of semester (after first exam, prior to second exam)
Practice Exam 3	100-question practice exam for third exam	Last third of semester (after second exam, prior to third exam)

**Exam Instructions:** Prior to beginning an exam (within SacCT), you will be presented with instructions that have been tailored for the particular exam you have linked to. It is very important that you read this page; it details specific information about question format, and length of the exam. Please carefully follow these instructions.

**Troubleshooting:** (per the instructions within each assessment in SacCT) – Answers will be saved automatically and can be changed until the exam is submitted.

#### Browser Configuration

- Ensure that JavaScript and pop-ups are enabled in your browser.

#### JavaScript Errors

- If you encounter a JavaScript error when you begin the assessment, close down your browser completely, and restart it. NOTE: If you close an exam after the window of time has expired (in all cases, 10:00 p.m.), you will NOT be able to re-access your exam, regardless of whether or not you have used your allotted number of minutes.

#### Browser or Computer Crashes

- If your browser or computer crashes during the assessment, saved answers will not be lost. When you begin the assessment again, the saved answers appear. NOTE: If you close an exam after the window of time has expired (in all cases, 10:00 p.m.), you will NOT be able to re-access your exam.

## Exam Format

**Exam Constraints:** The exam schedule is as follows:

Title	Availability	Duration	Grade
First Exam	From: October 13, 2014 – 7:00 p.m. To: October 13, 2014 – 10:00 p.m.	100 minutes	/120*
Second Exam	From: November 10, 2014 – 7:00 p.m. To: November 10, 2014 – 10:00 p.m.	100 minutes	/120*
Third Exam	From: December 15, 2014 – 7:00 p.m. To: December 15, 2014 – 10:00 p.m.	100 minutes	/120*

\* Includes bonus points.

You will be able to access the examination(s) on SacCT starting at 7:00 p.m. on each of the three examination dates. Access terminates precisely at 10:00 p.m. NOTE: Your answers will be automatically saved and the exam submitted in its entirety after the time limit has been reached.

**Questions:** Each exam consists of 100 multiple-choice questions. Some of the questions involve information contained in short stories or “scenarios.” A link to a scenario opens a separate window that you can keep open while you are answering the questions related to the specific scenario. You may need to move the scenario window to show the test window (you can resize the windows). It might look something like this:

The screenshot shows two overlapping browser windows. The foreground window displays a question titled "Question 6" with a scenario about Sammy Student. The background window displays the "MGMT 101 - Legal Environment of Business" scenario text.

**Question 6**  
Questions 1 - 10 uses a scenario about Sammy Student. Click on the link below to open a scenario window that you can refer back to the scenario. When you finish question 10 close the scenario window by clicking the close button. Now open the Sammy Student scenario!

**Question 1**  
The telephone call from the IBM representative to Sammy on May 1:  
 a. Is not a valid offer because it specifies two positions.  
 b. Is not a valid offer because the representative failed to state when Sammy would begin his employment.  
 c. Is a valid offer for the New York City position only.  
 d. Is a valid offer because the call contains the essential elements of an offer.

**Question 7**

**MGMT 101 - Legal Environment of Business**  
Sammy Student Scenario

Sammy Student is about to receive his B.S. Degree in Accounting from CSUS. Sammy received good grades throughout his academic career at CSUS except in Dr. LaRocco's business law class. Sammy had decided to forego employment with accounting firms and instead wants a job with a major corporation where he hopes to someday be a top executive, if not the CEO. Until now, Sammy has not even received a nibble from an employer. Suddenly, during the first week in May, things change. The following events occurred on the specified dates.

**Monday, May 1:** Early in the morning, a representative from International Business Machines (IBM) calls Sammy and offers him a choice of two positions: one in New York City that pays \$65,000 per year in salary; the other position in Sacramento which pays \$40,000 per year in salary. The IBM representative tells Sammy that IBM wants an answer within seven (7) days. Sammy tells the representative, he'll think about it.

Later in the day, the IBM representative sends Sammy a

If, during an exam, you seem to have “lost” one of the **Exam** windows, be certain to check the bottom-most toolbar for your browser. All available windows are available from this toolbar. To open any of these windows, click on the corresponding “button” on the toolbar.

