



Course Syllabus: Commercial Law

Dillard College of Business Administration
LSBA 3243 Section 101
Fall 2026

Contact Information

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Office Hours:

7:30 AM to 8 AM Monday, Tuesday, Wednesday, and Thursday

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Prerequisites and Course Description

The prerequisites for the class are POLS 1333 and POLS 1433 and junior standing. The knowledge obtained in these two university core-required American Government classes is essential for success in this class. Students are also strongly encouraged but not required to take LSBA 3233 Legal and Ethical Environment of Business before taking Commercial Law. The catalog description for this class is: Agency; Property; and Uniform Commercial Code Article 2 (sales), Article 3 (commercial paper), and Article 4 (banking).

Textbook & Instructional Materials

Business Law by Clarkson, Miller, and Cross, 15th edition, Cengage Learning, ISBN 978-0-357-12963-0. Fall 2026 Handouts are provided by the professor. Do not use other editions of the textbook or handouts.

Learning Goals

Social order is essential to successful commerce. As one of the primary means for maintaining social order, legal principles and processes facilitate the creation and operation of markets by providing necessary assurance to investors, sellers, buyers, employees, and others that their reasonable commercial expectations

will be realized. While serving this positive function, however, law simultaneously operates as the most pervasive external constraint on business decision-making. Students should study commercial law for the same reasons that they study other core subjects in which they do not intend to specialize. They must be able to identify issues pertaining to the particular discipline; recognize potential problems before they become actualized and costly; know when to consult an expert; understand the language, practices, and methods of reasoning and problem-solving in the discipline so that an expert can be used effectively and efficiently; and have sufficient insight into the discipline so that the service and advice of an expert can be knowledgeably evaluated and incorporated into the firm's decision-making processes.

In educating business students about specific laws affecting commercial transactions, the following are course objectives:

- To improve student's ability to find and apply law to commercial business disputes.
- To understand the processes of business dispute resolution in the American judicial system and application of law to commercial transactions.
- To be equipped as a businessperson or manager to recognize legal issues and manage legal risks in business decision-making by having a general understanding of the substantive areas of law that affect commercial transactions on a daily basis: agency, sales, commercial paper, and property.
- To have improved skills in analyzing problems and arriving at well-reasoned explanations.
- To have improved oral communication and presentation skills.

Student Handbook

Refer to: [Student Handbook](#). Questions not specifically addressed by this syllabus are governed by the most current student handbook.

Academic Misconduct Policy & Procedures

Academic Dishonesty: Cheating, collusion, and plagiarism (the act of using source material of other persons, either published or unpublished, without following the accepted techniques of crediting, or the submission for credit of work not the individual's to whom credit is given). Additional guidelines on procedures in these matters may be found in the Office of Student Conduct.

Refer to: [Office of Student Conduct](#)

Moffett Library

Moffett Library provides resources and services to support student studies and assignments, including books, peer-reviewed journals, databases, and multimedia materials accessible both on campus and remotely.

The Nexis Uni database will be helpful for looking up law cases in this class. Get started with this [Moffett Library webpage](#) to explore these resources and learn how to best utilize the library.

Grading

Table 1: Points allocated to each assignment

Total points earned may vary based upon unforeseen circumstances.

Earned Grades	Points
6 Quizzes, 25 points each	150
Midterm Exam	150
6 Quizzes, 25 points each	150
Final Exam	150
Law-Case Presentation	70
Total Points	670

Table 2: Total points for final grade

Grade	Points
A	591 to 670
B	536 to 590
C	469 to 535
D	335 to 468
F	334 or less

Assignments

See course schedule at the end of this syllabus. Assignments will be made at the end of every class period. There will be a significant amount of reading. The professor optimistically expects that all assignments will be read on time by all students. It cannot be emphasized enough how important it is to come to class well-prepared. It is strongly recommended that this standard rule of thumb be applied: expect to spend a minimum of two hours out-of-class study for each hour of class time. Business and industry expect to hire college graduates who are self-reliant, have good communication skills, and display good critical-thinking skills. Being prepared for class teaches self-reliance. Preparing case briefs and explaining cases boost communication skills. Use of the Socratic Method by the professor enhances critical-thinking skills.

