

## Sales

Scalia Law – Spring 2023

Law 312-001 – Tuesdays 8:10PM - 10:10PM

Adjunct Professor Raighne Delaney

### **Administrative Matters**

Welcome students, I look forward to getting to know each of you. 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. 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. Class will meet each Tuesday from 8:10 – 10:10 pm. Our book contains many study problems. I encourage you to work on your own through all problems in each chapter, as we will go over them in class and I will ask you to solve them. Do not be discouraged as this will be difficult in the first few weeks. By the semester's end, most of you will enjoy it.

### **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 (must) bring your copy of Article 2 of the Uniform Commercial Code and the Convention on the International Sale of Goods 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

Class 2: Chapter 3: Formation / pages 88-154

Class 3: Chapter 4: Requirements / pages 155-218

Class 4: Chapter 5: Warranties / pages 219-283

Class 5: Chapter 6: Disclaimers / pages 315-370, 411-434

Class 6: Chapter 7, Part 1: Performance/ pages 435-498

Class 7: Chapter 7, Part 2: Performance/ pages 498-523

Class 8: Chapter 8: Risk of Loss & Chapter 9: Conflicting Rights / pages 571-661

Class 9: Chapter 10, part 1: Seller's Remedies / pages 663-692

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

Class 11: Chapter 10, part 3: Buyer's Remedies / pages 726-780

Class 12: Chapter 11: Letters of Credit / pages 781 – 838

Class 13: Review

Exam Date: May 6, 2023, at noon.

Revised 12-1-22