

CENGAGE LEARNING ASIA



Sectional Catalog

2011 - 2012

Business Law



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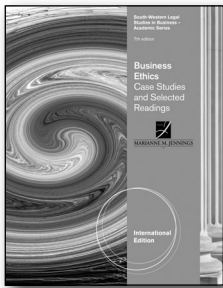
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CENGAGE LEARNING ASIA
Sectional Catalog
2011 - 2012

Business Law



BUSINESS ETHICS



New Edition!

IE

BUSINESS ETHICS, 7E Case Studies and Selected Readings

Marianne M. Jennings, Arizona State University

The best-selling text of its kind on the market, BUSINESS ETHICS: CASE STUDIES AND SELECTED READINGS, 7e, International Edition gets behind the decision-making process of business leaders today to illustrate why good leaders often make questionable decisions. This fascinating collection exposes common themes in less-than-ethical decision making, and shows why leaders make ethical compromises in business that they would not make in their personal lives. A combination of short and long cases, readings, hypothetical situations, and current ethical dilemmas, BUSINESS ETHICS: CASE STUDIES AND SELECTED READINGS, International Edition provides students with a stimulating and thorough basis for evaluating business ethics, and encourages stronger values in future business leaders.

NEW TO THIS EDITION:

- Improved Structure and Focus: Now organized according to themes, the Seventh Edition shows students that the same factors, pressures, and analyses apply in many situations, no matter the underlying topic. An updated category chart makes it easy for instructors to pick a theme and find supporting readings, while a handy transition guide aids long-time users of this book.
- Multiple Added Readings: Students will devour these new readings on the most current and stimulating topics, such as pressure and hubris; the psychology of poor ethical decisions; ethics, strategy, and the regulatory cycle; and a reading from Entine and Jennings that brings all the ethics theories together.

FEATURES:

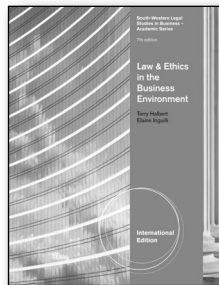
- Myriad New Cases: New cases cover Goldman Sachs; Lehman Brothers SPE's; Krispy Kreme and the Atkins Diet; English-only policies and Arizona's immigration law; Toyota's sudden Acceleration issue; Cheerios' cholesterol ads; Starwood's poaching of Hilton's business model; Charlie Rangel; ACORN; the U.S. and torture; and many, many more!

- Thorough and Timely Case Updates: Every existing case has been expanded and updated to bring students the very latest on Fannie Mae; Nike; Tylenol's phantom recall; eBay's counterfeit sales lawsuits; BP and the oil rig explosion; alcohol and tobacco; and several others topics.
- Compare and Contrast: Stretch students' critical-thinking skills by evaluating business decisions in the readings, and asking them to consider both ethical and unethical responses.
- Apply Acquired Skills: Draw upon the author's vast business and educational experience with an impressive assortment of examples from real-world ethical dilemmas, immoral choices, and highly principled decisions. Sources include newspapers, business journals, and Professor Jennings' own professional experiences as a consultant and board member.

CONTENTS:

Unit I: Ethical Theory, Philosophical Foundations, And Types Of Ethical Dilemmas. Unit II: Solving Business Ethical Dilemmas. Unit III: Business, Social Responsibility, And Sustainability. Unit IV: Ethics And Organizational, Industry, And Social Culture. Unit V: Ethics In International Business. Unit VI: Ethics, Business Operations, And Rights. Unit VII: Ethics And Products. Unit VIII: Ethics And Competition. Unit IX: Ethics And Government. Unit X: Ethics And Nonprofits.

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New Edition!

IE

LAW AND ETHICS IN THE BUSINESS ENVIRONMENT, 7E

Terry Halbert, Temple University; Elaine Ingulli, Richard A. Stockton College of New Jersey

Blending theory with practical applications, the 7th Edition of LAW AND ETHICS IN THE BUSINESS ENVIRONMENT, International Edition presents modern issues in business ethics with the latest in case law for a thought-provoking and engaging text. Student-friendly in tone, the text doesn't shy away from controversial topics; rather it encourages lively classroom debate on everything from privacy and workers' rights to diversity and stereotyping. Worlds away from the typical rote learning text, LAW AND ETHICS IN THE BUSINESS ENVIRONMENT, International Edition employs insightful end-of-chapter and case questions to sharpen students' critical-

thinking skills, along with historical quotes, chapter projects, and a wealth of Internet-based, interactive assignments like role plays, mock trials, roundtables, and more!

NEW TO THIS EDITION:

- Updated Study Tools: Throughout the text, most chapter projects have been updated to give students practice with more of the skills they need today, while an all-new appendix provides a handy guide to legal resources.
- More Relevant Issues: This edition reflects some of the most current ethical and legal issues affecting businesses, including excerpts on the West Virginia mining disaster, Toyota recall cases, and 2010 Gulf of Mexico oil spill.
- Controversial and Stimulating Topics: Hot new topics, such as the 2010 Supreme Court case on cell-phone privacy and the genetic nondiscrimination law will get your students talking, along with coverage on diversity, the immigration controversy, and discrimination based on religion and dress codes.
- Emerging Global Concerns: New coverage on sustainable economies puts students at the center of important emerging concerns like environmental protection, green energy, oil, and natural gas.
- Key Intellectual Property Updates: This expanded chapter now includes must-know material on business patents, as well as a fully-revised section on copyrights, the music industry, and Google's virtual library.

FEATURES:

- Thought Provoking Material: This captivating text puts global business imperatives, legal rules, and ethical concepts on a collision course, and asks students to wrestle with the ensuing dilemmas. As a result, students find themselves more able to handle difficult situations in their future careers as business managers.
- Essential Briefing Instruction: Requested by reviewers, a separate appendix on how to read and brief a case helps students filter legalese and highlight the salient points they need to know.
- Balanced Approach: Evaluating the issues from opposing perspectives—such as employment at will and affirmative action—requires students to apply critical-thinking skills and draw their own conclusions about ethics, morality, and legality.
- Real-World Examples: Packed with discussions on everything from products liability and intellectual property to diversity and human rights to provide students with a realistic picture of the evolving business world.
- Practical Application: Students put newly acquired skills into practice with the text's chapter problems and Internet-based assignments, along with many interactive projects, like role plays, mock trials, mock hearings, debates, roundtables, and more!

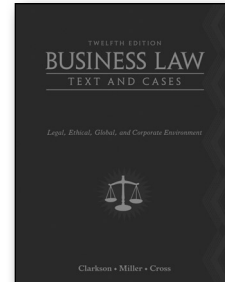
CONTENTS:

1. Law, Ethics, Business: An Introduction.
2. The Duty of Loyalty: Whistleblowing.
3. Privacy and Technology.
4. Valuing Diversity.
5. Workers Rights as Human Rights: Health and Safety in

the Workplace. 6. Sustainable Economies. 7. Marketing and Technology: Choice and Manipulation. 8. Risk Allocation: Product Liability. 9. Ownership and Creativity: Intellectual Property.

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BUSINESS LAW – EXCERPTED CASES



New Edition!

BUSINESS LAW, 12E

Text and Cases - Legal, Ethical, Global, and Corporate Environment

Kenneth W. Clarkson, University of Miami; Frank B. Cross, University of Texas, Austin; Roger LeRoy Miller, Institute for University Studies, Arlington, Texas

Comprehensive, authoritative, and student-friendly, longtime market-leader BUSINESS LAW: TEXT AND CASES—LEGAL, ETHICAL, GLOBAL, AND CORPORATE ENVIRONMENT delivers an ideal blend of classic “black letter law” and cutting-edge coverage of contemporary issues and cases. The first text to implement an undergraduate-oriented pedagogy with traditional law school-like content, BUSINESS LAW continues to set the standard for excellence. The text combines the benefits of a black letter law approach with a strong student orientation, making the law accessible, interesting, and relevant for readers. The cases, content, and features of the Twelfth Edition have been thoroughly updated to represent the latest developments in business law. An excellent assortment of included cases ranges from precedent-setting landmarks to important recent decisions, and ethical, global, and corporate themes are integrated throughout.

NEW TO THIS EDITION:

- Case examples are now highlighted and identified with the label “Case in Point,” making it easy to locate, discuss, and refer back to these useful learning tools.
- Included in selected chapters, all-new Shifting Legal Priorities features encourage critical thinking and illustrate how the law is constantly evolving in response to both technological developments and the needs and concerns of society and business, with a special emphasis on sustainability, ethical trends, and changing managerial responsibilities.
- Reviewing features, found at the end of every chapter, now

conclude with Debate This segments that provide a statement or question regarding the chapter material, making it easy to spur class discussion or develop worthwhile written assignments.

FEATURES:

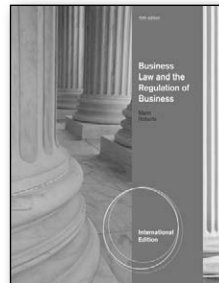
- Coverage o e-contracts; insurance, wills, and trusts; professional liability and accountability; and international law has been relocated and reorganized to better aid student comprehension and provide a more natural sequence of topics.
- A new chapter on mortgages and foreclosures in the wake of the global recession includes material on mortgages, mortgage foreclosure, litigation, mortgage-backed securities, valuation, and what people thought was negotiable.
- The Twelfth Edition lives up to this text's strong reputation for outstanding selection and editing of cases, with the return of many classic cases from earlier editions, as well as many new cases and case problems from 2010.
- The current edition has been extensively reorganized, refined, and updated to include coverage of the most recent and significant legal developments and court decisions, as well as to make the material exceptionally accurate and engaging.

CONTENTS:

PART I: THE LEGAL ENVIRONMENT OF BUSINESS. 1. Introduction to Law and Legal Reasoning. 2. Courts and Alternative Dispute Resolution. 3. Court Procedures. 4. Constitutional Authority to Regulate Business. 5. Ethics and Business Decision Making. **Part II: TORTS AND CRIMES.** 6. Intentional Torts and Privacy. 7. Negligence and Strict Liability. 8. Intellectual Property and Internet Law. 9. Criminal Law and Cyber Crime. **PART III: CONTRACTS AND E-CONTRACTS.** 10. Nature and Terminology. 11. Agreement in Traditional and E-Contracts. 12. Consideration. 13. Capacity and Legality. 14. Mistakes, Fraud, and Voluntary Consent. 15. The Statute of Frauds? Writing Requirement and Electronic Records. 16. Third Party Rights. 17. Performance and Discharge in Traditional and E-Contracts. 18. Breach of Contract and Remedies. **PART IV: DOMESTIC AND INTERNATIONAL SALES AND LEASE CONTRACTS.** 19. The Formation of Sales and Lease Contracts. 20. Title, Risk, and Insurable Interest. 21. Performance and Breach of Sales and Lease Contracts. 22. Warranties and Product Liability. 23. International Law in a Global Economy. **PART V: NEGOTIABLE INSTRUMENTS.** 24. The Function and Creation of Negotiable Instruments. 25. Transferability and Holder in Due Course. 26. Liability, Defenses, and Discharge. 27. Checks and Banking in the Digital Age. **PART VI: CREDITORS' RIGHTS AND BANKRUPTCY.** 28. Creditors' Rights and Remedies. 29. Secured Transactions. 30. Bankruptcy Law. 31. Mortgages and Foreclosures after the Recession. **PART VII: AGENCY AND EMPLOYMENT.** 32. Agency Formation and Duties. 33. Agent?s Liability to Third Parties and Termination. 34. Employment, Immigration, and Labor Law. 35. Employment Discrimination. **PART VIII: BUSINESS ORGANIZATIONS.** 36. Sole Proprietorships and Franchises. 37. Partnerships and Limited Liability Partnerships. 38. Limited Liability Companies and Special Business Forms. 39. Corporate Formation and Financing. 40. Corporate Directors, Officers, and Shareholders. 41. Corporate Merger, Consolidation, and

Termination. 42. Securities Law and Corporate Governance. 43. Law for Small Business. **PART IX: GOVERNMENT REGULATION.** 44. Administrative Law. 45. Consumer Law. 46. Environmental Law. 47. Antitrust Law. 48. Professional Liability and Accountability. **PART X: PROPERTY AND ITS PROTECTION.** 49. Personal Property and Bailments. 50. Real Property and Landlord-Tenant Relationships. 51. Insurance. 52. Wills and Trusts.

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New Edition!