Testing Policy

Each student is responsible on every quiz and exam for material covered in class and for reading that is assigned outside of class. This includes all textbook material and all lecture material unless the instructor specifically excludes particular items. Subject matter on previous quizzes may be tested on all scheduled quizzes. Students must take the midterm and the final exam while being present in the classroom. The midterm and the final exam will be administered by use of paper tests and Scantron, not electronically. Students must take both the midterm exam and the final exam on the date and at the time announced in class. Failure to do so will result in zero (0) credit for the missed exam. Any deviation from this policy because of illness or emergency should be approved in advance and properly documented. Also, any information in this syllabus is considered as part of classroom notes and may be tested. Students who are absent on a quiz day will not be able to take the quiz at another time. The point value of the missed quiz will be added to the value of the comprehensive exam.

Law-Case Presentation Assignment

Students will be assigned one law case to brief and present during the semester. A total of seventy (70) points may be earned for this assignment. If a student is unprepared, absent, or gives a poor presentation, they will not receive any points. If a student does not want to make this presentation, they may choose to turn in a written brief, two (2) class periods before the date of the assigned law-case presentation, and earn a maximum of 25 (twenty-five) points on this 70-point assignment. If a student makes an excellent presentation, they will earn up to seventy (70) points.

Presentation of the assigned law case must follow exactly the format in the handout titled "How To Do A Written Law Case Brief." To receive all 70 points, the law-case presentation must be an excellent delivery that communicates the required information clearly. This involves doing more than reading the brief to the class. It should be obvious that there was a significant amount of time spent on practice and preparation. This will be evidenced by very limited use of notes while making the presentation. A grading rubric for this presentation will be provided when cases are assigned to individual students. Students are required to bring a printed copy of their assigned law case on the date assigned to present the case. Writing, analytical, and critical-thinking skills are an essential part of presenting the assigned law case. Developing strong competencies in this area will prepare a student for a competitive workforce. While students are graded

based on their presentation, the professor reserves the right to collect the written brief prepared for the presentation to investigate the possible use of AI-generated material. AI-generated presentations are not permitted, and students using AI-generated presentations, in part or in whole, for their assigned law-case presentation will receive a 60-point deduction from their earned grade.

No Extra Credit

Extra credit is not available to correct poor performance on quizzes, tests, and the law-case presentation.

Important Dates

- Last day for term schedule changes: August 26. Check date on [Academic Calendar](#).
- Deadline to file for graduation: September 21. Check date on [Academic Calendar](#).
- Last day to drop with a grade of "W": November 23. Check date on [Academic Calendar](#).
- Refer to: [Drops, Withdrawals & Void](#).

Desire-to-Learn (D2L)

Extensive use of the MSU D2L program is a part of this course. Each student is expected to be familiar with this program as it provides a primary source of communication regarding assignments, examination materials, and general course information. Students can log into [D2L](#) through the MSU Homepage. If difficulties are experienced, students should contact the technicians listed to assist with D2L problems.

Attendance

Students are expected to attend all class meetings for this course, following the university attendance policy. Attendance is deemed essential for this class. Each student is allowed eight (8) absences for the entire semester. Please be aware that research dealing with class attendance demonstrates that there is a direct correlation between the grades students earn and class attendance. Excused absences are only allowed for official university activities documented ahead of time by the proper university official. Roll is taken during the first ten (10) minutes of class. If a student has been counted absent and notifies the instructor at the end of class of coming late, the absence will be changed to a late. Being late twice is equal to one (1) absence. The classroom doors are locked at approximately ten (10) minutes after class begins, and students are not allowed to enter the classroom after the doors are locked. Additionally, in order to not

disturb the class, each student is expected to stay seated throughout the entire class period except in case of a serious emergency.

Notwithstanding anything herein contained to the contrary, any student without prior approval who misses three (3) consecutive classes, two (2) consecutive quizzes, or a total of three (3) quizzes will be dropped from this class with a grade of F.

An instructor may drop a student at any time during the semester for any of the following: violation of the attendance policy; violation of quiz and test procedures; an indifferent attitude; disruptive behavior; and violation of other policies contained in this syllabus. The instructor must give the student a verbal or written warning prior to dropping the student. A written warning will be deemed completed when emailed to the student's email address as listed in the MSU self-service Banner program. An instructor's drop takes precedence over the student-initiated course drop at a later date. The instructor will assign a grade of WF or W through the first 12 weeks. After this period, the grade will be an F.

Students have the option of taking D2L weekly quizzes in the classroom or wherever they have internet access. A student will be counted present when the scheduled weekly quiz is taken. After each quiz, class begins at 8:50 am. Feedback is a vital part of the learning process. Students who do not make a B or above on the quiz should attend class at 8:50 and be prepared to ask about concepts tested on the quiz that presented difficulty. The questions on the weekly quiz will not be repeated on the comprehensive exam, but similar questions covering the same subject matter will be on the comprehensive exam. Learn each week from the quizzes and periodically do comprehensive reviews of self-generated study materials as the semester progresses. It is poor strategy to cram for the two comprehensive exams, and the grade generally will reflect that.

