

IRWIN'S
BUSINESS LAW

CONCEPTS, ANALYSIS,
PERSPECTIVES



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IRWIN'S BUSINESS LAW

Concepts, Analysis,
Perspectives

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Irwin's Business Law is, in some respects, a traditional business law book, designed for business law and legal environment courses. However, this book is distinguishable by its use of a critical thinking approach. This approach imparts the skills necessary for conceptualizing, synthesizing, integrating, and analyzing. Simply, it incorporates pedagogical tools designed to help the instructor teach and the student think. The critical thinking method is carefully defined and explained in the Unit I Overview starting on page 1.

Cognitive skills must be learned and honed through exercise. One of the biggest gaps in elementary through higher education is the lack of critical thinking skills. There are a number of reasons for this lack. First, many courses do not readily lend themselves to critical thinking but rather invite regurgitation of the material learned. Second, instructors have not had experience with imparting critical thinking skills because the textbooks on the market, for the most part, do not support that approach. Third, the status quo of traditional memorization and “spit back the facts” approaches tend to perpetuate themselves.

The study of law is particularly suited to a critical thinking approach to learning. This book capitalizes on that opportunity and employs a consistent critical thinking theme throughout. It challenges the student to learn concepts not as an end but as a means to thinking analytically, exhaustively, and pragmatically. It exercises the various cognitive functions of the student, challenging him or her to solve problems, examine alternatives, and question answers and solutions.

CRITICAL THINKING INQUIRIES

Each chapter begins with a Chapter Outline and Critical Thinking Inquiries. These inquiries are designed to highlight the questions the student should be able to address intelligently after studying the chapter. They are questions that *identify, compare and contrast, analyze, distinguish, and criticize*. They function as an overview of the chapter by readying the student for the next pedagogical encounter: the Managerial Perspective.

MANAGERIAL PERSPECTIVE

One criticism of business law texts is that they are not made consistently relevant to the business context. In response, each chapter of this text opens with a business scenario, and from a managerial point of view challenges

the student to study the chapter to answer the questions that follow. The opening scenario is then integrated throughout the chapter by using the same characters for various illustrations and examples. This feature of the book keeps the focus on the business relationship. It places the student in the mind of the manager, and serves to motivate and challenge the student to delve into the chapter so that alternatives may be explored and the best solution to the question found.

CASES

Chapters contain a number of edited law cases designed to illustrate principles and trends discussed in the text. The cases open with a concise summary of the facts followed by relevant portions of the opinion in the court’s language. The opinions are edited so that the significant material is retained. Cases are selected on the basis of their teachability, factual patterns, and ease of understanding. Because the controversies underlying cases and their resolution are ideal contexts to develop thinking skills, critical thinking questions follow each case.

READINGS

Chapters contain selected readings designed to illustrate trends, policies, or some significant contemporary issue in the law. These readings offer a scholarly perspective to the student, opening understanding to new thought and approaches. The readings are drawn from law journals, newspapers, business periodicals, and other appropriate sources. Each reading is followed by thought questions to reinforce critical thinking skills.

BOLDFACE TERMS

The authors have selected terms and concepts necessary to build a critical thinking mode. These terms are set in boldface in each chapter and are also defined in the glossary.

FIGURES

Throughout the book, concepts are illustrated in figures consisting of tables, charts, and illustrations. These figures help the student grasp the concepts necessary for analyses and application.

END-OF-CHAPTER QUESTIONS

The end-of-chapter questions contain a mix of actual and hypothetical cases, critical thinking, and policy questions. They are intended to test the student's ability to assimilate and integrate the material contained within the chapter.

ORGANIZATION AND CONTENT

The book is divided into four units: The Legal Environment, Commercial Transactions, Business Organizations, and Regulation of Business. Each unit contains an overview that ties together the material within the unit. The units are further broken down into 13 parts, which are in turn separated into 54 chapters. Special effort has been made to shape the book to meet the curriculum accrediting standards of the American Assembly of the Collegiate Schools of Business (AACSB), whose guidelines suggest the inclusion of "(1) ethical and global issues, (2) the influence of political, social, legal, and regulatory environmental and technological issues, and (3) the impact of demographic diversity on organizations." A chapter on Ethics Analysis, an entire section on Corporate Social Responsibility, and a chapter on International Sales Transactions, in addition to one on International Law, satisfies the first criterion. Moreover, ethical and global issues are integrated throughout the text. To meet the second criterion, we have selected a wide array of cases that blend and impact historical, political, social, regulatory, and technological issues in a legal setting. Finally, the third criterion is satisfied by the array of topics contained in the Business Organizations unit.

APPENDIXES

The full text of the U.S. Constitution and excerpts from the Uniform Commercial Code are contained in the appendixes to the book.

SUPPLEMENTS

To aid the instructor in the preparation and teaching of the materials within this book, a number of helpful supplements are provided. First, there is a teaching-ready instructor's manual, which contains a chapter by chapter outline tied to the sequence of the material. The outline restates and answers every question posed, briefs every case and reading, and offers suggested tips to the instructor on how to teach and approach the material. The outline may be easily used as lecture notes for the instructor. Other ancillary materials include:

- Student study guide.
- Test bank.

- Computerized test bank.
- Teletests.
- Transparencies.
- Videos.
- LEXIS/NEXIS.

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