10E

BUSINESS LAW AND THE REGULATION OF BUSINESS, 10E

Richard A. Mann, *The University of North Carolina, Chapel Hill*; Barry S. Roberts, *The University of North Carolina at Chapel Hill*

Praised by students for its accurate and straightforward coverage of the law, BUSINESS LAW AND THE REGULATION OF BUSINESS, 10e, International Edition illustrates how legal concepts can be applied to common business situations. This book's comprehensive, yet succinct approach provides the depth of coverage ideal for business success and CPA exam preparation without the technical jargon.

NEW TO THIS EDITION:

- **STRENGTHEN STUDENTS' LEGAL REASONING SKILLS WITH NEW APPLYING THE LAW FEATURE:** This new feature specifically outlines the use of the Issue, Rule, Application and Conclusion (IRAC) method and is designed to strengthen students' ability to use legal reasoning in case and issue analysis. Each feature depicts a hypothetical situation based on a single chapter concept and appears once in (13) selected chapters.
- **INTRODUCE THE LATEST DEVELOPMENTS IN BUSINESS LAW TODAY:** Updates throughout this edition ensure your course reflects the latest important developments in contemporary business law, including expanded coverage of the Third Restatement in Chapters 8 and 29 and its application in principal and agent relationships, and up-to-date coverage of the new 2009 Credit Card Bill of Rights in chapter 45.
- **MORE THAN 35 NEW AND UPDATED CASES:** The 10th edition features over (35) new and updated intriguing cases.
- **ENSURE STUDENT COMPREHENSION WITH END-OF-CHAPTER QUESTIONS AND CASE PROBLEMS RESHAPED TO REFLECT YOUR NEEDS** —Based on your feedback, numerous

end-of-chapter questions and case problems still retain the language of the court whenever possible, but are restructured to enhance student understanding.

FEATURES:

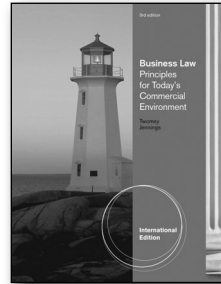
- EXCERPTED CASES IN THE LANGUAGE OF THE COURT: All of the cases have
- APPLY CHAPTER CONCEPTS WITH CRITICAL THINKING ACTIVITIES —Guide students in examining legal policies or reasoning surrounding a court's decision and strengthen their analytical skills with Critical Thinking Questions that follow every chapter case.
- HIGHLIGHT HOW ETHICS APPLY TO BOTH BUSINESS AND LAW WITH INTEGRATED ETHICS CASE STUDIES —A variety of managerial case studies rather than court cases in Chapter 2 demonstrate how ethics apply to business as well as law.
- EMPHASIZE BUSINESS APPLICATION WITH BUSINESS LAW IN ACTION —Give students meaningful insights into why they should learn legal concepts and how today's managers apply the law with these longer examples of business law in action within contemporary workplace situations.
- DEMONSTRATE LEGAL CONCEPTS AT WORK IN BUSINESS TODAY WITH PRACTICAL ADVICE —Practical Advice scenarios throughout the text illustrate how business people apply legal concepts to today's common business situations.

CONTENTS:

PART I: Introduction to Law and Ethics. 1 Introduction to Law. 2 Business Ethics. **PART II: The Legal Environment of Business.** 3 Civil Dispute Resolution. 4 Constitutional Law. 5 Administrative Law. 6 Criminal Law. 7 Intentional Torts. 8 Negligence and Strict Liability. **PART III: Contracts.** 9 Introduction to Contracts. 10 Mutual Assent. 11 Conduct Invalidating Assent. 12 Consideration. 13 Illegal Bargains. 14 Contractual Capacity. 15 Contracts in Writing. 16 Third Parties to Contracts. 17 Performance, Breach, and Discharge. 18 Contract Remedies. **PART IV: Sales.** 19 Introduction to Sales and Leases. 20 Performance. 21 Transfer of Title and Risk of Loss. 22 Product Liability: Warranties and Strict Liability. 23 Sales Remedies. **PART V: Negotiable Instruments.** 24 Form and Content. 25 Transfer. 26 Holder in Due Course. 27 Liability of Parties. 28 Bank Deposits, Collections, and Funds Transfers. **PART VI: Agency.** 29 Relationship of Principal and Agent. 30 Relationship with Third Parties. **PART VII: Business Associations.** 31 Formation and Internal Relations of General Partnerships. 32 Operation and Dissolution of General Partnerships. 33 Limited Partnerships and Limited Liability Companies. 34 Nature and Formation of Corporations. 35 Financial Structure of Corporations. 36 Management Structure of Corporations. 37 Fundamental Changes of Corporations. Brown – 5. **PART VIII: Debtor and Creditor Relations.** 38 Secured Transactions and Suretyship. 39 Bankruptcy. **PART IX: Regulation of Business.** 40 Securities Regulation. 41 Intellectual Property. 42 Employment Law. 43 Antitrust. 44 Accountants' Legal Liability. 45 Consumer Protection. 46 Environmental Law. 47 International Business Law. **PART X: Property.** 48 Introduction to Property, Property Insurance, Bailments, and Documents of Title.

49 Interests in Real Property. 50 Transfer and Control of Real Property. 51 Trusts and Wills.

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New Edition!

IE

BUSINESS LAW PRINCIPLES FOR TODAY'S COMMERCIAL ENVIRONMENT, 3E

David Twomey, Boston College; Marianne M. Jennings, Arizona State University

In addition to preparing you to ace your business law course, BUSINESS LAW: PRINCIPLES FOR TODAY'S COMMERCIAL ENVIRONMENT, 3e, International Edition provides information and resources to assist you in studying for the CPA exam. This book helps you grasp key legal concepts and principles by reinforcing your understanding through applications and examples of real-world dilemmas, issues, and problems.

NEW TO THIS EDITION:

- **Help Students Make the Connection:** The end of chapter material, now titled Make the Connection, has been improved to help students better see and understand the relationship between legal concepts and their application in real-life situations. This section now includes a Chapter Summary, Learning Outcomes, Key Terms, Questions and Case Problems, and CPA Questions.
- **Improve Student Retention:** Using examples from the chapter, students will learn and retain key legal concepts with the new Learning Outcomes found at the end of each chapter. Each Learning Outcome directs students to utilize the existing text pedagogy by serving as a direct reference point for selected "For Example" callouts, case summaries, and feature boxes.
- **Bring Current Events into Your Classroom:** UPDATES and new information in EVERY chapter, as well as Weekly Updates featuring new cases, business events, and changing laws and regulations—by author Marianne Jennings—posted to the Book Companion Website.
- **Enhanced Instructor Resources:** Updated for this new edition, the Instructor's Manual with Test Bank is filled with instructor insights, teaching strategies, chapter outlines, transparency integration notes, and more.

FEATURES:

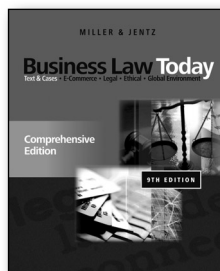
- The book's nationally-praised student-friendly coverage draws on the authors' vast combined teaching expertise. The active, lucid writing style features appropriate depth of explanation; interesting, timely cases; and real-world examples to make learning exciting and easier for students.
- Effective in-text study tools include a consistently organized outline format for each chapter's headings (helping students better organize and retain the content as they read) and "Thinking Things Through" sections that help them apply the law they have learned from the chapters' excerpted cases to other cases that vary slightly from the excerpted cases in the chapters.
- "Ethics & the Law" vignettes are integrated throughout each chapter and are accompanied by questions that encourage students to think critically about ethical issues in actual business dilemmas facing well known corporations and public figures.
- Along with the excerpted cases, each chapter contains simple case summaries with "Facts and Decisions" in the authors' words, as well as the strongest, most relevant selection of cases for easy, student comprehension and the clearest application of concepts.
- A CPA icon located in the margins throughout the book clearly identifies business law content that is covered on the CPA exam—helping students to efficiently prepare for the CPA exam—further practice for the CPA can be done by using the end-of-chapter questions and the STUDY GUIDE where questions for these problems have been drawn from past CPA exams.

CONTENTS:

PART 1: THE LEGAL AND SOCIAL ENVIRONMENT OF BUSINESS. 1. The Nature and Sources of Law. 2. The Court System and Dispute Resolution. 3. Business Ethics, Social Forces, and the Law. 4. The Constitution as the Foundation of the Legal Environment. 5. Government Regulation of Competition and Prices. 6. Administrative Agencies. 7. The Legal Environment of International Trade. 8. Crimes. 9. Torts. 10. Intellectual Property Rights and the Internet. 11. Cyber law. **PART 2: CONTRACTS.** 12. Nature and Classes of Contracts: Contracting on the Internet. 13. Formation of Contracts: Offer and Acceptance. 14. Capacity and Genuine Assent. 15. Consideration. 16. Legality and Public Policy. 17. Writing, Electronic Forms, and Interpretation of Contracts. 18. Third Persons and Contracts. 19. Discharge of Contracts. 20. Breach of Contract and Remedies. **PART 3: SALES AND LEASES OF GOODS.** 21. Personal Property and Bailments. 22. Legal Aspects of Supply Chain Management. 23. Nature and Form of Sales. 24. Title and Risk of Loss. 25. Product Liability: Warranties and Torts. 26. Obligations and Performance. 27. Remedies for Breach of Sales Contracts. **PART 4: NEGOTIABLE INSTRUMENTS.** 28. Kinds of instruments, parties, and negotiability. 29. Transfers of negotiable instruments and warranties of parties. 30. Liability of the parties under negotiable instruments. 31. Checks and funds transfers. **PART 5: DEBTOR-CREDITOR RELATIONSHIPS.** 32. Nature of the Debtor/Creditor Relationship. 33. Consumer protection. 34. Secured transactions in Personal Property. 35. Bankruptcy. 36. Insurance. **PART 6: AGENCY AND EMPLOYMENT.** 37. Agency.

38. Third persons in agency. 39. Regulation of employment. 40. Equal employment opportunity law. **PART 7: BUSINESS ORGANIZATIONS.** 41. Types of business organizations. 42. Partnerships. 43. LPs, LLCs, and LLPs. 44. Corporation Formation. 45. Shareholder rights in corporations. 46. Securities regulation. 47. Accountants' liability and malpractice. 48. Management of corporations. **PART 8: REAL PROPERTY AND ESTATES.** 49. Real property. 50. Environmental law and land use controls. 51. Leases. 52. Decedents' estates and trusts.

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New Edition!

BUSINESS LAW TODAY, 9E Comprehensive

Roger LeRoy Miller, Institute for University Studies, Arlington, Texas; Gaylord A. Jentz, University of Texas at Austin, Emeritus

BUSINESS LAW TODAY: COMPREHENSIVE immerses students in the excitement of cutting-edge business law with a wide selection of intriguing new cases and thorough coverage of the latest developments in the field. The Ninth Edition of this successful textbook makes the study of business law appealing and relevant for today's students—without sacrificing the legal credibility and comprehensive coverage that have made the text a trusted favorite among instructors. Each chapter's visually engaging, time-tested learning tools illustrate how law is applied to real-world business problems—and how landmark cases, statutes, and other laws are having a significant impact on the way businesses operate both within the United States and across the globe.

NEW TO THIS EDITION:

- Now highlighted and numbered for convenient reference, Case Examples illustrate specific principles of law by presenting the facts, issues, and ruling from a court case in a succinct, engaging paragraph or two, making it easy for students to grasp the essentials quickly.
- Included at the end of selected chapters, new Linking the Law features show students how knowledge of legal concepts can provide concrete benefits for managers and other businesspeople, whether their activities focus on finance, marketing, communications, economics, or other business

disciplines.

- A new chapter on cybercrime focuses on this increasingly critical problem for businesses today, examining issues such as hacking, identity theft, phishing, spamming, and online credit card fraud.
- The text has been updated to reflect recent trends and developments in the world of business law, including extensive coverage of the 2008-09 global financial meltdown, a practical approach to making ethical business decisions, and new material on immigration law and its increasing importance to employers.