Zoom Attendance

If a student has COVID, flu, or another infectious illness, or the possibility exists the student may have COVID, flu, or another infectious illness, they should not attend the physical classroom session. Instead, they should attend class via the Zoom livestream, assuming they feel well enough to do so. A student may attend a maximum of one (1) Zoom session for the semester, and be counted as present. Please notify the professor a minimum of two hours before class begins if choosing to use the one Zoom attendance, in order that additional procedures can be put in place for the Zoom broadcast. This is designated as a face-to-face class, and additional Zoom attendance may be approved under limited and documented circumstances. If attending via Zoom, the student should be dressed as if attending class in person. Also, the camera must be on, and the

student's face visible at all times. If called upon, the student should be prepared to unmute the microphone and speak promptly. The student will not be considered "present and participating" in the class if these instructions are not followed. A student may not attend via Zoom when presenting their assigned law case.

Computer Requirements

This course requires the student to have access to a computer (with internet access) in order to complete weekly quizzes. It is the student's responsibility to have (or to have access to) a working computer for this class. Additionally, computers are available on campus and in various areas of the Dillard building. If a student has technical difficulties in the course, there is also a student helpdesk available. The university cannot work directly on student computers due to both liability and resource limitations; however, they are able to help a student get connected to the online services. For help, refer to [D2L](#).

Recording Classes

****Recording classes and taking pictures is prohibited without the professor's explicit permission.*** Recordings and pictures, when permitted, are for personal use only and may not be uploaded to the internet or otherwise shared, transmitted, or published without the professor's prior consent. When it is feasible and appropriate, students may record classes to accommodate disabilities under the Americans with Disabilities Act, with prior approval of Disability Support Services. Such recordings may not be uploaded to the internet or otherwise shared, transmitted, or published.

Instructor Class Policies

Class Participation

It is important for students to read all assigned text materials and to do a written brief on all assigned law cases. Classroom time will be spent reinforcing, clarifying, and analyzing the basic material and then applying it to different fact situations. Knowing rules of law has little value if they cannot be applied to solving problems.

Student Responsibility

The first obligation, particularly operative the first day of class or sooner, is to read and understand the content of this syllabus. The second obligation is to be devoted to learning the material assigned. College is supposed to be a demanding and, at times, an uncomfortable experience. College is where a student leaves behind the rote learning of high school and accepts the anxiety,

discomfort, and challenge of complexity that leads to the acquisition of deeper knowledge and improved critical-thinking skills. A student should expect the professor to spur achievement rather than inflate self-esteem. A professor does not give grades; students earn grades. Grades are based on performance on scheduled assessments, not on how deserving a student may feel because of external hardships. Priorities are 100% the student's responsibility. There is ample time to be a serious student, enjoy extracurricular activities, and work part-time. However, organizing study time should be a student's highest priority. Cal Newport has written two superior books about this topic: 1. How to Become a Straight A Student, and 2. Deep Work. It is strongly recommended that students read both of these books before asking the professor any questions about how to study and learn material for this class.

Communication with Students

Students are deemed to be notified of issues regarding attendance, academic dishonesty, lowering of grades, and other matters covered in this syllabus when notification is sent to the student's email address as listed in the MSU self-service Banner program.

Grade Postings

Quiz and exam grades will be posted on D2L. Please keep a separate record of all grades and be able to provide them to the instructor in the event of a D2L technology failure.

Email Policy

When emailing the professor, all information needed to respond should be included in the original email. The class title and class start time should be noted. Email etiquette includes using polite tone, representing oneself professionally, and writing clearly. Avoid ambiguity by using full sentences and excellent grammar, and by being specific about the question(s) needing to be answered. Multiple back-and-forth asynchronous emails are rarely necessary.

Food and Drink Policy

Food and drinks, other than water with a secure lid, are NOT permitted in the classrooms.