Be sure to close the scenario window after you have finished answering the last scenario question. Do not accidentally close the exam window. However, if you unintentionally close the test window, simply follow the steps you initially took to access the exam. Note that the exam timer will continue to countdown regardless of whether or not your browser (or computer) is running. And remember that if you close an exam after the window of time has expired (10:00 p.m. in all cases), you will NOT be able to re-access the exam, regardless of whether or not you have used all the allotted minutes (so it is a good idea to start your exam as early as possible).

### Accessing the Exams

Take the following steps to access the exams on SacCT.

1. Establish an Internet connection and open your preferred Internet browser (be sure to check the supported Internet browsers section of this document before you start). Navigate to the following Web address: <http://www.csus.edu/sacct>.
2. Click the **SacCT 9.1 Login** button. You will be asked to provide your SacLink Username and Password. If you have problems with this step, visit the SacLink/SacCT information page ([http://www.csus.edu/sacct/samlink\\_sacct.stm](http://www.csus.edu/sacct/samlink_sacct.stm)) or contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>).
3. Click the link to the course labeled “**MGMT 10 Legal Environment of Business**” from your “My SacCT 9.1” page.
4. Once in the course in SacCT 9.1, click the left navigation link labeled “**Examinations.**”
5. Click the link for the appropriate examination.

Read the instructions and click **Begin** when you are ready to start the exam.

### Accessing the Exams

*Wording conventions: Within the context of SacCT, every element akin to an exam, quiz, test or survey is referenced as an assessment. Even though you will specifically be taking exams in this class, remember that they are referenced as “assessments” within SacCT.*

Take the following steps to access the exams on SacCT:

6. Establish an Internet connection and open your preferred Internet browser (be sure to check the supported Internet browsers section of this document before you start). Navigate to the following Web address: <http://online.csus.edu>.
7. Click on the **SacCT Login** button. You will be asked to provide your SacLink Username and Password. If you have problems with this step, visit the SacLink/SacCT information

page ([http://www.csus.edu/SacCT/samlink\\_SacCT.stm](http://www.csus.edu/SacCT/samlink_SacCT.stm)) or contact the IRT Service Desk (<http://www.csus.edu/irt/ServiceDesk/>).

- Click on the link to the course labeled “**LaRocco, John - MGMT 10 Legal Environment of Business**” from your “mySacCT” page. The homepage for MGMT 10 – “Legal Environment of Business,” should be on-screen:

The screenshot displays the course homepage for MGMT 10: Legal Environment of Business. On the left is a navigation sidebar with two main sections: "Course Tools" and "My Tools".

- Course Tools:** Course Content (selected), Discussions, Mail, Chat, Calendar, Search.
- My Tools:** My Grades, My Progress, Notes.

The main content area features a header with the text "Your location: Course Content Home". Below this is a large banner image containing the Liberty Bell, the Statue of Liberty, a bust of Abraham Lincoln, and the U.S. Capitol building. A red bar at the bottom of the banner reads "MGMT 101: Legal Environment of Business".

Below the banner are six icons with corresponding text links:

- Content (stack of papers icon)
- Practice Exams (stack of papers icon)
- Examinations (stack of papers icon)
- Surveys (stack of papers icon)
- Video Streaming (telescope icon)
- Live Video Streaming (telescope icon)



### Helpful Student Comments Regarding Exams

- ✓ “Get your SacLink account established and get current with SacCT. You will do great and be patient it will all come together.”
- ✓ “Make sure you pace yourself so you do not run out of time.”
- ✓ “Taking the exams on computer can be frustrating if you’re not use to reading things on the monitor.”
- ✓ “Finally, I strongly suggest that you frequently check your SacCT, because there are valuable discussions that occur on there.”
- ✓ “ I am a traditional student and didn't take too well with this type of learning [distance education].”
- ✓ “There were two opportunities to practice taking the exams using this method prior to the 1<sup>st</sup> real test.”
- ✓ “The exams are very long and require you to think fast, but with good notes and regular attendance, you should pass with a good grade...”
- ✓ “I HIGHLY recommend that you check out the video streaming archives online! ...It was wonderful to be able to review if I missed anything during a lecture, or to watch the class if I missed the whole thing.”

If you click a link for a lecture and the video does not display or you receive an error, try again later. You may need to try a different browser.

