



College/Institute/Centre: Management and Technology  
 Department of: Marketing and International Business

## SESSION PLAN

### TUTORIAL

#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 1	Title: Discussion & questions about Contract law	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Complete the following statements using the suitable words: a. The essential elements of a contract are -----, ----- and -----. b. In contracts, the consideration must be ----- and -----. c. Law in certain cases provide that a contract must be written or it will be considered ----- and -----. d. In social and domestic agreements, there is a presumption that the parties ----- to create legal relations e. The appropriate capacity means ----- and ----- .
2.	Define: a. Law b. Breach of contract
3.	State the various manners in which an agreement may be made ..... .....

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 Name Dr. Ashraf Salah Eldin  
 Sign  
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 2	Title: Discussion & questions about Formation of the contract – the offer	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Decide legally on the following cases: <ul style="list-style-type: none"> <li>a. C made the highest bid for P's goods at an auction sale, but he withdrew his bid before the fall of the hammer, is this effective?</li> <li>b. A made an offer to sell his goods to B on April 10. A died o April 12 then B accepts his offer on April 13, is there a contract? Why?</li> </ul>
.....	.....
.....	.....

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#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 3	Title: Discussion & questions about The acceptance	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Decide legally on the following case:  A German company offered to buy cotton garments from an Egyptian exportation company. The German company communicated its offer by sending email. The Egyptian company declared its acceptance also by an email. When does the acceptance take place? And what is the place of contracting?  ..... ..... ..... .....

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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 4	Title: Discussion & questions about The contract of agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Define agency contract giving 2 examples of agents
2.	State the difference between independent contractor and servant
3.	State 4 reasons for using agents
4.	Discuss the difference between a sole agent and a distributor giving examples
5.	Write on: The contractual capacity in agency relationship
.....	.....
.....	.....
.....	.....

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 5	Title: Discussion & questions about Creation of agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Decide legally on the following cases: a. A company dismissed its agent for acting in bad faith. The agent went to the traders he used to deal with and bought goods from them on credit. The traders then sued the company for the price of goods. Is the company under a duty to pay for these goods? Why? b. A truck driver has noticed that the loaded cargo on his truck is perishable and all the circumstances show that the cargo will decay before its arrival to the final destination, so the truck driver sold it before its decay. What kind of authority has the driver acted accordingly? Why?

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 6	Title: Discussion & questions about Relationship: principal & agent – implied duties of the agent to his principal	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	The best assignments were chosen so that the students may discuss and present clearly how they reached such knowledge by reviewing the difference steps of writing their report and the legal study they gained.
.....	.....

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COURSE PARTICULARS	
#: EW 321	Title: Business Law

SESSION PARTICULARS		
#: 7	Title: 7 <sup>th</sup> week exam revision	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1.	a. .... ..... ..... ..... ..... .....

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 8	Title: Discussion & questions about Implied rights of the agent against his principal + termination of agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1	Write on: the agents write to remuneration
2	When does the agent loose his right of lien?
3	State the types of lien
4	When does the agent loose his right to indemnity?
5	How can an agency contract be terminated?
.....	.....
.....	.....

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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 9	Title: Discussion & questions about Sales of goods	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Decide legally on the following cases: a. A music hall burned down after an agreement has been made inside to hire it for a concert. The hirer of the hall sued the owner for damages. Is he entitled to any compensation? Give reasons b. (A) bought a new car among other cars In the showroom, and paid its price. The showroom was burned before (A) choose the car. Who will bear the risk of loss? c. Define the cheque and bill of exchange by giving an example for each.
.....	.....

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#### COURSE PARTICULARS

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#### SESSION PARTICULARS

#: 10	Title: Discussion & questions about Transfer of property to the buyer – classification of goods	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Differentiate between the three classes of goods.
2.	Write on the two basic rules of transfer of goods from seller to buyer
3.	Discuss rule number 4 related to unconditional contract of sale
.....	.....

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## SESSION PLAN

### TUTORIAL

COURSE PARTICULARS	
#: EW 321	Title: Business Law

SESSION PARTICULARS		
#: 11	Title: Discussion & questions about Risk of loss – mistake and frustration of the contract	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1.	Who bears the risk of loss?
2.	When does the risk of loss pass from the seller to the buyer?
3.	State the rules that apply on a contract of sale for specific perished goods
.....	.....
.....	.....
.....	.....

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COURSE PARTICULARS	
#: EW 321	Title: Business Law

SESSION PARTICULARS		
#: 12	Title: 12th week exam revision	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
	Revision for the business law course
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.....	

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 13	Title: Discussion & questions about Terms of the contract	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1	State the cases of losing right for rescission
2.	Discuss the conditions and warranties in a contract of sale of goods.
3.	State the implied conditions in a contract of sale
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.....	.....
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 14	Title: Discussion & questions about Delivery of goods – acceptance of the goods	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	The various forms of delivery
2.	State the time and place of delivery of goods
3.	Methods of acceptance
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.....	.....
.....	.....
.....	.....

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#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 15	Title: Discussion & questions about Banking business and negotiable instruments	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1-	How the bill of exchange works?
2-	Kinds of Bill of exchange
3-	Form of promissory Note
4-	Form of cheque
.....	.....
.....	.....
.....	.....

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**Lecture**

**Source Material**

Text Book

**Supplementary Material**

**Educational Resources**

White Board

**Tutorial / laboratory / Workshop (Delete as required)**