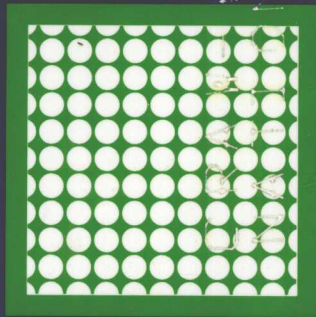


law for

BUSINESS

ninth edition



BARNES
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Law for Business

Ninth Edition

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All of Indiana University



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Preface

Since it was first published, more than 25 years ago, *Law for Business* has set the standard as an easy-to-read textbook that provides students with the tools for understanding the legal environment of business. This, the ninth edition, has not strayed from that winning formula. The text goes well beyond merely identifying the current legal rules and regulations affecting business by offering insights into new developments and trends that promise to greatly affect the future of both domestic and international businesses. The result is a comprehensive yet concise treatment of the legal issues of fundamental importance to business students and the business profession.

We are extremely pleased with the number of institutions and instructors that continue to adopt *Law for Business*. They represent a wide range of programs in business in both two-year and four-year colleges and universities throughout the country and the world. Feedback from faculty and students alike confirms that they particularly like the clear exposition, the careful selection and editing of high-interest cases, and the text's attractive and readable design.

In preparing this latest edition of *Law for Business*, we have tried to maintain the strengths of the past editions while updating the material and cases. Simultaneously, we have made a conscious effort to slightly reduce each chapter's overall length in order to enhance its manageability as a teaching and learning device. The most significant increase in content is in the area of business ethics and the legal implications of e-commerce.

Other features—maintained from previous editions—that keep *Law for Business* on the cutting edge of business law/legal environment textbooks include the following:

Pedagogy

We have employed a number of proven pedagogical devices to aid students in their comprehension and critical analysis of the often complex topics raised in any business law course.

Case Videos—Adopters of the ninth edition can obtain case videos to supplement classroom instruction. The videos (20 segments in all) portray common business law issues. Portions of the case videos are integrated into the problem cases at the end of many chapters.

Business Law and the Marketplace—Also available is a set of documentary-style segments (real-world situations) featuring real companies and situations involving torts, contracts, employment law, and many other important business law topics.

Chapter Openers—Most chapters begin with high-interest vignettes that provide a context for the law in the upcoming chapter. They generally take the form of a real-life case and are followed by a list of questions or issues that introduce the reader to the concepts presented in the chapter.

Concept Summaries—Each chapter contains numerous outlines, figures, or drawings that reinforce important or complex legal rules, issues, or concepts.

Visual Illustrations—Flowcharts and other visual illustrations are inserted in each chapter to facilitate student comprehension of key topics.

Cases

Textual material is supplemented by recent, high-interest cases decided by state and federal courts. Cases have been selected to illustrate practical application of the important legal concepts introduced in each chapter. Although the cases are brief, they provide sufficient facts and analysis to clearly explain the law in action. To enhance understanding of the material, each case is placed immediately after the textual point it discusses.

E-Commerce

Most chapters contain one or more e-commerce boxes, cases, or sections that introduce important e-commerce and Internet law topics related to the chapter material. This key feature should enable students to more accurately identify future regulatory efforts and their implications for business.

Ethics in Action

Ethics in Action boxes are interspersed throughout each chapter. Appearing in the form of questions or commentaries, they should assist students in recognizing the ethical issues confronting business people on a daily basis. In many chapters, these features introduce and explore various features of the recently-enacted *Sarbanes-Oxley Act*. These supplements to the regular textual material will permit students to more fully appreciate the complex and pervasive nature of ethical issues they will encounter in their professional lives. Finally, our increased focus on ethics is demonstrated by the insertion of a new chapter—Business Ethics and Corporate Social Responsibility (Chapter 3). This chapter clearly explains the predominant theories of ethical reasoning and provides guidelines for making ethical decisions.

International Focus

Where relevant, the authors have inserted cases and textual material introducing the legal and business risks that often attend global operations. Through this global approach, students are taught that international issues are an integral part of business.

Supplements Package

Instructor's Manual. We have prepared an instructor's manual providing insights into the major topics introduced in each chapter. Each case is briefly summarized and accompanied by a "Points for Discussion" section that poses ideas for stimulating classroom dialogue. This manual also includes the answers to all of the Questions and Problem Cases that appear in the text, as well as references to appropriate places within the chapter to discuss particular end-of-chapter cases.

Test Bank. The Test Bank has been enhanced and choices standardized. It contains true-false, multiple choice, and short essay questions with answers and a difficulty rating.

Computest. A computerized version of the test bank also is available. It allows instructors to quickly generate random tests entirely from the text bank or in combination with the instructor's own questions.

Online Learning Center at www.mhhe.com/barnes9e. This website includes resources for both instructors and students, such as PowerPoint slides, flashcards, and links to websites where students may further explore topics presented in the text.

PowerPoint Slides. More than 200 PowerPoint slides have been created for use in the classroom. These slides refer back to figures and concept summaries from the text as well as introduce original material not found anywhere else.

Student Study Guide. A printed Student Study Guide provides students with additional practice reviewing the major concepts in each chapter so they may be better prepared for exams. It includes learning objectives, learning hints, and true-false, multiple choice, and short essay questions.

Acknowledgments

We wish to thank the many adopters of our prior editions; we have greatly profited from their suggestions. Of course, we have had to use our judgment in determining which ones to follow. Accordingly, responsibility for any shortcomings in this edition remain ours. We do solicit the comments and criticism of instructors and students who use this edition.

The following reviewers provided ideas and insights for this edition. We appreciate their contributions.

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