

Sales

Syllabus

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Course Materials:

1. Coursepack available at Barrister's Bookstore
2. Uniform Commercial Code Official Text with comments available at Barrister's Bookstore

Page numbers referred to below are for the coursepack. Section numbers are for Articles 1, 2 and 2A of the UCC and their official comments. Section numbers contained in the cases in the coursepack are also part of the class assignments.

I. Introduction, Code Applicability and Contract Formation – Statute of Frauds, Offer and Acceptance, Consideration, Mixed Goods and Services, Custom and Practice

Pages 1-28, Sections 2-103, 2-104, 2-201, 2-205, 2-207, 2-209, 2-302, 1-103, 1-303, 1-304, 2A-101, 2A-102, 2A-201, 2A-210 through 2A-216, Pages 29-43

II. The Warranty, Disclaimer, Limitation of Remedy Matrix

Pages 44-85

III. Risk of Loss

Pages 86-96

IV. Performance and Remedies- Rejections of Goods, Revocation of Acceptance of Goods, Cure, Installment Contracts, Repudiation, Damages for Breach, Specific Performance

Pages 97-126

Learning Outcomes:

Students will be able to recognize statutory interpretation issues raised by language in Article 2 of the UCC and to make the legal arguments that should be made with respect to those issues by opposing parties.

Students will be able to identify legal issues where the common law and Article 2 of the UCC would provide different results and to articulate why Article 2 changed the common law approaches to those issues.

Students will be able to utilize the flexibility provided in various sections of Article 2 to assist clients in minimizing possible losses and maximizing possible gains in both pre-contract and post contract situations.