FEATURES:

- To help students study and prepare for exams, each chapter concludes with Issue Spotters, which ask students to apply key concepts to real-world examples, and Before the Test sections, which prompt students to go to the Book Companion Web Site to check their answers to the Issue Spotters, take online practice quizzes, and use interactive flashcards to review key terms.
- To encourage critical thinking, many learning tools and all cases conclude with special features to promote in-depth analysis and understanding, including For Critical Analysis, What If the Facts Were Different?, Why Is This Case Important?, Why Is This Case Important to Businesspersons?, Critical Thinking and Writing Assignments, and Case Analysis Questions.
- Beyond Our Borders features build awareness of the global legal environment by indicating how international laws or the laws of other nations deal with specific legal concepts or topics. Each of these features concludes with a For Critical Analysis question.
- In addition to a full chapter on ethics, Ethical Issues features in most chapters address an ethical dimension of key legal concepts, many cases conclude with an Ethical Consideration feature probing the ethical ramifications of the court's decision, and end-of-chapter materials include a special A Question of Ethics case problem.

CONTENTS:

PART I: THE LEGAL ENVIRONMENT OF BUSINESS. 1. The Legal Environment. 2. Constitutional Law. 3. Courts and Alternative Dispute Resolution. 4. Torts and Cyber Torts. 5. Intellectual Property and Internet Law. 6. Criminal Law. 7. Cyber Crime. 8. Ethics and Business Decision Making. **PART II: CONTRACTS.** 9. Nature and Classification. 10. Agreement in Traditional and E-Contracts. 11. Consideration. 12. Capacity and Legality. 13. Voluntary Consent. 14. The Statute of Frauds/Writing Requirement. 15. Performance and Discharge. 16. Breach and Remedies. 17. Third Party Rights. **PART III: COMMERCIAL TRANSACTIONS.** 18. The Formation of Sales and Lease Contracts. 19. Title and Risk of Loss. 20. Performance and Breach of Sales and Lease Contracts. 21. Warranties and Product Liability. 22. Negotiable Instruments: Transferability and Liability. 23. Checks and Banking in the Digital Age. 24. Security Interests in Personal Property. 25. Other Creditors' Remedies and Suretyship. 26. Bankruptcy. 27. International Law in a Global Economy. **Part IV: AGENCY AND EMPLOYMENT LAW.** 28. Agency Relationships in Business. 29. Employment, Immigration, and Labor Law. 30. Employment Discrimination. **PART V: BUSINESS**

ORGANIZATIONS. 31. Sole Proprietorships and Franchises. 32. All Forms of Partnerships. 33. Limited Liability Companies and Special Business Forms. 34. Corporate Formation and Financing. 35. Corporate Directors, Officers, and Shareholders. 36. Corporate Acquisitions, Takeovers, and Termination. 37. Investor Protection, Insider Trading, and Corporate Governance. **PART VI: GOVERNMENT REGULATION.** 38. Administrative Law. 39. Promoting Competition. 40. Consumer Law. 41. Environmental Law. 42. Liability of Accountants and Other Professionals. **PART VII: PROPERTY AND ITS PROTECTION.** 43. Personal Property and Bailments. 44. Real Property and Landlord-Tenant Law. 45. Insurance, Wills, and Trusts. Appendices.

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FUNDAMENTALS OF BUSINESS LAW, 2E

Excerpted Cases

Roger LeRoy Miller, Institute for University Studies, Arlington, Texas; Gaylord A. Jentz, University of Texas at Austin, Emeritus

FUNDAMENTALS OF BUSINESS LAW: EXCERPTED CASES is the best paperback Business Law textbook available. It focuses on sales and contracts in an easy-to-understand format. Plus, with its Online Legal Research Guide, you're just a click away from instant study helps and time-saving research aids.

NEW TO THIS EDITION:

- A Thorough Revision: This edition covers the latest topics--a must for business law students. Highlights include an updated chapter on ethics (Chapter 3) to include a section on backdating stock options and new examples on corporate fraud, including the fraudulent practices surrounding the marketing of the painkiller OxyContin; updated chapter on creditors' rights and bankruptcy (21) to include a section on the mortgage-foreclosure issue that resulted in the passage of the Foreclosure Prevention Act of 2008; updated cases; and updated examples.
- More Critical Thinking Elements: Many chapters now include, in the end-of-chapter materials, a Critical Thinking and Writing Assignment for Business, which asks student to think critically about some aspect of the business law covered in the chapters.
- Enhanced Learning Tools: To help students check their comprehension, each chapter conclude with a new feature titled Reviewing [chapter topic]. These features present a hypothetical scenario and ask a series of questions that require students to identify the issues and apply legal concepts discussed in the chapter.
- Practical Applications: Virtually every chapter includes a new feature titled Preventing Legal Disputes. This feature offers practical advice to business owners and managers on how to avoid legal problems.

FEATURES:

- Case Treatment: Cases are presented in an excerpted (language of the court) format to provide students the opportunity of

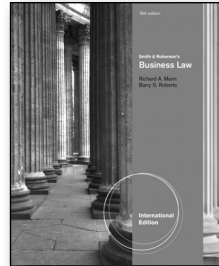
reading portions of the actual court opinion. Special emphasis is given to landmark and classic cases by setting them off with a special heading and logo, and selected cases include a “Why this Case is Important” section that sets forth the importance of the court’s decision for businesspersons today.

- Critical Thinking/Legal Reasoning Emphasis: “Extended Case Study” features found at the end of each unit are designed to help the students develop skills in the area of legal reasoning.
- Ethics Integration: Ethical topics and issues coverage includes accounting and professional liabilities as well as social business responsibility discussed in light of the Sarbanes-Oxley Act.
- Applied Focus: “Management Perspectives” pique interest and aid learning by demonstrating the material’s practicality. They describe practical issues facing management.
- Case Analysis Skill-Building: Each chapter includes one “Case Problem with Sample Answer” and one “Hypothetical Question with Sample Answer”.

CONTENTS:

Part 1: THE LEGAL ENVIRONMENT OF BUSINESS. 1. The Legal and Constitutional Environment of Business. 2. Traditional and Online Dispute Resolution. 3. Ethics and Business Decision Making. **Part 2: TORTS AND CRIMES.** 4. Torts and Cyber Torts. 5. Intellectual Property and Internet Law. 6. Criminal Law and Cyber Crime. **Part 3: CONTRACTS.** 7. Nature and Classification. 8. Agreement and Consideration. 9. Capacity and Legality. 10. Defenses to Contract Enforceability. 11. Third Party Rights and Discharge. 12. Breach and Remedies. 13. E-Contracts and E-signatures. **Part 4: SALES AND LEASE CONTRACTS.** 14. The Formation of Sales and Lease Contracts. 15. Title and Risk of Loss. 16. Performance and Breach of Sales and Lease Contracts. 17. Warranties and Product Liability. **Part 5: NEGOTIABLE INSTRUMENTS.** 18. Negotiability, Transferability, and Liability. 19. Checks and Banking in the Digital Age. **Part 6: DEBTOR-CREDITOR RELATIONSHIPS.** 20. Security Interests in Personal Property. 21. Creditors’ Rights and Bankruptcy. **Part 7: EMPLOYMENT RELATIONS.** 22. Agency Relationships. 23. Employment Law and Immigration. **Part 8: BUSINESS ORGANIZATIONS.** 24. Sole Proprietorships, Partnerships, and Limited Liability Companies. 25. Corporate Formation, Financing, and Termination. 26. Corporate Directors, Officers, and Shareholders. 27. Investor Protection, Insider Trading, and Corporate Governance. **Part 9: PROPERTY AND ITS PROTECTION.** 28. Personal Property and Bailments. 29. Real Property and Landlord-Tenant Law. 30. Insurance, Wills, and Trusts. **Part 10: SPECIAL TOPICS.** 31. Liability of Accountants and Other Professionals. 32. International Law in a Global Economy. APPENDICES.

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New Edition!

IE

SMITH AND ROBERSON’S BUSINESS LAW, 15E

Richard A. Mann, *The University of North Carolina at Chapel Hill*; Barry S. Roberts, *The University of North Carolina at Chapel Hill*

The most complete and credible business law text available, the Fifteenth Edition of SMITH AND ROBERSON’S BUSINESS LAW by Richard A. Mann and Barry S. Roberts continues a long tradition of accuracy, thoroughness, and consistent coverage of the latest issues and emerging trends. This updated classic delivers a comprehensive, detailed presentation of business law topics that reflect AACSB guidelines. Proven, comprehensive, and completely up-to-date, this trusted text will challenge and engage your students—and ensure they leave your class with a solid understanding of modern business law.

NEW TO THIS EDITION:

- New cases have been added, including recent U.S. Supreme Court decisions such as *Hamilton v. Lanning* and *American Needle, Inc. v. National Football League*, giving students engaging, relevant examples of current cases that are defining how key principles of business law are applied in the United States.
- The current edition includes updated coverage of important consumer protection legislation such as the Credit Card Bill of Rights and the Mortgage Disclosure Improvement Act, allowing students to develop a detailed and current understanding of these key laws that will affect the way they conduct business as working professionals.
- Thoroughly revised questions and case problems reflect new and updated content throughout the text, as well as the authors’ continuing commitment to build on the text’s well-deserved reputation for excellence by providing instructors and students with the most effective teaching and learning tools.
- An updated design for the new edition provides enhanced visual appeal and makes the text even more reader-friendly, combining the benefits of an engaging presentation with the text’s traditional strengths in comprehensive coverage and proven pedagogy.

FEATURES:

- This time-tested, dependable classic continues to set the standard for undergraduate business law texts. Widely

acclaimed for its longstanding tradition of being uniquely authoritative, comprehensive, and reliable, the text continues to maintain its signature approach while providing up-to-date coverage of current business law topics in the text and ancillaries.

- Representing an excellent assortment of landmark and current cases, the text's cases average at least two pages—substantially longer than cases in most other texts—and are edited to preserve the language of the court. In addition, the placement and treatment of cases makes it easy to adopt a true black-letter-law case analysis approach if you prefer to teach the material this way.
- The text includes abundant realistic examples—both true and hypothetical—to illuminate legal principles, illustrate often complex topics in the context of real-life scenarios, and help students gain a more concrete understanding of business law.
- Summaries at the end of every chapter allow students to review the legal principles covered before examining their application in case examples, while insightful illustrations and exhibits, integrated throughout the text, complement the chapter discussion and reinforce key points in an engaging and effective way.

CONTENTS:

PART I: THE LEGAL ENVIRONMENT OF BUSINESS. 1. Introduction to Law. 2. Business Ethics and the Social Responsibility of Business. 3. Civil Dispute Resolution. 4. Constitutional Law. 5. Administrative Law. 6. Criminal Law. 7. Intentional Torts. 8. Negligence and Strict Liability. **PART II: CONTRACTS.** 9. Introduction to Contracts. 10. Mutual Assent. 11. Conduct Invalidating Assent. 12. Consideration. 13. Illegal Bargains. 14. Contractual Capacity. 15. Contracts in Writing. 16. Third Parties to Contracts. 17. Performance, Breach, and Discharge. 18. Contract Remedies. **PART III: AGENCY.** 19. Relationship of Principal and Agent. 20. Relationship with Third Parties. **PART IV: SALES.** 21. Introduction to Sales and Leases. 22. Performance. 23. Transfer of Title and Risk of Loss. 24. Products Liability: Warranties and Strict Liability in Tort. 25. Sales Remedies. **PART V: NEGOTIABLE INSTRUMENTS.** 26. Form and Content. 27. Transfer. 28. Holder in Due Course. 29. Liability of Parties. 30. Bank Deposits, Collections, and Funds Transfers. **PART VI: UNINCORPORATED BUSINESS ASSOCIATIONS.** 31. Formation and Internal Relations of General Partnerships. 32. Operation and Dissolution of General Partnerships. 33. Limited Partnerships and Limited Liability Companies. **PART VII: CORPORATIONS.** 34. Nature, Formation, and Powers. 35. Financial Structure. 36. Management Structure. 37. Fundamental Changes. **PART VIII: DEBTOR AND CREDITOR RELATIONS.** 38. Secured Transactions and Suretyship. 39. Bankruptcy. **PART IX: REGULATION OF BUSINESS.** 40. Protection of Intellectual Property. 41. Antitrust. 42. Consumer Protection. 43. Employment Law. 44. Securities Regulation. 45. Accountants' Legal Liability. 46. Environmental Law. 47. International Business Law. 48. Cyberlaw. **PART X: PROPERTY.** 49. Introduction to Property, Property Insurance, Bailments, and Documents of Title. 50. Interests in Real Property. 51. Transfer and Control of Real Property. Dictionary of Legal Terms.

