

Sales

Scalia Law – Spring 2022

Adjunct Professor Raighne Delaney

Administrative Matters

We are having an evening class, which means that we will need to interact with each other, or else we will all find the class boring. Thus, please prepare for every class, and expect that I will call on you to discuss the assigned reading material. As I am an adjunct, I do not have an office. My work office phone number is 703-284-7272. Unless a matter is urgent or otherwise requires immediate personal attention, I encourage you to contact me by email at rdelane7@gmu.edu. I especially encourage you to contact me by email if you have a discrete question about classroom or reading material. Class will meet each Tuesday from 8:10 – 10:10 pm. Our book contains many study problems. The syllabus identifies specific problems that we will cover in class. I encourage you to work on your own through all problems in each chapter, not just those that I plan to cover in class.

Learning Outcomes

1. Students will obtain and demonstrate a working knowledge of Article 2 of the Uniform Commercial Code.
2. Students will obtain familiarity with the Convention on the International Sale of Goods.
3. Students will have the ability to spot and solve problems relating to transactions in the sale of goods.

Grading and Exam

I will base your grade on the final exam. You may bring your copy of Article 2 of the Uniform Commercial to the exam. In other words, I will permit you to bring into the exam your statutory supplement and no other materials. You may annotate your statutory supplement with any notes that you make on it, but you may not add pages to it. I reserve the right to increase your grade due to exemplary class participation. Reading assignments are tentative and subject to revision as the semester progresses.

Course Materials

Required:

1. Steven D. Walt, Sales Law: Domestic and International: Cases, Problems, and Materials (3rd ed. 2021).
2. Complete Text of Article 2 of the UCC with Official Comments. I understand that there is an online version at Hein Online.
3. Text of Convention on International Sale of Goods

Recommended:

1. Colin P. Marks and Jeremy Kidd, Mastering Sales (2018)
2. Clayton P. Gillette and Steven D. Walt, Sales Law: Domestic and International (3d ed., 2016) (Concepts and Insights Series)

Reading Assignments

Class 1: Chapters 1: Sales Law & 2: Article 2 / pages 1-88
Problems 2.1, 2.3, 2.4, 2.6

Class 2: Chapter 3: Formation / pages 88-154
Problems 3.3, 3.4, 3.5, 3.8

Class 3: Chapter 4: Requirements / pages 155-218
Problems 4.1, 4.3, 4.4, 4.6, 4.7, 4.8, 4.13

Class 4: Chapter 5: Warranties / pages 219-283
Problems 5.2, 5.3, 5.4, 5.6, 5.7, 5.9

Class 5: Chapter 6: Disclaimers / pages 315-370, 411-434
Problems 6.1, 6.3, 6.4, 6.6, 6.9

Class 6: Chapter 7, Part 1: Performance/ pages 435-498
Problems 7.1, 7.2, 7.4, 7.5, 7.7

Class 7: Chapter 7, Part 2: Performance/ pages 498-523
Problems 7.8, 7.9, 7.10, 7.11

Class 8: Chapter 8: Risk of Loss & Chapter 9: Conflicting Rights / pages 571-661
Problems 8.1, 8.2, 8.3; 9.3, 9.5

Class 9: Chapter 10, part 1: Seller's Remedies / pages 663-692
Problems I 0.1, 10.2, I 0.3, I 0.4, I 0.5

Class 10: Chapter 10, part 2: Seller's Remedies & CISG Remedies/ pages 693-725

Problems 10.8, 10.10, 10.11, 10.13

Class 11: Chapter 10, part 3: Buyer's Remedies / pages 726-780
Problems 10.15, 10.17, 10.19, 10.20

Class 12: Chapter 11: Letters of Credit / pages 781 – 838
Problems 11.2, 11.5, 11.6, 11.7, 11.8, 11.9

Class 13: Review

Exam: May 4, 2022 – 6:00 p.m.

Revised 1-18-22