# Sales Syllabus 2020

## Professor Jeffrey Davis

Assignment Omit Pages Problems

1 none 1.1,1.2,1.4,1.6

2 2.2,2.3,2.5,2.6

3 3.1,3.2,3.4

4 Omit 88-98 4.1,4.2

5 All of Problem 5

6 All of Problem 6

7 Omit141-147 7.1,7.2

149-165 Review on your own

8 8.1,8.2,8.4

9 All of Problem 9

Skip Assignment 10

11 Omit 225-232 11.1,11.2

12 Omit 243-245 12.1,12.2,12.2,12.4

Skip Assignment 13

14 All of Problem 14

15 All of Problem 15

16 16.1,16.2

17 Omit 318-325 17.1,17.2

326-343 Review on your own

18 18.1,18.2

19 Omit 379-384 19.1,19.2

20 20.1,20.2,20.3,20.4

21 Omit 425-428 21.1,21.2

22 22.4,22.5

23 Omit 462-466 23.1,23.2,23.3

24 24.1,24.2

25 25.1,25.1,25.3,25.4

26 Omit 501-505 26.1,26.2

27 27.1

28 28.2,28.3,28.4,28.5

546-560 Review on your own

## Academic honesty:

Academic honesty and integrity are fundamental values of the University community. Students should be sure that they understand the UF Student Honor Code at <http://www.dso.ufl.edu/students.php>.

## Grading information and grading scale:

The Levin College of Law’s mean and mandatory distributions are posted on the College’s website and this class adheres to that posted grading policy. The following chart describes the specific letter grade/grade point equivalent in place:

|  |  |
| --- | --- |
| Letter Grade | Point Equivalent |
| A (Excellent) | 4.0 |
| A- | 3.67 |
| B+ | 3.33 |
| B | 3.0 |
| B- | 2.67 |
| C+ | 2.33 |
| C (Satisfactory) | 2.0 |
| C- | 1.67 |
| D+ | 1.33 |
| D (Poor) | 1.0 |
| D- | 0.67 |
| E (Failure) | 0.0 |

The law school grading policy is available at: <http://www.law.ufl.edu/student-affairs/current-students/academic-policies#9>.

## Accommodations:

Students requesting accommodation for disabilities must first register with the Disability Resource Center (<http://www.dso.ufl.edu/drc/>). Once registered, students will receive an accommodation letter which must be presented to the Assistant Dean for Student Affairs (Dean Mitchell) when requesting accommodation. Students with disabilities should follow this procedure as early as possible in the semester.

## Attendance

Per ABA requirements, please attend all classes, unless you e-mail me in advance with a legitimate excuse. Requirements for class attendance and make-up exams, assignments, and other work in this course are consistent with university policies that can be found at: <https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>.

## Class Preparation

It is anticipated that you will spend approximately 2 hours out of class reading and/or preparing for in class assignments for every 1 hour in class.