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BUSINESS LAW – SINGAPORE

PRINCIPLES OF SINGAPORE BUSINESS LAW

George T L Shenoy, Singapore Management University; Wee Ling Loo, Singapore Management University



This book seeks to give the reader a comprehensive overview of the business law in Singapore. The book contains 27 chapters in four parts. Part I is a general introduction to the business law where the Singapore legal system and its legal processes and institutions are discussed. Part II includes chapters on business crimes and business torts, with a chapter on negligence. Part III contains the next 13 chapters on the law of contract. These deal with the formation, content, performance, discharge and remedies for breach of contract. The other chapters in this part deal with factors that vitiate a contract. This part ends with a chapter on comparative contract law. The last part, Part IV, has 8 chapters that deal with special areas of business law. These include agency, business organisation, sale of goods, intellectual property, information technology, biotechnology, competition and consumer protection, and international business. This book is a collective effort of 17 authors from the School of Law, Singapore Management University and an adjunct faculty.

FEATURES:

- Pedagogical features: use of diagrams, tables and reflection boxes to clearly elucidate basic concepts of Singapore Business Law
- Beyond Basics: some complex or unsettled issues in the law are explored in a simple to understand manner to the lay reader and highlighted in reflection boxes.
- Devotes a chapter to comparative contract law.
- Includes chapters on cutting edge areas of business law such as biotechnology, intellectual property, information technology and competition and consumer protection.

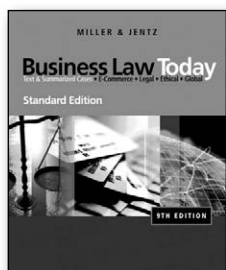
CONTENTS:

PART I—INTRODUCTION TO BUSINESS LAW. 1. Business, Society and the Law. 2. An Overview of Singapore Legal History and Development. 3. Legal Processes and Institutions. **PART II—BUSINESS CRIMES AND BUSINESS TORTS.** 4. Business Crimes. 5. Business Torts. 6. Negligence. **PART III—THE LAW OF CONTRACT.** 7. Offer and Acceptance. 8. Consideration and Intention to Create Legal Relations. 9. Capacity and Privity of Contract. 10. Terms of the Contract. 11. Exemption Clauses. 12. Mistake. 13. Misrepresentation. 14. Economic Duress, Undue Influence and Unconscionability. 15. Illegality and Public Policy. 16. Performance, Breach and Agreement. 17. Frustration. 18. Remedies for Breach of Contract. 19. Comparative Contract Law. **PART IV—SPECIAL AREAS OF BUSINESS LAW.** 20. Agency. 21. Business Organisations. 22. Sale of Goods. 23. Intellectual Property. 24.

Information Technology.25. Biotechnology. 26. Competition and Consumer Protection. 27. International Business.

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BUSINESS LAW – SUMMARIZED CASES



New Edition!

BUSINESS LAW TODAY, STANDARD EDITION, 9E

Roger Miller, Institute for University Studies, Arlington, Texas; Gaylord A. Jentz, University of Texas at Austin, Emeritus

Interesting, clear, and applied, BUSINESS LAW TODAY: STANDARD EDITION is the ideal guide to the law and what it means in the business world--from contracts and secured transactions to warranties and government regulations. Easy to understand with an engaging writing style that is matched by vibrant visuals, BUSINESS LAW TODAY includes coverage of contemporary topics that impact not only the business world, but your life--from the economic crisis and its impact on business law to identity theft and immigration law.

NEW TO THIS EDITION:

- “Linking the Law” to [Finance, Accounting, Economics, Management, Marketing, etc.]: These special features appear in selected chapters to underscore how the law relates to various other disciplines in the business school curriculum, providing vital and practical information to students on how the subjects they study are interconnected. These features conclude with a “For Critical Analysis” section to reinforce the text’s emphasis on critical thinking skills.
- New Highlighted and Numbered Case Examples: To provide more case examples to illustrate legal concepts, numbered “Case Examples” are integrated throughout the text along with the numbered hypothetical “Examples”.
- New Chapter on Cyber Crime: Cyber Crime is becoming an increasingly critical problem for businesses today. Chapter 7, “Cyber Crime”, addresses the enormous problem of identity theft, computer crimes, and the debate over the extent of Internet Service Providers’ immunity for Web content.

- New Coverage of Immigration Law: Chapter 24 on employment law now includes a section on immigration law as this issue now impacts many businesses. It also includes 2009 changes to the Family Medical Leave Act, and an updated discussion of electronic monitoring of employees.

FEATURES:

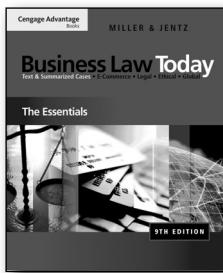
- Case Treatment: Summarized cases facilitate understanding. Extended Case Studies are featured at the end of each text unit, highlighting a recent court case relating to one of the unit’s topics. The background and facts are first presented, then are followed by the majority and dissenting opinions. “Questions for Analysis” then encourage students to evaluate the legal, ethical, economic, international, or general business application of the case. Special emphasis is given to classic cases by setting them off with a special heading and logo, and they include a “Comment” section that stresses how important the court’s decision has been to the evolution of the law in that area.
- Critical Thinking: Critical thinking questions conclude the in-text features (including the photo captions). Plus, selected cases include a “What If the Facts Were Different?” section that asks students how the decision might be different if the fact pattern was different. “For Critical Analysis” questions require the students to think critically about some topic discussed in the chapter.
- Global Perspective: “Beyond Our Border” sections cover a broad array of topics that relate to the international business environment in more depth.
- Application Rich: Found in approximately half of the chapters, “Applications” offers practical advice on ways to navigate the legal waters of the business environment. Each “Application” concludes with a checklist on how to avoid legal problems. The remaining chapters will conclude with the new “Linking” feature, which applies business law to other business disciplines.
- Ethical Issues: Integrated throughout the text these features address ethical dilemmas related to the chapter topic. Included at the end of the chapter, “A Question of Ethics” questions ask students to look at both the legal and ethical issues revolving around hypothetical situations.
- Chapter Review and Case Analysis: Use the chapter concluding “Reviewing ...” feature to help students solidify their understanding of the chapter materials.

CONTENTS:

UNIT ONE: THE LEGAL ENVIRONMENT OF BUSINESS. 1. The Legal Environment. 2. Constitutional Law. 3. Courts and Alternative Dispute Resolution. 4. Torts and Cyber Torts. 5. Intellectual Property and Internet Law. 6. Criminal Law. 7. Cyber Crime. 8. Ethics and Business Decision Making. **UNIT TWO: CONTRACTS.** 9. Nature and Classification. 10. Agreement in Traditional and E-Contracts. 11. Consideration, Capacity, and Legality. 12. Defenses to Contract Enforceability. 13. Third Party Rights and Discharge. 14. Breach and Remedies. **UNIT THREE: COMMERCIAL TRANSACTIONS.** 15. The Formation of Sales and Lease Contracts. 16. Performance and Breach of Sales and Lease Contracts. 17. Warranties and Product Liability. 18. Negotiable Instruments: Transferability and Liability.

19. Checks and Banking in the Digital Age. 20. Security Interests in Personal Property. 21. Creditors' Rights and Bankruptcy. 22. International Law in a Global Economy. **UNIT FOUR: AGENCY AND EMPLOYMENT LAW.** 23. Agency Relationships in Business. 24. Employment, Immigration, and Labor Law. 25. Employment Discrimination. **UNIT FIVE: BUSINESS ORGANIZATIONS.** 26. Sole Proprietorships and Private Franchises. 27. All Forms of Partnership. 28. Limited Liability Companies and Special Business Forms. 29. Corporate Formation, Merger, and Termination. 30. Corporate Directors, Officers, and Shareholders. 31. Investor Protection, Insider Trading, and Corporate Governance. **UNIT SIX: GOVERNMENT REGULATION.** 32. Promoting Competition. 33. Consumer and Environmental Law. 34. Liability of Accountants and other Professionals. **UNIT SEVEN: PROPERTY AND ITS PROTECTION.** 35. Personal Property and Bailments. 36. Real Property and Landlord-Tenant Law. 37. Insurance, Wills, and Trusts.

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New Edition!

BUSINESS LAW TODAY, THE ESSENTIALS, 9E

Roger Miller, *Institute for University Studies, Arlington, Texas*; Gaylord A. Jentz, *University of Texas at Austin, Emeritus*

Interesting, clear, and applied, BUSINESS LAW TODAY: THE ESSENTIALS is your concise guide to the law and what it means in the business world--from contracts and secured transactions to warranties and government regulations. Easy to understand with an engaging writing style that is matched by vibrant visuals, BUSINESS LAW TODAY includes coverage of contemporary topics that impact not only the business world, but your life such as identity theft. Fascinating features and intriguing cases highlight the material's practicality. The text's companion website includes resources to help you study, such as sample answers to the end-of-chapter case problem features; Internet exercises; and interactive quizzes for every chapter.

NEW TO THIS EDITION:

- "Linking the Law" to [Finance, Accounting, Economics, Management, Marketing, etc.]: These special features appear in selected chapters to underscore how the law relates to various other disciplines in the business school curriculum, providing

vital and practical information to students on how the subjects they study are interconnected. These features conclude with a "For Critical Analysis" section to reinforce the text's emphasis on critical thinking skills.

- New Highlighted and Numbered Case Examples: To provide more case examples to illustrate legal concepts, numbered "Case Examples" are integrated throughout the text along with the numbered hypothetical "Examples."
- New Chapter on Cyber Crime: Cyber Crime is becoming an increasingly critical problem for businesses today. Chapter 7, "Cyber Crime," addresses the enormous problem of identity theft, computer crimes, and the debate over the extent of Internet Service Providers' immunity for Web content.
- ExamPrep: Each chapter concludes with an "ExamPrep" section that includes "Issue Spotters" so students can check their comprehension of some of the legal concepts covered in the chapter (answers are available on the companion website) and a reference to the Online Quizzes that students can also use to prepare for quizzes and exams.

FEATURES:

- Case Treatment: Summarized cases facilitate understanding. Special emphasis is given to classic cases by setting them off with a special heading and logo, and they include a "Comment" section that stresses how important the court's decision has been to the evolution of the law in that area.
- Global Perspective: "Beyond Our Border" sections are included in selected chapters and cover a broad array of topics that relate to the international business environment in more depth.
- Application Rich: Found in approximately half of the chapters, "Applications" offers practical advice on ways to navigate the legal waters of the business environment. Each "Application" concludes with a checklist on how to avoid legal problems.
- Ethical Issues: Integrated throughout the text, these features address ethical dilemmas related to the chapter topic. Included at the end of the chapter, "A Question of Ethics" questions ask students to look at both the legal and ethical issues revolving around hypothetical situations.
- Critical Thinking: Critical thinking questions conclude the in-text features (including the photo captions). Plus, selected cases include a "What If the Facts Were Different?" section that asks students how the decision might be different if the fact pattern was different. "For Critical Analysis" questions require the students to think critically about some topic discussed in the chapter.
- Chapter Review: Use the chapter concluding "Reviewing..." feature to help students solidify their understanding of the chapter materials. Also, to help students grasp some of the more difficult legal topics, "Concept Summaries" are integrated throughout the text.

CONTENTS:

1. The Historical and Constitutional Foundations. 2. Ethics and Business Decision Making. 3. Courts and Alternative Dispute Resolution. 4. Torts and Cyber Torts. 5. Intellectual Property and Internet Law. 6. Criminal Law. 7. Cyber Crime. 8. Contracts: Nature,

Classification, Agreement, and Consideration. 9. Contracts: Capacity, Legality, Assent, and Form. 10. Contracts: Third Party Rights, Discharge, Breach, and Remedies. 11. Sales and Leases: Formation, Title, and Risk. 12. Sales and Leases: Performance and Breach. 13. Warranties, Product Liability, and Consumer Law. 14. Negotiable Instruments. 15. Checks and Banking in the Digital Age. 16. Creditors' Rights and Bankruptcy. 17. Agency. 18. Employment Law. 19. The Entrepreneur's Options. 20. Corporations. 21. Investor Protection, Insider Trading, and Corporate Governance. 22. Promoting Competition. 23. Personal Property, Bailments, and Insurance. 24. Real Property and Environmental Law. 25. International Law in a Global Economy.