*Additional information regarding video streaming can be accessed from the **Video Streaming** link in SacCT.*

### XVIII. MESSAGES FROM PAST STUDENTS

Be afraid! Be very, very afraid! Just kidding. This class will be challenging but you will learn so much. Here are some tips for you:

Do the extra credit quizzes. Don't be discouraged if you don't get all of the points. It is a good exercise to go through; you will learn material for the exam, and over the course of the semester you could accumulate a few points that will help you in the end. I did really well on some of the quizzes, and didn't get any points on others, and got very frustrated with the time constraints, but I ended up with 13 extra credit points and kept up with my chapter material because I studied for the quizzes.

Pay attention to the lectures. When Professor LaRocco begins to say “there was recently a case where..” or “yesterday Rene Zellwiger and I...” or “I had a case where..” or any other similar example PAY ATTENTION because he is describing to you how to apply the concepts that you are learning in this class, for both the exam and out in the real world.

The exams are challenging and can go quickly if you don't manage your time and notes well. Make sure that you are organized, have your notes and flashcards ready, and have studied the material. I studied hard, had my notes and flashcards organized by subject and made A's on the exams. However, this is not the type of course that you can "cram" the material in the last day or two before the exam and expect to do very well because you will need to recall material quickly.

Don't let Professor LaRocco scare you! He is a wonderful teacher, you will learn a lot and you will feel good about having high standards and meeting them. Take this class seriously, as you should as a business student, study hard and make sure that you understand the lectures and you should do well. Good luck!

Larocco comes across, (especially in day 1) as a tough teacher with impossible exams. The exams are difficult but you can do well on them. It is imperative that you go to each lecture, you don't need to buy the book, **AND MAKE SURE IF YOU ARE TAPING THE CLASSES THAT YOU DON'T WAIT UNTIL THE WEEKEND BEFORE THE EXAM TO START WATCHING THEM!** Watching 8 classes in 2 days is law overload and very stressful. He is a really good teacher and will keep you interested in the material at all times, especially when he decides to start shouting the lecture. You made a good decision in taking Larocco as you will learn a lot, and he may even influence you to consider becoming a lawyer.

Dear Future MGMT 10 students, If you are reading this, you are probably already enrolled in Dr. LaRocco's MGMT 10 class. I have some advice for you that will help you succeed in this class. I know that the others students will write really long statements, so I will try to keep mine short. (1) If you do not plan on going to class, then you should give yourself enough time to view the video stream archive. Do not wait until the minute or even the last weekend. (2) Pay attention to his lecture and his examples. Also, take detailed notes as this will help you prepare and study for his tests. (3) Remember to "THINK" as I am sure the professor will remind you. Your job will be to study all of the material given to you and then be able to pick the most "REASONABLE" answer. (4) On an ending note, this class can actually become fun and Dr. LaRocco has very interesting examples, so pay attention!!!

Dear MGMT 10 students, you're in for a great class! Dr. LaRocco is quite a character. He's fun, very entertaining, and teaches with style and enthusiasm. My message to you: know the material. That's it. If you know the material, you'll do well. Stay up-to-date with the video streaming and pay attention to everything he says. Take detailed notes. The first test is difficult and then they get a little easier. I recommend purchasing the web-tutor. The web-tutor has short quizzes you can take for extra credit, and it has helpful chapter outlines, "fill-in the blank", short answer, and matching sections.

Dear future student, WATCH HIS LECTURES!!!!!!!!!!!!!! Pay very close attention to the scenarios that Dr. Larocco gives, no matter how ridiculous or convoluted they may be. You will be very surprised how many of those show up on the examinations. Also, don't let the first exam get you down if you get a low score. They get easier as the semester goes on! And make sure that you take all of the exams! Too many people this semester failed to take the exam for whatever reason. And make sure you buy the book because it helps with the extra credit (and many quiz questions come out of the book, but are not in the lectures!). Most importantly, don't sit in the front row! If you do, wear ear plugs! Actually, the most important thing is to have fun in the class, and try not to take it too seriously. Don't let the tests stress you out, and always remember to choose the pink car (when the time comes, you'll know what I'm talking about)!

To future students: MGMT 10 is a very interesting and quite intense course where you will actually learn indispensable information about business law. REVIEW all of the lecture material thoroughly before each exam (exams are not comprehensive). Do NOT stress before or during the exam but rather THINK rationally (all questions are multiple choice). Don't miss any of the three exams because that is essentially your entire grade for the class. Other than that, prepare to listen to some of the most humorous and extremely educating lectures ever!