Artificial Intelligence

Use of Artificial Intelligence (AI) is strictly prohibited in this class. For this course, AI tools may not be used at any stage of student work, including drafting,

outlining, revising, or editing. The central learning goals for this course are for students to develop their own thinking, writing, and analytical skills. These capacities are developed through the cognitive work of grappling with ideas, drafting and revising one's own prose, and developing one's own analytical voice. Using AI tools to generate text, arguments, or solutions bypasses this essential work and prevents students from building these skills. For this course, "AI" refers to tools such as ChatGPT and other chatbots, as well as AI features embedded in software that generate, rewrite, summarize, or synthesize text. If a student is unsure whether a tool is considered generative AI, it should not be used.

Use of Electronic Devices

Use of cellphones is strictly prohibited, with two exceptions. A student may review cellphone texts in class if required to do so by an employer or if the student is responsible for a minor who is in childcare or elementary school. The student must notify the instructor by the third class period if one of these exceptions applies. This exception does not apply when tests are being given or reviewed. Additionally, sending texts or emails while in the classroom is prohibited. If a student needs to send an email or text or make a cellphone call, they may leave the class to do so. They are also expected not to return to the class for the remainder of the period.

Academic Integrity

Academic dishonesty, cheating, collusion, and plagiarism will not be tolerated. The term "academic dishonesty" generally means representing someone else's work as one's own and also includes the following:

1. Failing to report to the professor any suspicion of cheating on tests.
2. Looking or glancing at another student's test, quiz, or exam while the test is being administered.
3. Soliciting answers from student during a test, quiz or exam.
4. Soliciting information about test, quiz, or exam questions from students who have already taken the same test, quiz, or exam.
5. Acting with intent to promote or assist in cheating, including soliciting, encouraging, directing, or aiding attempts of students to cheat before, after, or during a test, quiz, or exam.
6. Copying, disseminating, spreading, circulating, sharing, or publicizing any questions on a test, quiz, or exam.
7. Violation of test, exam, or quiz rules and procedures in this syllabus and as included in tests, exams, or quizzes.
8. Soliciting answers from students during a test, quiz or exam.
9. Using a cellphone, electronic devices, or any other tool of communication as an aid to find answers while taking a test, quiz, or exam.

10. Submitting or presenting work containing any content generated by artificial intelligence (AI).
11. Submitting or presenting work that takes content from an internet search, another person or entity, or representing content as one's own work.
12. Acquiring a test, quiz, or exam or other testing material without the express written permission of the professor who authored the test, quiz, or exam.
13. Using any device to record a test, quiz, or exam, including but limited to, eyeglasses, cellphone, watches, and calculators.
14. Violations of the rules prescribed in the Student Handbook. See Code of Student Conduct: The Rules. [Student Handbook](#).

Academic integrity violations are grounds for being dropped from this class with an F and referral to the Dean of Students for disciplinary action, which may result in expulsion from the university.

Lower Grade

Starkly contrasting perspectives are excellent examples for learning. During class, there should be no disrespect shown to anyone. Never give insults in class. In addition to the disciplinary consequences stated in this syllabus, the professor reserves the right to do an instructor drop or to lower any student's final grade two letter grades (i.e., A to C, C to F) for:

1. Repeatedly attending class without having completed the assigned reading and written law-case briefs.
2. Using a cellphone during class without express permission from the professor. "During class" is defined as the official time designated by MSU for the class to start and end.
3. Not showing respect for fellow classmates' questions and opinions.
4. Conduct that causes a distraction and makes it difficult to maintain an educational learning environment. Distractions include, but are not limited to, drawing unnecessary attention to oneself and interfering with the attention other students are giving to the professor.
5. A negative, rude, unreasonably argumentative, or inattentive attitude in class.
6. Failure to use good manners. Good manners include, but are not limited to, not using profanity, listening rather than interrupting, and talking only when acknowledged by the professor.
7. Leaving and returning to one's assigned seat during class except in case of an extreme emergency.
8. Violation of use of electronic devices or food and drink policies listed above in this syllabus.
9. Repeated tardiness to class. Repeated means more than 4 times.
10. Violation of test, exam, and quiz rules and procedures, or, violation of the Zoom attendance policy in this syllabus.

Change of Schedule

A student dropping a course (but not withdrawing from the university) within the first twelve (12) class days of a regular semester is eligible for a refund of applicable tuition and fees. The formula to determine the amount of possible refund is published in the MSU Schedule of Classes each semester.

Refund and Repayment Policy

A student who withdraws or is administratively withdrawn from Midwestern State University (MSU) may be eligible to receive a refund for all or a portion of the tuition, fees, and room/board charges that were paid to MSU for the semester. However, if the student received financial aid (federal/state/institutional grants, loans, and/or scholarships), all or a portion of the refund may be returned to the financial aid programs. Students should contact the Registrar's Office for specific details about refunds.