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BUSINESS LAW, ALTERNATE, 11E

Gaylord A. Jentz, Herbert D. Kelleher Emeritus Professor in Business Law; Roger Miller, Institute for University Studies, Arlington, Texas; Frank B. Cross, University of Texas, Austin

A summarized case version of the best-selling title for this course, **BUSINESS LAW, ALTERNATE EDITION** offers a comprehensive, authoritative, and student friendly delivery of classic black letter law blended with cutting-edge coverage of contemporary issues and cases. A successful combination of undergraduate-oriented pedagogy with traditional law school-like content makes the law accessible, interesting, and relevant for readers. The cases, content, and features of the exciting new eleventh edition have been meticulously and thoroughly updated, representing the latest developments. Ethical, global, and e-commerce themes are integrated throughout, and numerous critical-thinking exercises challenge students to apply what they've learned to real-world issues. The text also offers an unmatched range of support materials—including innovative online teaching and learning resources.

NEW TO THIS EDITION:

- Case enhancements: A text known for its outstanding selection and editing of cases, this edition brings back some of the classic cases from earlier editions as well as incorporating many new cases and case problems from 2007 and 2008. Some of the latest and most significant legal developments and court decisions have been incorporated throughout.
- Expanded ethics treatment: The Ethics chapter has been revised to be more practical, now utilizing more of a case-study approach to business ethics and ethical dilemmas facing businesspeople.
- Even more critical thinking: New "Insight" features (which integrate e-commerce, ethics, and global environment topics throughout) conclude with two "Critical Thinking" questions.
- Thought-provoking topical extensions: All new for this edition, "Contemporary Legal Debates" and "Emerging Trends" features expand the coverage of selected topics and encourage critical

thinking, illustrating how the law is constantly evolving in response to both technological developments and the needs and concerns of society and business.

FEATURES:

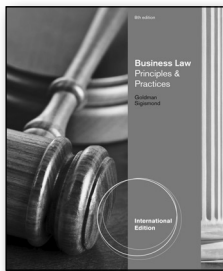
- Highly-praised case treatment: Offers an effective mix of classic and landmark cases with recent cases on hot topics that not only provide modern examples of business law but also that are of high interest to students. Case examples are summarized (in the words of the author) and have been carefully selected and edited to strike a successful balance between student accessibility and appeal and solid illustration of how courts interpret and apply the law.
- Strong critical-thinking/legal reasoning skill development: Selected cases conclude with "What If the Facts Were Different?" questions that alter the facts of the case and ask the student to decide if the same ruling would result.
- From theory to practice: Chapters conclude with "Reviewing" hypothetical scenarios that pose a series of questions that require students to identify the legal issues and apply the legal concepts covered in the chapter.
- The latest course management tools: CengageNOW is a unique Web-based application that enables you to create and administer text-specific assignments easily that are automatically graded.

CONTENTS:

Part I: THE LEGAL ENVIRONMENT OF BUSINESS. 1. Introduction to Law and Legal Reasoning. 2. Courts and Alternative Dispute Resolution. 3. Court Procedures. 4. Constitutional Authority to Regulate Business. 5. Ethics and Business Decision Making. **Part II: TORTS AND CRIMES.** 6. Intentional Torts. 7. Negligence and Strict Liability. 8. Intellectual Property and Internet Law. 9. Criminal Law and Cyber Crimes. **Part III: CONTRACTS AND E-CONTRACTS.** 10. Nature and Terminology. 11. Agreement. 12. Consideration. 13. Capacity and Legality. 14. Mistakes, fraud, and Voluntary Consent. 15. The Statute of Frauds--the Writing Requirement. 16. Third Party Rights. 17. Performance and Discharge. 18. Breach of Contract and Remedies. 19. E-Contracts and E-Signatures. **Part IV: DOMESTIC AND INTERNATIONAL SALES AND LEASE CONTRACTS.** 20. The Formation of Sales and Lease Contracts. 21. Title, Risk, and Insurable Interest. 22. Performance and Breach of Sales and Lease Contracts. 23. Warranties and Product Liability. **Part V: NEGOTIABLE INSTRUMENTS.** 24. The Function and Creation of Negotiable Instruments. 25. Transferability and Holder in Due Course. 26. Liability, Defenses, and Discharge. 27. Checks and Banking in the Digital Age. **Part VI: CREDITORS' RIGHTS AND BANKRUPTCY.** 28. Creditors' Rights and Remedies. 29. Secured Transactions. 30. Bankruptcy Law. **Part VII: AGENCY AND EMPLOYMENT.** 31. Agency Formation and Duties. 32. Liability to Third Parties and Termination. 33. Employment and Labor Law. 34. Employment Discrimination. **Part VIII: BUSINESS ORGANIZATIONS.** 35. Sole Proprietorships and Franchises. 36. Partnerships and Limited Liability Partnerships. 37. Limited Liability Companies and Special Business Forms. 38. Corporations-Formation and Financing. 39. Corporations-

Directors, Officers, and Shareholders. 40. Corporations-Merger, Consolidation, and Termination. 41. Corporations-Securities Law and Corporate Governance. 42. Law for Small Businesses. **Part IX: GOVERNMENT REGULATION.** 43. Administrative Law. 44. Consumer Law. 45. Environmental Law. 46. Antitrust Law in a Global Context. **Part X: PROPERTY.** 47. Personal Property and Bailments. 48. Real Property and Landlord-Tenant Relationships. **Part XI: SPECIAL TOPICS.** 49. Insurance. 50. Wills, Trusts, and Elder Law. 51. Professional Liability and Accountability. 52. International Law in a Global Economy. Appendices.

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New Edition!

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BUSINESS LAW: PRINCIPLES AND PRACTICES, 8E

Arnold J. Goldman, Law Firm of Goldman @ Goldman; William D. Sigismund, Monroe Community College

Current, jargon free, and filled with many examples, the 8th Edition of BUSINESS LAW: PRINCIPLES AND PRACTICES, International Edition covers legal rights and responsibilities in both the public and private sectors. Co-authored by Arnold J. Goldman, a practicing attorney and William D. Sigismund, an experienced business law educator, this clear, straightforward text avoids court jargon and shows rather than tells students about the law using fascinating hypothetical examples and ethics cases. Hypothetical examples immediately follow discussion of concepts to further reinforce understanding. The 8th Edition is updated throughout to reflect recent changes in the law.

NEW TO THIS EDITION:

- COMPLETELY UPDATED THROUGHOUT, the 8th Edition reflects recent changes in the law.
- MANY NEW “CASES FOR REVIEW” and “Questions & Problems for Discussion” help students to reinforce their understanding of key legal concepts.
- PRINT STUDY GUIDE, for those students who want to further test their comprehension of the legal topics covered in the text, a print study guide is available with the 8th Edition.

FEATURES:

- THE AUTHORS’ CLEAR, CONVERSATIONAL STYLE-with

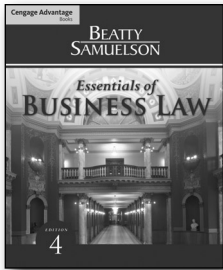
difficult terminology, sentence length, and chapter length carefully controlled to an appropriate reading level-helps students more easily understand the material.

- FASCINATING EXAMPLES-hypothetical examples are integrated throughout to give students concrete examples of the concepts presented.
- MANY LEARNING TOOLS-including “Chapter Preview,” “Chapter Highlights,” “Cases for Review,” “Questions & Problems for Discussion,” definitions in the margins, key terms, illustrative figures, tables, and more—guide students as they progress through each chapter.
- AN INTERESTING ETHICS CASE located at the end of each of the book’s nine “Parts” enables students to apply their understanding of ethics as it relates to businesses and business arrangements.
- “SUPPOSE YOU’RE THE JUDGE” CASES located at the end of each “Part” present trial scenarios, arguments, and follow-up activities that ask the student to hypothesize as to what the outcome would be if he/she were the judge.

CONTENTS:

PART I: UNDERSTANDING THE LAW. 1. Foundations of Law and the Role of Ethics in Business. 2. The Federal and State Court Systems and Their Constitutional Foundation. 3. Criminal Law: Traditional and Cybercrimes. 4. Tort Law: Traditional and Cybertorts. 5. Litigation and Alternatives for Settling Civil Disputes. **PART II: TRADITIONAL AND E-CONTRACTS.** 6. Contract Law: A Beginning. 7. Agreement: Offer and Acceptance. 8. Consideration. 9. Capacity. 10. Legality. 11. Formal Requirements—Statute of Frauds/E-Signatures. 12. Transfer of Contract Rights and Duties. 13. The Termination of Contracts: Discharge. 14. The Termination of Contracts: Breach of Contract. **PART III: PURCHASE, SALE, AND LEASE OF GOODS UNDER THE UCC.** 15. Formation of Sales and Lease Contracts. 16. The Sales Contract: Transfer of Title and Risk of Loss. 17. The Sales Contract: Performance, Breach, and Remedies for Breach. 18. Products Liability Law. **PART IV: NEGOTIABLE INSTRUMENTS.** 19. Nature and Types of Negotiable Instruments. 20. Issue, Transfer, and Discharge of Negotiable Instruments. 21. Rights and Duties of Parties. 22. Checks, the Banking System, and E-Money. **PART V: AGENCY, EMPLOYMENT, AND LABOR LAW.** 23. Employer-Employee Relationship. 24. Principal-Agent Relationship. 25. Principal-Agent, Employer-Employee, and Third-Party Relationships. **PART VI: BUSINESS ORGANIZATION AND REGULATION.** 26. Sole Proprietorships, Partnerships, and Limited Liability Organizations. 27. Corporations and Franchising. 28. Government Regulation of Business. **PART VII: REAL AND PERSONAL PROPERTY, BAILMENTS, AND WILLS AND ESTATE PLANNING.** 29. Basic Legal Concepts of Property. 30. Renting Real Property. 31. Buying and Selling Real Property. 32. Nature and Types of Bailments. 33. Special Bailments. 34. Wills, Intestacy, and Estate Planning. **PART VIII: CONSUMER AND CREDIT PROTECTION.** 35. Protecting the Consumer and the Taxpayer. 36. Protecting the Borrower. 37. Protecting the Creditor. **PART IX: INSURANCE.** 38. Property, Casualty, and Automobile Insurance, 39. Personal Insurance.

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New Edition!

**CENGAGE ADVANTAGE BOOKS:
ESSENTIALS OF BUSINESS LAW, 4E**

Jeffrey F. Beatty, Boston University; Susan S. Samuelson, Boston University

An alternative to traditional Business Law texts, ESSENTIALS OF BUSINESS LAW, 4TH Edition delivers in-depth coverage of the core topics, especially contracts, in a concise, paperback format. Beatty and Samuelson deliver the material in their hallmark accessible style with story-telling, cases, and business applications that grab student interest. Fostering active learning throughout the text, the authors teach by example, and show students how to think through issues from a lawyer’s perspective.

FEATURES:

- **Play Devil’s Advocate:** Ask students to challenge the Court’s conclusions with the critical commentary provided in the text. When they consider the opposing point of view, as well as the Court’s decision, students gain a more comprehensive understanding of the ruling than if they hadn’t.
- **Lead by Example:** The text’s interdisciplinary perspective shows how legal decisions impact the world and students’ own lives, while putting legal concepts into contexts that non-law students understand. These familiar, real-world scenarios are delivered in the clear, concise style that students prefer, and which helps them understand abstract legal ideas before getting into conceptual definitions and discussions.
- **Emphasize Active Learning:** Numerous features, such as “You Be the Judge,” “Ethics,” “Devil’s Advocate,” and “Role Reversal” actively drive the learning process by testing student comprehension throughout each chapter.
- **Deliver Authoritative Coverage:** Trial and appellate judges, working attorneys, and scholars have all given praise for this text and the authors’ unprecedented standards for style and research. Unlike any other business law book on the market, this text has been reviewed by dozens of tough-minded instructors and editors to deliver a comprehensive and dependable business law text.
- **Consider the Ethical Side:** An Ethics Checklist in Chapter 2 provides self-test questions to guide future managers through the ethical decisions they will encounter on the job, especially those that don’t have black and white answers.
- **Student-friendly Exam Strategies and Review:** Teach students to analyze the legal issues like a lawyer with writing that reiterates

the process in every chapter: identify the general issue, focus on the fine point raised, apply the analysis of the Court, and deduce the answer. Then, students reinforce the chapter topics with accessible, end-of-chapter reviews, complete with key concepts and helpful page number references, Exam Strategy practice questions, and an Additional Questions section for self-practice.