"Attend/watch all of the lectures, take notes of the PowerPoints and examples, and review them before the tests. Taking the practice exam helps you to understand what the problems will be like on the real exam. Test are not difficult if you have taken the time to review your notes and memorize terms."

Here is my message to future students. I want to also take the time to thank you for so much insight you provided me with. I definitely struggled but by far I was able to grasp much of the material especially with the examples you gave. Graduation is only a couple days away!!!!!! Once again, thank you for your time and guidance.

Dr. La Rocco teaching style is so creative it actually makes the class fun to learn! He doesn't just read from a PowerPoint, he walks around the class and tells stories that truly help you remember the material for exams. WRITE DOWN EVERYTHING HE SAYS! The scenarios he talks about in class are very similar to ones he has on the exams and it makes it easier to understand the terms and remember how concepts apply. I loved this class and he is definitely one of my favorite professors! And thank you Dr. La Rocco for teaching a great class, was one of my hardest but definitely my most interesting. Now even when watching sitcoms/movies I think about the different ways that events that happen relate to law. I am now enrolled in Real Estate Law for next semester because I couldn't get enough! Thank you!!

This class requires a lot of commitment. Not just for a lazy unmotivated person, but for even an all A student. Do the extra credit. It can mean the difference between an A or A-. Or passing and not passing for some. Make sure to listen to the lectures. Dr. L explains things in a manner that is interesting and should stick in your brain. A 100 multiple choice questions in 100 minutes for the

first test is a bit overwhelming, but by the second and third tests you will have recuperated. Remember to take the accreditation assessment.

To Future Students: I will make this short and simple, so you will actually read it. The test are difficult but not hard to pass. I approached the exams in a 3 step process. 1) I did all the extra credit quiz's. Even if they aren't worth much in terms of extra credit, they WILL prepare you for what to expect in the Exam. I had noticed that some of the quiz questions were VERY similar to the questions on the Exam. Also, you can go back, print out, and review the quiz's a few days before the Exam for some excellent extra studying. 2) I wrote down everything Dr. Larocco said, wrote, or posted on the power points. I reviewed these notes 3 to 4 times before the Exam. They helped a lot. 3) The on line "web tutor" is excellent, I would print out the "CHAPTER OUTLINES" and read them thoroughly 3 to 4 times before the Exam. With all three steps I was able to finish to exam with some time left over and did very well percentage wise. As a side note, read all of the other postings from past students, they have some great ideas, and are very helpful. As you know this is merely a suggestion, everyone learns differently and studies differently, this is simply what worked well for me. I learned A LOT from the course. GOOD LUCK.

Dr. Larocco is the best teacher I have had throughout my college career...His lectures are very interesting, and thanks to his knowledge I have learned a lot of things I didn't know before. I would definitely recommend to REVIEW, REVIEW, AND REVIEW all his lectures and examples. I would suggest to right down the examples he gives in class, so you can understand the concepts much better. In fact, some of the examples he gives in class are very similar to the ones that he puts in the exams. The exams are very hard, but if you study hard, take good notes, and watch the lectures carefully you will for sure pass the course. Also, try to participate in the online discussions, some of the scenarios that he posts online are similar to the ones in the exams. When you take the exam try to answer the short questions first, and leave the long scenarios for later since you don't have much time. I usually do not work good under time pressure, so answering the short questions first was very helpful. You will really enjoy this course, he is so enthusiastic and funny....Study hard and you will do good! Good luck!

Dear Students, Professor LaRocco is the most knowledgeable and amazing instructor I have experienced in last two years at CSUS. He does really explain the material very well and his reviewing at the beginning of each class is wonderful . make sure do not miss class or miss watching the video. also it is very helpful to be active in SacCT discussion pages because the scenarios on discussion pages makes the concepts much easier to understand. you have made a great choice to take Dr. LaRocco 's class, you will learn a lot of good staff.

As you know your grade in this class is based on three very comprehensive tests. There is no specific method to study for these exams. You need to know and understand the material, key being understand. You need to know the concepts on the PowerPoint slides

and how they apply to real world scenarios. You will be tested on such make-believe scenarios on the tests. Pay close attention to the stories (scenarios) that Dr LaRocco creates in his lectures, the ones in the tests are very similar.