Services for Students with Disabilities

In accordance with Section 504 of the Federal Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, MSU endeavors to make reasonable accommodations to ensure equal opportunity for qualified persons with disabilities to participate in all educational, social, and recreational programs and activities. After notification of acceptance, students requiring accommodations should make application for such assistance through Disability Support Services, located in the Student Wellness Center, (940) 397-4140. Current documentation of a disability will be required in order to provide appropriate services, and each request will be individually reviewed. For more details, please go to [Disability Support Services](#).

Emergency Aid Resources for Basic Needs

Unexpected life circumstances can affect anyone. If a student is experiencing challenges meeting basic needs - such as housing, utilities, food, transportation, healthcare, technology, textbooks, or other life necessities - resources may be available to help. Visit the [Student Emergency Support and Resources webpage](#) to learn more, and explore emergency support opportunities through MSU and how to access them. For additional information, please contact the Office of Student Affairs: Clark Student Center #108, (940) 397-7500, student.affairs@mstuexas.edu.

MSU College Policies

Smoking/Tobacco Policy

MSU seeks to provide a safe, healthy, pleasant environment for its faculty, staff, and students. To this end, the use of tobacco products, including smoke and smokeless tobacco, and the advertising, sale, free distribution, and discarding of tobacco products shall be prohibited in all indoor and outdoor facilities and in all university vehicles. The policy extends to faculty, staff, students, vendors, guests, and visitors.

Alcohol and Drug Policy

MSU prohibits the unlawful possession, use, or distribution of alcohol and illicit drugs by employees and students on university property or as a part of any officially sponsored university activity. Policies and procedures adopted by the Board of Regents and MSU relating to the standards of conduct expected of its students and employees in the area of illicit drugs and alcohol are provided in the Student Handbook and in the university's operating policies and procedures.

Campus Carry

Effective August 1, 2016, the Campus Carry law (Senate Bill 11) allows those licensed individuals to carry a concealed handgun in buildings on public university campuses, except in locations the university designates as prohibited. The new Constitutional Carry Law does not change this process. Concealed carry still requires a License to Carry permit, and openly carrying handguns is not allowed on college campuses. For more information, visit [Campus Carry](#).

Active Shooter

The safety and security of the campus is the responsibility of everyone in the community. Everyone has an obligation to be prepared to appropriately respond to threats to the campus, such as an active aggressor. Please review the information provided by the MSU Police Department regarding the options and strategies that can be used to stay safe during difficult situations. For more information, visit [MSUReady – Active Shooter](#). Students are encouraged to watch the video entitled "Run. Hide. Fight.," which may be electronically accessed via the MSU Police Department's webpage: ["Run. Hide. Fight."](#)

***Notice:** This syllabus is a guideline for the course. Procedures, assignments, and schedules may be changed at the discretion of the instructor, based on the pace at which material is covered and on unforeseen class cancellations.

Course Schedule

This is a general plan for material to be covered. Dates for which material is covered are subject to change based on the pace at which material is presented and on unforeseen circumstances.

Chapter and Topic	Lecture and Case Presentations	Quizzes and Exams
Sales Law Chapter 20	August 24	Wednesday, August 26 25-point quiz
Sales Law Chapter 21	August 31	Wednesday, September 2 25-point quiz
Sales Law Chapter 22	September 9	Monday, September 14 25-point quiz
Sales Law Chapter 23	September 16	Monday, September 21 25-point Quiz
Agency Law Chapter 32	September 23	Monday, September 28 25-point quiz
Agency Law Chapter 33	September 30	Monday, October 5 25-point quiz
Midterm Exam October 12	Midterm Exam Chapters 20, 21, 22, 23, 32, and 33	Monday, October 12 150-point midterm exam
Commercial Paper Chapter 25	October 14	Monday, October 19 25-point quiz
Commercial Paper Chapter 26	October 21	Monday, October 26 25-point quiz
Banking Chapter 28	October 28	Monday, November 2 25-point quiz
Environmental Law Chapter 45	November 4	Monday, November 9 25-point quiz
Personal Property Chapter 48	November 11	Monday, November 16 25-point quiz
Real Property Chapter 49	November 18	Monday, November 23 25-point quiz
Final Exam December 2	Chapters 25, 26, 28, 45, 48, and 49	Wednesday, December 2 150-point final exam
Additional Date	If needed for unforeseen class cancellations	Wednesday, December 9 8 AM to 10 AM in DB 336