- **Extensive Contracts and Bankruptcy Coverage:** Expose students to more information about contracts and bankruptcy—two of the most common legal issues they will see in the business world. New cases include *Sawyer v. Mills*, which calls into question the ages-old Statute of Frauds when one party has a tape recording that proved an oral contract was made; and *Goldsmith Motors Corp. v. Chemical Bank*, which demonstrates the wrongful dishonoring of checks. Also new to this edition, a thorough update on repeated filings for bankruptcy illuminates the circumstances under which debts may not be discharged.
- **Practical Updates and Current Examples:** A thorough update on Restatement of Agency gives students the most current information available on changes in employment-related vocabulary, while three new cases consider the functional differences between an LLC and a C-Corporation, and how to choose the appropriate form. A new chapter on the latest in Securities Regulation has been added to the text, as well as the actual charter from Facebook.com, which illustrates how to form a corporation and the decisions Mark Zuckerberg made when he started the company from his dorm room.

CONTENTS:

UNIT I: THE LEGAL ENVIRONMENT. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. Dispute Resolution. 4. Common Law, Statutory Law, and Administrative Law. 5. Constitutional Law 101. 6. Torts. 7. Crime. 8. International Law.
UNIT II: CONTRACTS. 9. Introduction to Contracts. 10. Agreement. 11. Consideration. 12. Legality. 13. Capacity and Consent. 14. Written Contracts. 15. Third Parties. 16. Performance and Discharge. 17. Remedies. **UNIT III: COMMERCIAL TRANSACTIONS.** 18. Introduction to Sales. 19. Ownership and Risk. 20. Warranties and Product Liability. 21. Performance and Remedies. 22. Creating a Negotiable Instrument. 23. Liability for Negotiable Instruments. 24. Liability for Negotiable Instruments: Banks and Their Customers. 25. Secured Transactions. 26. Bankruptcy. **UNIT IV: EMPLOYMENT, BUSINESS ORGANIZATIONS, AND PROPERTY.** 27. Agency. 28. Employment Law. 29. Starting a Business. 30. Corporations. 31. Securities. 32. Property. 33. Cyberlaw. 34. Intellectual Property.

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ESSENTIALS OF BUSINESS LAW AND **IE** THE LEGAL ENVIRONMENT, 10E

Richard A. Mann, *The University of North Carolina, Chapel Hill*; Barry S. Roberts, *The University of North Carolina, Chapel Hill*

ESSENTIALS OF BUSINESS AND THE LEGAL ENVIRONMENT, 10th is an ideal choice for the one- or two-term business law course that is often required for business and accounting majors within today's business departments. This authoritative, yet reader-friendly text answers the needs for instructors who use summarized rather than edited case and who prefer a "black letter law" flavor rather than a "business applied" approach.

NEW TO THIS EDITION:

- **STRENGTHEN STUDENTS' LEGAL REASONING SKILLS WITH NEW APPLYING THE LAW FEATURE** —Teach your students how to effectively analyze and apply legal reasoning to cases and legal issues using the Issue, Rule, Application and Conclusion (IRAC) method. Students hone their abilities as each Applying the Law feature depicts a realistic situation that focuses on a single chapter's concept in one of 13 select chapters in this edition.
- **PRESENT RECENT AS WELL AS LANDMARK DECISIONS WITH MORE THAN 35 NEW AND UPDATED CASES** —Intriguing, summarized cases within this edition's fresh student-friendly design capture students' attention, providing summarized facts, decisions and opinions for reader clarity. An interpretation following each case details how the content relates to chapter materials.
- **EMPHASIZE THE IMPACT OF THE INTERNET ON TODAY'S LAW WITH INTEGRATED CYBERLAW CONTENT** —Now reorganized to appear throughout the edition wherever it corresponds with chapter discussion, dynamic Cyber Law content clearly demonstrates today's e-commerce and how the Internet relates to and influences legal processes and business transactions.

FEATURES:

- **EMPHASIZE BUSINESS APPLICATION WITH BUSINESS LAW IN ACTION** —Give students meaningful insights into why they should learn legal concepts and how today's managers apply the law with these longer examples of business law in action within contemporary workplace situations. Students see an auto manufacturer's use of arbitration, find out about consumer protection and Truth-in-Lending disclosures, examine good corporate governance, and more.
- **DEMONSTRATE LEGAL CONCEPTS AT WORK IN BUSINESS TODAY WITH PRACTICAL ADVICE** —Practical Advice scenarios throughout the text illustrate how business people apply legal concepts to today's common business situations.
- **HIGHLIGHT HOW ETHICS APPLY TO BOTH BUSINESS AND LAW WITH INTEGRATED ETHICS CASE STUDIES** —A variety of managerial case studies rather than court cases in Chapter 2 demonstrate how ethics apply to business as well as law.

Students examine corporate governance, corporate scandals, and Sarbanes Oxley. In addition, an Integrated Ethics Case walks students through an insider trading situation at Vulcan, Inc., a realistic multinational, Fortune-200 company and provides opportunity to debate a variety of related ethical issues.

- **EXPLORE TODAY'S INTRIGUING ETHICAL QUESTIONS WITH ETHICAL DILEMMA BOXES** – Captivating Ethical Dilemmas boxes throughout this edition explore a series of social, procedural and ethical questions within the context of common managerial situations.
- **APPLY CHAPTER CONCEPTS WITH CRITICAL THINKING ACTIVITIES** —Guide students in examining legal policies or reasoning surrounding a court's decision and strengthen their analytical skills with Critical Thinking Questions that follow every chapter case. Proven end-of-chapter Questions and Problems highlight realistic and actual situations and case problems to help students apply chapter concepts.

CONTENTS:

Part I: INTRODUCTION TO LAW AND ETHICS. 1. Introduction to Law. 2. Business Ethics. **Part II: THE LEGAL ENVIRONMENT OF BUSINESS.** 3. Civil Dispute Resolution. 4. Constitutional Law. 5. Administrative Law. 6. Criminal Law. 7. Intentional Torts. 8. Negligence and Strict Liability. **Part III: CONTRACTS.** 9. Introduction to Contracts. 10. Mutual Assent. 11. Conduct Invalidating Assent. 12. Consideration. 13. Illegal Bargains. 14. Contractual Capacity. 15. Contracts in Writing. 16. Third Parties to Contracts. 17. Performance, Breach, and Discharge. 18. Contract Remedies. **Part IV: SALES** 19. Introduction to Sales and Leases. 20. Performance. 21. Transfer of Title and Risk of Loss. 22. Product Liability: Warranties and Strict Liability. 23. Sales Remedies. **Part V: NEGOTIABLE INSTRUMENTS.** 24. Form and Content. 25. Transfer. 26. Holder in Due Course. 27. Liability of Parties. 28. Bank Deposits, Collections, and Funds Transfers. **Part VI: AGENCY.** 29. Relationship of Principal and Agent. 30. Relationship with Third Parties. **Part VII: BUSINESS ASSOCIATIONS.** 31. Formation and Internal Relations of General Partnerships. 32. Operation and Dissolution of General Partnerships. 33. Limited Partnerships and Limited Liability Companies. 34. Nature and Formation of Corporations. 35. Financial Structure of Corporations. 36. Management Structure of Corporations. 37. Fundamental Changes of Corporations. **Part VIII: DEBTOR AND CREDITOR RELATIONS.** 38. Secured Transactions and Suretyship. 39. Bankruptcy. **Part IX: REGULATION OF BUSINESS.** 40. Securities Regulation. 41. Intellectual Property. 42. Employment Law. 43. Antitrust. 44. Accountants' Legal Liability. 45. Consumer Protection. 46. Environmental Law. 47. International Business Law. **Part X: PROPERTY.** 48. Introduction to Property, Property Insurance, Bailments, and Documents of Title. 49. Interests in Real Property. 50. Transfer and Control of Real Property. 51. Trusts and Wills.

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FUNDAMENTALS OF BUSINESS LAW SUMMARIZED CASES, 8E

Roger Miller, Institute for University Studies, Arlington, Texas; Gaylord A. Jentz, University of Texas at Austin, Emeritus

Brief and affordable, FUNDAMENTALS OF BUSINESS LAW: SUMMARIZED CASES focuses on core business law topics, including contracts and sales. Summarized cases are integrated throughout the text to illustrate key points of law. FUNDAMENTALS OF BUSINESS LAW: SUMMARIZED CASES is ideal for the one-term course that focuses primarily on contracts and sales.

NEW TO THIS EDITION:

- A Thorough Revision: This edition covers the latest topics--a must for business law students. Highlights include an updated chapter on ethics (Chapter 3) to include a section on backdating stock options and new examples on corporate fraud, including the fraudulent practices surrounding the marketing of the painkiller OxyContin; updated chapter on creditors' rights and bankruptcy (21) to include a section on the mortgage-foreclosure issue that resulted in the passage of the Foreclosure Prevention Act of 2008; updated cases; and updated examples.
- More Critical Thinking Elements: Many chapters now include, in the end-of-chapter materials, a Critical Thinking and Writing Assignment for Business, which asks student to think critically about some aspect of the business law covered in the chapters.
- Enhanced Learning Tools: To help students check their comprehension, each chapter conclude with a new feature titled Reviewing [chapter topic]. These features present a hypothetical scenario and ask a series of questions that require students to identify the issues and apply legal concepts discussed in the chapter.
- Practical Applications: Virtually every chapter includes a new feature titled Preventing Legal Disputes. This feature offers practical advice to business owners and managers on how to avoid legal problems.

FEATURES:

- Critical Thinking/Legal Reasoning Emphasis: Unit-ending "Extended Case Study" features are designed to help the students develop skills in the area of legal reasoning.
- Case Enhancements: A majority of the cases and many of the case problems in this edition are new.
- Ethics Integration: Ethical topics and issues coverage includes accounting and professional liabilities as well as social business responsibility discussed in light of the Sarbanes-Oxley Act.
- Applied Focus: "Management Perspectives" pique interest and aid learning by demonstrating the material's practicality. They describe practical issues facing management.
- Cyberlaw Integration: Coverage of Cyberlaw is integrated throughout the text as appropriate, illustrating to students how cyberlaw is based on existing law and existing precedents. "Adapting the Law to the Online
- Student Learning Aids: Each chapter includes a variety of

features designed to help students learn, study, master, and retain the material, including highlighted, numbered examples; chapter learning objectives; review questions; and visual chapter summaries.

CONTENTS:

Part I: THE LEGAL ENVIRONMENT OF BUSINESS. 1. The Legal and Constitutional Environment of Business. 2. Traditional and Online Dispute Resolution. 3. Ethics and Business Decision Making. **Part II: TORTS AND CRIMES.** 4. Torts and Cyber Torts. 5. Intellectual Property and Internet Law. 6. Criminal Law and Cyber Crimes. **Part III: CONTRACTS.** 7. Nature and Classification. 8. Agreement and Consideration. 9. Capacity and Legality. 10. Defenses to Contract Enforceability. 11. Third Party Rights and Discharge. 12. Breach and Remedies. 13. E-Contracts and E-Signatures. **Part IV: SALES AND LEASE CONTRACTS.** 14. The Formation of Sales and Lease Contracts. 15. Title and Risk of Loss. 16. Performance and Breach of Sales and Lease Contracts. 17. Warranties and Product Liability. **Part V: NEGOTIABLE INSTRUMENTS.** 18. Negotiability, Transferability, and Liability. 19. Checks and Banking in the Digital Age. **Part VI: DEBTOR-CREDITOR RELATIONSHIPS.** 20. Security Interests in Personal Property. 21. Creditors' Rights and Bankruptcy. **Part VII: EMPLOYMENT RELATIONS.** 22. Agency Relationships. 23. Employment Law and Immigration. **Part VIII: BUSINESS ORGANIZATIONS.** 24. Sole Proprietorships, Partnerships, and Limited Liability Companies. 25. Corporate Formation, Financing, and Termination. 26. Corporate Directors, Officers, and Shareholders. 27. Investor Protection, Insider Trading and Corporate Governance. **Part IX: PROPERTY AND ITS PROTECTION.** 28. Personal Property and Bailments. 29. Real Property and Landlord-Tenant Law. 30. Insurance, Wills, and Trusts. **Part X: SPECIAL TOPICS.** 31. Liability of Accountants and Other Professionals. 32. International Law in a Global Economy. Appendices.