For future students: If you are a prolific note taker and do not want to type all of your notes, type an index (two columns) with the page number from your notes and the subject. Sort this index by subject and you can easily refer to your notes by the page number. I add to the index after each lecture and then study my notes before the test. Good luck!

Take excellent notes! If you watch this class online, take your time to pause and write down the slides well. Also take good notes on the examples he gives in class. When you take notes on the examples, go back and review those examples and write down your own analysis of those scenarios. Jotting your own thoughts in your notes columns helps you think about the subject matter and is a good way to review. Study very well for the first exam. The first exam is a lot harder than you can imagine. If you think you've studied and reviewed enough, study more. Don't rely on your notes during exams because you will not have enough time & Take Excellent Notes! Good Luck

Dr. LaRocco is probably the most interesting professor that I have ever had in my college career. Here are some advice tips for future students of Dr. LaRocco - Please take his course seriously. Being prepared for lectures and class discussions are a must! - Appreciate that his lectures are available on video screening for reference -Don't slack, it is really easy to procrastinate in a distant learning course -Participate in the class discussions, you will be surprised to see the some discussion questions in the exam -His humor makes the course a lot more interesting to watch -Reading the scenarios in the exam takes up time during the exam, answer quickly or skip them for later if you are taking more time than necessary -Pausing during the pre-recorded lectures helps writing down the power point notes -Keeping track of the time during the lectures is a way to reference back to difficult material -Taking notes of Dr. LaRocco's scenarios and examples helps you understand the material -Don't forget to save your answers during the exam! Save! Save! Save! Amazon.com has the book for a cheaper price then the CSUS bookstore. Tips for test taking really helped me. Thank you Dr. LaRocco for making Business Law interesting! Good luck with JLo, Renee Zellweger and Sharon Stone!

A lot of the previous students mentioned that one does not need the textbook to excel in this class. In most instances, this is true. However, there are some exam questions that were not covered in lecture but can be found in the textbook. If you don't want to buy the textbook, you can use the library reserve. Personally, I would rather have it available when I'm taking my exam, which is why I didn't return the textbook after reading other students' comments about the textbook not being necessary. I'm glad that I didn't! Students need to take **EXCELLENT** notes from lectures.

Dr. LaRocco is an excellent professor. He teaches the concept very thoroughly so there is no excuse for students to not understand the concepts. I took notes of every example/ scenario mentioned in class too. It was very helpful to me during exam. The exams are **VERY VERY VERY DIFFICULT**. After the first exam, I thought it was **IMPOSSIBLE** to achieve an A; however, you learn how to better prepare for the exams as the semester progresses. So, it is possible to achieve an A in this class. Students need to **STUDY** and **REVIEW, REVIEW, REVIEW!!!!**

The course will both challenge you and amuse you. Make sure you come in with an open mind and be ready to think and interact. I strongly believe you will get more out of the class by participating; it is the best way to learn and understand the concepts. The class is difficult by its nature and Dr. Larocco will not compromise the subject and teach you "for the exams" (like other instructors do) rather he will challenge you to analyze what is being discussed and apply it to actual and factual situations. In this process, you will learn and retain so much more. His style of teaching is very much animated and memorable. Often I catch myself taking the exam and I can clearly see and hear him making the point. If at all possible, make it to campus so you can feel his enthusiasm and passion for the subject matter. He is very receptive to questions so ask many questions. He gives great examples. Don't fall behind in the lecture, each day's lecture build on the previous one. In short be ready to have a great time and to be challenged. I guarantee you in more than one instance you will go, "hmmm, that explains why...." Lastly, know your materials before taking the exams. You will hardly have time to look at your notes. Trust yourself and go for it, otherwise, you will run out of time. The exams are difficult but fair and a great way of testing your comprehension on the subject. Good Luck.

MGMT 10 Students, this class is hard but very interesting thanks to Dr. LaRocco's interesting & funny scenarios. The most important thing to remember is that this subject matter is hard, the way to succeed is to keep up with watching the videos, try to understand as he is talking if you don't know or something is not clear ask! Also, do read the book sometimes it helps to clarify some things. Especially if you are used to regular classroom-classes. Keep up with the videos!!!!!! Use & participate in the discussion board A LOT! Answer the questions that are posted most likely they will be on the exam, use this as a study center it will pay off. Also, keep accurate notes that you review often. The exams are hard but as long as you understand the main topics and are able to apply them to real life cases you will do good. Do prepare for the exams they are not easy!