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BUSINESS LAW – SURVEY**New Edition!****IE****21ST CENTURY BUSINESS SERIES:
BUSINESS LAW, 2E***John E. Adamson, Southwest Missouri State University*

The 21ST CENTURY BUSINESS SERIES, 2E is an innovative instructional program providing instructors with the greatest flexibility to deliver business content using a modular format. Instructors can create their own business courses by combining several Learner Guides in the Series to form one-semester or two-semester courses. The individual Learner Guides can also be used as enhancements to more traditional business courses or to tailor new courses to meet emerging needs. The BUSINESS LAW LEARNER GUIDE covers today's most relevant business topics including disposition of property after death or divorce. Short case studies followed by critical thinking questions are included in each chapter allowing students to demonstrate their grasp on each chapter's topic.

FEATURES:

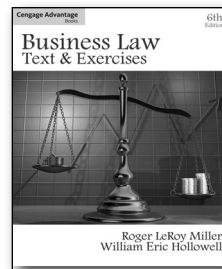
- NET Bookmarks – an engaging feature that provides chapter-related activities for students to complete using information found on the Internet.
- Career information in each respective area including green industry jobs and areas that fall under the 16 Career Clusters.
- Career information in each respective area including green industry jobs and areas that fall under the 16 Career Clusters.
- Relevant information on working in a global business environment.
- A Teamwork feature focusing on the importance of teamwork in today's business environment.
- Information on technical innovation and how it affects the business world.
- An Ethical Dilemma question at the end of each chapter assessment allowing students to figure out how to handle many situations that arise in today's business landscape.

CONTENTS:

1. LAW AND JUSTICE. Law, Justice, and Ethics. Types of U.S. Law. Federal and State Legal Systems. **2. LAW OF CONTRACTS.**

Contract Law Basics. Offer and Acceptance. Capacity to Contract. Legality of Contracts. **3. THE LAW OF PROPERTY.** Introduction to Property. Real Property. Bailments. Intellectual Property. **4. EMPLOYMENT LAW.** Agency and Principles. Employer-Employee Relations. Employment Regulations. **5. BUSINESS ORGANIZATIONS.** Sole Proprietorships. Partnerships. Corporations: Basics and Types. Corporations: Creation and Termination. **6. LAW AND FINANCE.** Commercial Paper. Secured Transactions. Debtor-Creditor Rights and Bankruptcy.

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**New Edition!****BUSINESS LAW, TEXT AND EXERCISES, 6E***Roger Miller, Institute for University Studies, Arlington, Texas; William E. Hollowell, Institute For University Studies, Arlington, Texas*

Concise, straightforward, and student-friendly, BUSINESS LAW: TEXT AND EXERCISES captures basic business law in a practical manner. The Sixth Edition is specifically designed to help readers master the legal concepts and doctrines presented, and to give experience in applying basic legal principles to common business situations. Hypothetical examples are used for illustration rather than real court cases.

NEW TO THIS EDITION:

- Linking the Law to Your Career: Concluding selected chapters, this new feature ties the chapter material to real-world situations students may encounter in the business world.
- Summaries Linked to Outcomes: The Chapter Summaries now specifically identify, and are linked to, the "Learning Outcomes" at the beginning of the chapters.
- Easily Identifiable Examples: Integrated throughout the chapters, examples are now highlighted and numbered to help clarify and locate the legal concepts that are covered.
- GamePoints and RockOn: These scenarios ask students to apply chapter content to a hypothetical situation revolving around electronic games or set in the music and entertainment industry.

FEATURES:

- Exhibits: The exhibits, shown in graphic or summary form, help students grasp the essential concepts pertaining to a specific area of the law or legal doctrine.
- Business Orientation: Since most students will be entering the

business world, many of the “In Your Courtroom” features and in-text examples have a business orientation.

- In the Courtroom: Three to six case examples are used to illustrate the point of law being discussed throughout each chapter. Each chapter includes one “In the Courtroom” example that is based on an actual case. Case citations for these cases are available in the Instructor’s Manual.
- Facing a Legal Problem: Each chapter begins with an appropriate and straightforward legal problem. At the end of each chapter, “Answering the Legal Problem” repeats and then answers the legal problem.
- End-of-chapter Problems: Each chapter concludes with two or three hypothetical case problems and one or more actual case problems, enabling students to check their comprehension of the material.
- Work Sets: A set of true/false and multiple-choice questions at the end of each chapter allows students to test their understanding of the chapter content. “Issue Spotters” are also included at the end of the Work Sets, providing hypothetical fact problems and black letter law questions on key issues.
- Summaries linked to Outcomes. The Chapter Summaries now specifically identify, and are linked to, the “Learning Outcomes” at the beginning of the chapters.

CONTENTS:

Unit 1: THE LAW AND OUR LEGAL SYSTEM. 1. Introduction to the Law and Our Legal System. 2. Ethics. 3. The Role of Courts in Our Legal System. 4. Constitutional Law. 5. Torts and Cyber Torts. 6. Intellectual Property. 7. Criminal Law. **Unit 2: CONTRACTS.** 8. Introduction to Contracts. 9. Offer and Acceptance. 10. Consideration. 11. Capacity. 12. The Legality of Agreements. 13. Mistakes and Other Contract Defects. 14. Written Contracts. 15. Third Party Rights. 16. Contract Discharge and Remedies. 17. E-Contracts. **Unit 3: SALES AND LEASES.** 18. Introduction to Sales and Lease Contracts. 19. Title and Risk of Loss. 20. Performance and Breach. 21. Warranties and Product Liability. 22. Consumer Protection. **Unit 4: NEGOTIABLE INSTRUMENTS.** 23. The Essentials of Negotiability. 24. Transferability and Liability. 25. Checks, the Banking System, and E-Money. **Unit 5: AGENCY AND EMPLOYMENT.** 26. Agency. 27. Employment Law. 28. Discrimination and Labor Law. **Unit 6: BUSINESS ORGANIZATIONS.** 29. Sole Proprietorships, Partnerships, and Limited Liability Companies. 30. Formation and Termination of a Corporation. 31. Ownership and Management of a Corporation. **Unit 7: CREDIT AND RISK.** 32. Secured Transactions. 33. Creditors’ Rights and Remedies. 34. Bankruptcy. 35. Insurance. **Unit 8: PROPERTY.** 36. Personal Property and Bailments. 37. Real Property. 38. Landlord and Tenant. 39. Wills and Trusts. **Unit 9: SPECIAL TOPICS.** 40. Administrative Law. 41. Antitrust. 42. International Law.

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INTRODUCTION TO BUSINESS LAW, 3E

Jeffrey F. Beatty, Boston University; Susan S. Samuelson, Boston University

In a cost-effective, manageable format, INTRODUCTION TO BUSINESS LAW, Third Edition presents the full range of business law topics in a series of fast-paced, brief chapters. Developed with business students in mind and filled with intriguing stories, you’ll find this text easy to read and hard to put down. Reviewing for exams has never been easier with the built-in, end-of-chapter study guide that will save you time and help you master key concepts.

NEW TO THIS EDITION:

- A SHORTER, GREATLY REWRITTEN EDITION--Based on feedback from instructors throughout the country, the 3rd Edition offers concise, yet complete, coverage in 32 brief chapters and in just 600 pages. The revised table of contents includes two chapters on torts; three on contracts; one each on negotiable instruments, agency, consumer law, environmental law, employment law, employment discrimination law, estate planning, and insurance; as well as four chapters on business organization and three on property.
- NEW “EXAM STRATEGY” FEATURES INTERSPERSED THROUGHOUT THE BOOK--Offering many practical examples and applications that help students learn the critical thinking process necessary to apply the law, these new features are organized into a “Question–Strategy–Result” format helping students to effectively analyze legal situations.
- NEW “EXAM REVIEW” SECTIONS AT THE END OF EVERY CHAPTER--Providing a comprehensive study tool for students, these sections include a review of key concepts; “Exam Strategy” exercises; a “Practical Exam” that includes matching, true/false, and multiple-choice questions; and thought-provoking, short-answer questions.
- NEWLY HIGHLIGHTED KEY TERMS--Definitions of key terms are now located in the margins for greater emphasis and ease of use.

FEATURES:

- CONCISE, YET COMPLETE, COVERAGE IN A COST-EFFECTIVE TWO-COLOR FORMAT--Offering concise coverage of the full range of business law topics in just 600 pages with cases summarized clearly in the authors’ own language, students find Beatty and Samuelson’s text the right choice for the one-term course.
- FAST PACED, “BITE-SIZED” CHAPTERS: Brief and dynamic, each chapter is only about 20 pages long. Students find the reading engaging and easy to understand, and they can quickly and easily digest the manageable content of each chapter.
- A UNIQUE CONVERSATIONAL NARRATIVE: This text was developed with business students, not law students, in mind. This text conveys legal material in a conversational style that engages students like no other text.
- A BUILT-IN STUDY GUIDE INCLUDING NEW “EXAM REVIEW”:
The end-of-chapter material is extensive and designed to be

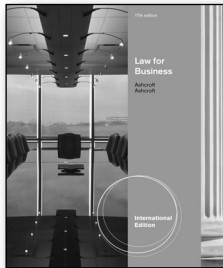
used as a built-in study guide for student review and practice.

- **CRITICAL THINKING FEATURES:** The book's features are integrated into the chapter flow so they are not skipped over as the student is reading.

CONTENTS:

UNIT 1. THE LEGAL ENVIRONMENT. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. Courts, Litigation, and Alternative Dispute Resolution. 4. Constitutional, Statutory, Administrative, and Common Law. 5. Intentional Torts and Business Torts. 6. Negligence and Strict Liability. 7. Criminal Law. 8. International Law. **UNIT 2. CONTRACTS.** 9. Introduction to Contracts. 10. Legality, Consent, Writing. 11. Conclusion to Contracts. 12. Sales and Product Liability. 13. Negotiable Instruments. 14. Secured Transactions. 15. Bankruptcy. **UNIT 3. AGENCY AND EMPLOYMENT LAW.** 16. Agency. 17. Employment Law. 18. Employment Discrimination. 19. Labor Law. **UNIT 4. BUSINESS ORGANIZATIONS.** 20. Starting a Business: LLCs and Other Options. 21. Corporations. 22. Government Regulation: Securities and Antitrust. 23. Accountants' Liability. **Unit 5. PROPERTY AND CONSUMER LAW.** 24. Consumer Law. 25. Environmental Law. 26. Cyberlaw. 27. Intellectual Property. 28. Real Property. 29. Landlord-Tenant Law. 30. Personal Property and Bailment. 31. Estate Planning. 32. Insurance.

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New Edition!

IE

LAW FOR BUSINESS, 17E

John Ashcroft, Member of the Missouri Bar; Janet Ashcroft, Member of the Missouri Bar

LAW FOR BUSINESS, 17e, International Edition offers a practical approach to law that emphasizes current, relevant topics you need to succeed in contemporary business. Cases throughout the text highlight issues such as trademark infringement, computer tampering, pollution, agency, and employment-at-will. Plus, timely coverage of business ethics and the law gives you new insight into recent corporate scandals and indictments. Ashcroft and Ashcroft use short chapters, a four-color design, real-world examples and applications, and integrated learning objectives to make business law approachable and engaging for all students.

NEW TO THIS EDITION:

- New Court Cases have been added to the 17th edition to illustrate today's most compelling business litigations and ethical stands of various entities.
- Up-to-date coverage on the legal consequences of today's financial situation. "Truth in Lending Act," a legislation taking effect in 2010, is one of the many new topics included in the 17th edition.

FEATURES:

- Ethical Points Questions: Brief ethical questions appear in the margins. These questions explore the variety of ethical issues that may arise in business situations. "Ethical Points" highlight pertinent ethical issues, show the relationships between law and ethics, and serve as a basis for class discussion.
- Ethics in Practice: Each text Part ends with an "Ethics in Practice" hypothetical business situation, which asks students to consider the ethical implications. "Ethics in Practice" reinforces the importance of ethical responsibility in today's climate of corporate scandal and recrimination.
- Learning Objectives. Chapters are unified by "Learning Objectives." These provide an integrated learning system that helps students master the material and helps instructors match content to specific learning outcomes. Margin icons indicate where "Learning Objectives" outlined at the beginning of each chapter are first discussed within the body of the chapter, and appear again with the end-of-chapter case problems to explicitly tie assignment material together with the appropriate concept from the chapter.
- Real-World Cases: Every case example, problem, and summary is from an actual U.S. court case. The case summaries in each chapter are very brief, easy-to-understand applications of the concepts, and are carefully chosen to illustrate practical situations the typical student audience for this text can easily relate to or in which they could potentially see themselves in everyday life or on the job.
- Preview Cases: Every chapter begins with a "Preview Case" to capture student interest and introduce the issues to be discussed. Each "Preview Case" ends with a question that is answered in the boxed feature, called "Preview Case Revisited," when that topic appears in the chapter sequence.