Hello all, People say not to buy the book but you should it will help you out a lot. You should write down everything Dr. L say's. Make sure that you write down all of the examples that he gives you. If you are taking this from home, it is best to type up your notes and take down almost every word. He means REVIEW, REVIEW, and REVIEW. If you want to pass this class this is what you have to do. This class is a lot harder than you think. And thinking is what this class and the test is about. So make sure to review,

review, and review. Good Luck to you. Thank you and have a great day!

I enjoyed Dr. LaRocco's class, he is a wonderful teacher. What would help you do good in his class is to study and have a strategy going into the exams. There are essay questions that are so time consuming I suggest do the multiple choice first then the essay questions. Have a good semester.

Take good notes, "review, review, review" and you will do well in this class. Dr. LaRocco is very entertaining and makes business law actually fun to learn. Make sure you watch all the classes because he does cover a lot of material. I was a little worried about the test because of the 100 questions in 100 minutes but it wasn't that bad. If you know the material, then you don't have to stress. I always had time left over in the end. Good luck!

Future 10 students. This is a great class. It is very straight forward. Try to attend every class and take notes based on PowerPoint and any other information that he says. The tests can be somewhat difficult because of the time restraint. Also to do well on the tests it would be advised to look at the web discussions and just think about the questions that are posted. You also really don't need the book, I have gotten B's on my tests and have not even opened it. Good luck.

This message is to future MGMT 10 student who take Dr. LaRocco. Your grade is based upon 3 exams only, which means you have cannot fall behind. What really helped me was the video streaming archives. If you don't understand something, just rewind and keep watching until you understand. Also you should participate in the discussions. It really helps understand the scenarios and all sides of the story. I think that Dr. LaRocco is a great teacher. He makes the class so much more interesting.

Dr. LaRocco makes the course go by fast because the examples and discussions are pretty interesting; I always thought law was boring until I learned it from Dr. LaRocco; he makes the course very understandable. I just learn through his lectures because the book is not necessary; the lectures are thorough enough. However, this cool course has a downside--the test! You must know your material! You won't have time to look at your notes because you're gonna need every second to finish the long test! If you know your "stuff," you should easily pass this class with flying colors! Good Luck!

Dr. LaRocco is one of the best professors I have had at CSUS. He is very enthusiastic in his teaching and he provides examples that are very relevant to the course. You will do great in the class if you pay attention to his lectures. No need to buy the book, just pay attention in class. The best part is, you can video-stream the class so you can review the lectures before the tests. Pay attention to the examples given in class, they will show up on the tests! And do the scenario questions on the test last, so that you have enough time to complete the exam.

Beware of tests! They are very difficult and require a lot of thinking. Take good notes and pay attention to his examples. His examples are usually on the tests in one form or another. LaRocco's classes are rarely boring because he is very enthusiastic and he tells many real life related examples. Just make sure not to miss any classes and you should pass the class. P.S. Tell him that your favorite car is a pink Cadillac convertible and your favorite actress is Sharon Stone. Good Luck.

To Future 10 Students: I really enjoyed Dr. LaRocco's course and I believe you will to. He brings personal experiences that makes the class entertaining, on top of the fact that he is absolutely crazy. A couple of suggestions to you: 1) go to class or watch the tapes, 2) take good notes, 3) the tests are timed so skip the long scenarios and do the small questions first and then go back to the long scenarios, 4) how to study for the exams is REVIEW, REVIEW, REVIEW Dr. LaRocco's notes, 5) on test days take a deep breath and RELAX. That's all I got for you. Good Luck!

To future MGMT 10 students: This is really hard class but you will learn a lot. I am happy to take this class because I learned a lot of things that I did not have any idea about it before. But not so happy with the grade. If you care about learning more than your grade this is good choice but if it is other way around, it is kind of hard to get good grade. Dr. LaRocco explains very well but his test are really hard and you need to be really fast in order to answer all the questions.

To all future students taking this MGMT 10 course with Dr. LaRocco: First, make sure you are familiar with the SacCT stuff. Because you will be able to do lots of things in SacCT, including watching class, participating discussion and most importantly, taking the 3 exams. Second, make sure you watch every class and take good notes. Some students in the class think watching the class twice helps. Third, review, review, review. Because the time limit, you have to be very familiar with the material in order to perform under the time pressure. Don't count on referring to notes during the exam, because you will not have enough time to do so. Last but not least, enjoy the classes. You will find it's informative and interesting. I personally learned a lot about the subject of law during this class. Good Luck!

To future MGMT 10 students: In order to survive in the class, you must listen to his lecture. If you happen to miss his lecture, you can always go to the WebCity and watch the lecture again. Also, the book comes in handy if you don't understand certain concept in the lecture. However, you don't have to dwell on it because Dr. LaRocco pretty much covers everything in his lecture. Most importantly, you have to prepare for the exams. I mean you really have to review all the notes over and over until you can memorize them because you don't have enough time to think or go through your notes while taking the exam. There are hundred questions in each exam and you have to finish it in ninety minutes. That means you have less than a minute for each question. Trust me, time goes



really fast when you take the exam. So, take good notes, review over and over for the exams, and you will get through this class with ease.

Congratulations! You have been enrolled this fun class. This class is very flexible for students. Students can choose attend the lecture or watch the video online later before the exam. The videos are usually available on the next day of each lecture. For your own good, you should take notes and participate by asking questions in class. One of the best ways to take notes is watching the video online. It is because the material discussed in class will be on the exam. Exam Strategy: Let me share some tips with you guys. Because each exam includes 100 MC questions and you have to finish the exam in 100 minutes, you might not have enough time to finish all the questions especially when you spend too much time on those scenario questions. Therefore, you might want to bring some scrap paper with you when you take the exam. I highly suggest you to skip all the scenario questions. After you finish all the short questions, you can go back to those scenario questions which you wrote down on your scrap paper. Bear in mind is that you still should pick an answer for each skipped question and save it before you truly skip it. The purpose is to prevent running out of time (not even make a wild guess). Another usage of scrap paper is to drop down the scenario using graph/drawing/whatever that makes sense to you. It helps me to understand the scenario when I took the exams because some of the scenarios are a bit long and they might involve so many different names and dates. I find that this especially helps those people who cannot read fast. So, think about it. Good luck!!

To future MGMT 10 students: I have a lot of concerns about MGMT 10 class. It's the hardest class that I'm taking this semester. As a matter of fact, I'm doing very bad in this class right now and I don't know whether I'll be able to pass the class. Even though I study hard, I cannot pass the test. To me I don't think the test is hard, it's just I don't have enough time to finish the test. We have like 100 questions, but only 100 minutes to answer the questions. The scenario is like an essay format and it takes too long to finish, not to mention it's very wordy. I think you should go straight to the main point in the scenario so that it would save our time to answer the questions. That's the problem I'm having in taking the exam. Other than that, the questions are very straight forward. Good luck to you all.

To future Dr. L students: This was a great class and it was tough but definitely passable. The key is taking spectacular notes and studying the in-class examples and really helping each other on the message board. The tests are tedious. Go through all the ones you know then do the ones that you have to read the essays for. The book is not used very much but it can't really hurt you, right? So you make that call. Also watch and review the streaming video on web ct – it helps a lot. I always wanted to be in law and my family told me I'm good at arguing but those damn accounting classes got my GPA down. Either way this is a great class with a great teacher. Good luck – review a lot – watch out for green, black and blue acre – buy a Rolex – look for a pink Lincoln Cadillac convertible,

and Sharon Stone, although she's getting up there in years. The alternative choice of JLo is more modern.

To Future MGMT 10 Students: Dr. Larocco is a wonderful professor. His lectures are interesting and informative. Dr. L really tries to help you understand the lectures and gives many examples. The key to passing this class is to attend all lectures and if you can to watch them again before the exams. Also, take good notes and pay attention to the examples because similar ones are on the exams. Do not depend on your notes when you're taking the exam because you will not have time to flip through your notes to find the answers. Instead, do a really good review before each exam. Also, I would recommend doing the other questions first and save the scenarios for the end. Don't spend too much time on one question and pay attention to the time. Try not to leave any questions blank. **DO NOT WAIT UNTIL THE DAY BEFORE THE EXAM TO WATCH THE VIDEOS!!! Good Luck!!!**

A message to future students...Do not let Dr. LaRocco scare you on the first day of school. I do have to admit that the exams are fairly tough but I think if you follow my procedures you will be all right. As far as note-taking goes I found myself writing down everything that came from Dr. LaRocco's mouth. It would also be a good idea to remember his examples and write them down if possible. Also, if you have the time, go back and review his lectures online. When it came to take the exam it really helped me to type my notes so I had everything more organized and I knew exactly where to refer back to something if I needed to. I also put tabs on each section of my notes. What I'm really trying to say is keep your notes neat and well organized. It also helped to read the book. The book puts Dr. LaRocco's lectures into different words (it was useful for me to read the information on my own and absorb it the way I was used to). If you are taking this class via distance learning, do not get behind on the lectures. Besides the difficult exams Dr. LaRocco is a very good teacher. He makes learning business law fun and interesting. My two room mates would get stuck watching his lectures with me and they would always say their teachers were boring compared to Dr. Larocco. Good Luck!

Future MGMT 10 students: Dr. LaRocco is an excellent professor and you will love his class, but his tests are the worst! He is not kidding when he says they are difficult. Dr. LaRocco gives you scenarios that are entertaining and relate them to the material you are studying. He loves to talk about his pink car and his girlfriends Sharon and JLo - he has a great sense of humor. I learned a lot in his class and I would highly recommend it.

MGMT 10 is a very challenging course. You must watch all the lectures, take good notes, and "review review review!!!" His class is tough, but very interesting. you'll learn a lot from this class. **GOOD LUCK** to all of you.

To future MGMT 10 Students, Dr. LaRocco's teaching is entertaining and informative. I learned a lot from his teachings. However, if you are ESL student and cannot read fast do not take this class. I had hard time with the time allowed to take the test. I enjoyed every class. Thank you. I have taken lower division business law before and this is totally different from it. I actually learn something in this class. I would suggest to students that do take this class to pay attention to Dr. LaRocco's lecture; it is very interesting. His class allowed me to actually use some of the materials in real life situation. I suggest that students do not wait and watch the video all at once because it tiring watching videos after videos. I learned a great deal of information. I loved Dr. LaRocco's teaching, but his exams are extremely hard. If you attend his lectures you will do fine. I have to take LaRocco again and I am looking forward to it, but I am a little afraid of his exams.

Dr. LaRocco is a very enthusiastic and interesting teacher. He helps you to understand concepts with some good examples. Even though I couldn't watch all of the classes at the specified time, the video streaming archives online were always there and proved very helpful. Make sure you check these out!! By using this, I was able to watch classes that I missed and watch them again in case I missed certain things from lectures. His tests are mainly from his lectures, so take good notes and! His lectures are pretty easy to follow and are interesting. The tests are somewhat difficult because you don't get a lot of time to take them, so make sure you have a good understanding of the material. You don't really need the book, but it is helpful when you need to clarify on specific topics. Good luck!

First, I want to say that it is a tough class. You have to thinnnnnnnk rather than wait for being fed. The exam is hard but that is the way it is, right? I like LaRocco's class very much. First time I was exposed to the complexity of law in this society. Well, you don't have to buy the textbook and you can check them out at reference desk. Also, don't forget to check out on-line stream video. They are really helpful. Last, but not the least, knowing law empower yourself no matter what major you are in. So work hard on your exam.

Greetings MGMT 10 Students: Dr. Larocco is an awesome lecturer! I was enrolled in the distance learning class. The best advice is to watch his lectures at least two or more times to fully understand the material. It was a difficult class so re-read your notes and participate in the online discussions. Apply what you've learned to the scenarios and reflect on your notes and lectures. Also, maintain a quick pace when solving the test questions. Good luck! *“Live as if you were to die tomorrow. Learn as if you were to live forever.”*

This class isn't an easy A. The tests are kind of hard, and my advice for you is to do the shorter questions first. Also while taking the tests, don't relay on your book, because you WILL run out of time. Also take very good notes in class. Write LaRocco's notes, but add in your own notes to it, and it will be so much easier for the test. LaRocco is a very useful teacher, and he explains things very well. This was my second time with MGMT 10, and

I understand it better through LaRocco, and I'm sure I passed. He made the lectures interesting, and helped you understand the differences between each concept. So, if you work hard in this class, and are willing to take your own notes plus his, and read the book, you will pass this class, no doubt about it.