CONTENTS:

PART I: THE LEGAL SYSTEM AND THE LEGAL ENVIRONMENT OF BUSINESS. 1. Introduction to Law. 2. Courts and Court Procedure. 3. Business Torts and Crimes. 4. Government Regulation of Business. **PART II: CONTRACTS.** 5. Nature and Classes of Contracts. 6. Offer and Acceptance. 7. Capacity to Contract. 8. Consideration. 9. Defective Agreements. 10. Illegal Agreements. 11. Written Contracts. 12. Third Parties and Contracts. 13. Termination of Contracts. **PART III: PERSONAL PROPERTY.** 14. Nature of Personal Property. 15. Special Bailments. **PART IV: SALES.** 16. Sales of Personal Property. 17. Formalities of a Sale. 18. Transfer of Title and Risk in Sales Contracts. 19. Warranties, Product Liability, and Consumer Protection. **PART V: NEGOTIABLE INSTRUMENTS.** 20. Nature of Negotiable Instruments. 21. Essentials of Negotiability.

22. Promissory Notes and Drafts. 23. Negotiation and Discharge. 24. Liabilities of Parties and Holders in Due Course. 25. Defenses. **PART VI: AGENCY AND EMPLOYMENT.** 26. Nature and Creation of an Agency. 27. Operation and Termination of an Agency. 28. Employer and Employee Relations. 29. Employees' Rights. 30. Labor Legislation. **PART VII: BUSINESS ORGANIZATION.** 31. Introduction to Business Organization. 32. Creation and Operation of a Partnership. 33. Dissolution of a Partnership. 34. Nature of a Corporation. 35. Ownership of a Corporation. 36. Management and Dissolution of a Corporation. **PART VIII: RISK-BEARING DEVICES.** 37. Principles of Insurance. 38. Types of Insurance. 39. Security Devices. 40. Bankruptcy. **PART IX: REAL PROPERTY.** 41. Nature of Real Property. 42. Transfer of Real Property. 43. Real Estate Mortgages. 44. Landlord and Tenant. 45. Wills, Inheritances, and Trusts.

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BUSINESS LAW – UK

BUSINESS LAW, 8E

Keith Abbott, Solicitor, educational consultant and registered inspector ; Norman Pendlebury, Southampton Institute of Higher Education ; Kevin Wardman, Liverpool John Moores University

Since its first edition, the main purpose of this book has been to fulfil the needs of students taking any introductory law course. It is therefore widely used on, for example, Association of Accounting Technicians (AAT), Institute of Legal Executives (ILEX) and Institute of Credit Management (ICM) courses. It is also very relevant for the GNVQ Business Law option, undergraduate business and business-related courses such as accounting, and professional courses such as those offered by the ACCA, CIMA, and ICSA. It offers a straightforward exposition of the law, and is examination oriented, with Coursework Questions at the end of each Part of the book (answers are provided at the end of the book). There are chapters on examination technique and learning law at the beginning of the book.

The bulk of the text is devoted to the presentation of legal rules in a straightforward style and format which will help students understand the subject, assimilate the necessary facts and achieve success in examinations. In addition there are introductory chapters on Learning Methods and Examination Technique and 60 past examination questions with suggested answers. There is also an Appendix of questions without answers. Lecturers who recommend the book as a course text may obtain answers to these questions free of charge from the publishers.

FEATURES:

- Comprehensive coverage with examination orientated approach
- Covers syllabus requirements of leading professional bodies
- Gives introductory coverage of specialised subjects such as Health and Safety Law, Intellectual Property, Property Law, Trusts, Bankruptcy, Meetings
- Updated for developments in case law, statutes and Regulations over the last four years including:
 - The Treaty of Nice 2003,
 - The Criminal Justice Act 2003,
 - The Woolf Reforms 1999,
 - The Constitutional Reform Bill 2004,
 - The Employment Act 2002,
 - The Sale & Supply of Goods to Consumers Regulations 2002,
 - The Consumer Credit Act 2006,
 - The Company Law Reform Bill 2006,
 - The Amendments to the Sex Discrimination Act 1975 with regard to sexual and racial harassment and gender re-assignment,
 - The Employment Equality (Age) Regulations 2006,
 - The Equality Regulations on sexual orientation, religion or belief 2003
- Companion Website containing answers to questions at the end of the book for lecturer's use; MCQ questions; Scottish Law Supplement indicating variations in the law in the book in the Scottish jurisdiction; Northern Ireland Supplement indicating variations in the law in the book in the NI jurisdiction

CONTENTS:

1. Methods of Learning. 2. Examination Technique. **PART I: THE ENGLISH LEGAL SYSTEM.** 3. Introduction. 4. The Main Sources of English Law. 5. The Subsidiary Sources of Law. 6. English Legal History. 7. The Courts. 8. Tribunals and Arbitration. 9. The Personnel of the Law. 10. Procedure and Evidence. 11. The Law of Persons. 12. Property Law. **PART II: THE LAW OF CONTRACT.** 13. The Formation of a Contract. 14. Capacity to Contract. 15. Form of Contracts. 16. The Contents of Contracts. 17. Vitiating Factors. 18. Discharge of Contracts. 19. Remedies for Breach of Contract. 20. Privity of Contract. **PART III: THE LAW OF TORTS.** 21. The Nature of a Tort. 22. General Defences. 23. Capacity. 24. Negligence. 25. Strict Liability. 26. Nuisance. 27. Trespass and Conversion. 28. Defamation. 29. Remedies and Limitation Periods. **PART IV: COMMERCIAL LAW.** 30. Agency. 32. Competition Policy. 33. Consumer Credit. 34. Insurance. 35. Patents, Copyright, Trade Marks and Passing Off. 36. The Data Protection Act 1998. 37. Regulatory Bodies 341. **PART V: COMPANY LAW AND PARTNERSHIPS.** 38. Non Corporate Bodies. 39. Corporate Bodies. 40. The Memorandum and Articles of Association. 41. Share Capital. 42. Loan Capital. 43. Membership and Minority Protection. 44. Directors and the Secretary. 45. Auditors and Investigations. 46. Meetings, Resolutions and Publicity. 47. Reconstructions, Mergers and Takeovers. 48. Liquidation, Administration and Receivership. **PART VI: EMPLOYMENT LAW.** 49. Employees and Independent Contractors. 50. The Contract of Employment. 51. The Common Law Duties of an Employee. 52. Duties of an Employer. 53. Wages. 54. Maternity Rights. 55. Discrimination. 56. Termination of Contracts of Employment. 57. Redundancy. 58. Social Security. 59. Industrial Injuries: Employer's Liability. 60. Health and Safety

at Work. 61. Institutions and Tribunals. 62. Trade Unions.

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BUSINESS LAW

Jon Rush, *Practising Lawyer and Freelance Legal Journalist*; Mike Otley, *University of Greenwich*

This new textbook on business law is aimed primarily at non-law students doing the law element of a business studies course. It is written in everyday language that minimizes legal jargon, and links in to contemporary issues in business and the law using modern cases as well as time-honoured precedent. The book focuses on a core range of key topics, the depth of coverage of which has been determined by extensive research. In this way the book is of a manageable length and devotes more than usual space to examples and clear explanations of the law. Business Law is divided into seven main sections covering: the English legal system; contract law; tort; supply of goods and services; company law; consumer, employment and agency law; and a final revision section. There is a linking website which provides additional learning support for students and lecturers.

FEATURES:

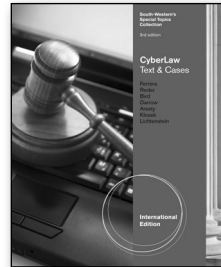
- Clear explanations with particular attention paid to areas that students traditionally find difficult o More “joined-up” structure to help students develop a better understanding of how different topics are linked
- Up to date cases/examples so that students develop a better appreciation of how the law is relevant in a modern business context
- An innovative Test Your Understanding section at the end of the book, which basically summarises the main points of the book for students, and provides quizzes with answers that students can use to test their knowledge
- A companion website containing: PowerPoint slides; “Outline approaches” to questions set in the main textbook that do not have them provided in the main textbook; multiple choice question test for students’ use, the aim of which is to review and test the main ideas in each chapter; update Bulletins noting major common law, statutory and constitutional developments posted twice a year; glossary of terms
- More “joined-up” structure to help students develop a better understanding of how different topics are linked

CONTENTS:

Part 1: English Legal System. Part 2: Contract. Part 3: Tort. Part 4: Supply Of Goods/Services. Part 5: Company Law. Part 6: Consumer, Employment And Agency Law. Part 7: Test Your Understanding.

©2006, 416pp, Softcover, 9781844801732, Cengage Learning EMEA

CYBERLAW



New Edition!

IE

CYBERLAW, 3E

Text and Cases

Gerald R. Ferrera, *Bentley University*; Margo E. K. Reder, *Boston College*; Stephen D. Lichtenstein, *Bentley University*; Robert Bird, *University of Connecticut*

Modern business leaders need knowledge and agility to navigate the ever-evolving legal world of e-commerce, and the third edition of CYBERLAW: TEXT & CASES, 3e, International Edition gives them both. Delivered in an entrepreneurial style, the text takes students through the complete business lifecycle—from idea to operation to dissolution—while examining the legal, managerial, and ethical issues affecting technology at each stage. Excerpted cases thoroughly explain the law in every chapter, while a running case about Google enlightens students with the real-world legal implications of running a technology company today.

NEW TO THIS EDITION:

- Updated and refined, CYBERLAW: TEXT & CASES, International Edition provides in-depth coverage of ever-changing technology laws—including patents, trade secrets, and international cyberlaw—while security and crime-related topics have been streamlined to make room for more current issues.
- NEW Chapter 2: Innovations and Inventions: Spark student curiosity with a new chapter on business asset development. Business models created around new inventions and innovation can generate extreme outcomes, and this fascinating chapter with its carefully selected cases on business start-ups will show students why.
- NEW Chapter 3: Financing and Exit Strategies: Illustrate the technology company’s typical lifecycle from start-up to a change in control or even dissolution. This easy-to-understand chapter presents new material on financing and exit strategies from the strategic and legal perspectives, and introduces equity and other types of financing, forms of organization, roles of directors and officers, and more.
- NEW Chapter 10: Employment: Demonstrate the vital importance of human capital to technology companies with this new chapter on employment-related issues. In addition to retaining a highly skilled, mobile workforce, this chapter addresses executive compensation, non-disclosure, and stock

options, as well as foreign employees (under visa programs), sub-contractors, unpaid interns, and other special status workers.

- NEW Running Google Case: Address fourteen technology-related legal matters with a single, thought-provoking case—which spans the entire text! Each chapter details a separate legal issue and how Google dealt with it to their advantage or otherwise. Students will see how a law can affect a single company in multiple ways, and develop a deeper understanding of the complexities of cyberlaw.

FEATURES:

- Case Analysis and Interpretation: Help students develop analytical skills with excerpts from actual legal cases in each chapter. Written in the language of the Court, these cases demonstrate how the laws impact real businesses, along with the logic applied in the rulings.
- Ethical Considerations of Business: In-chapter cases and end-of-chapter questions allow students more practice at this critical skill, and help them assess the issues with an open mind.
- Manager's Checklist: Develop students into more perceptive business managers with this helpful section, which offers methods for spotting important issues and complying with complex technology laws, while avoiding common pitfalls.
- Critical Thinking Skills: Carefully selected to provide a cross-section of issues, these end-of chapter assignments let students practice and develop the critical thinking skills that hiring managers look for.

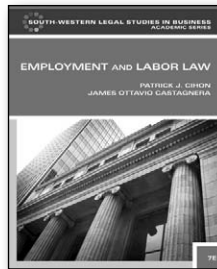
CONTENTS:

PART I: INTRODUCTION TO CYBERLAW. 1. Introduction to CyberLaw for Business: Text and Cases. 2. Innovations and Inventions. 3. Financing and Exit Strategies. **PART II: INTELLECTUAL PROPERTY ISSUES IN CYBERSPACE.** 4. Trademarks. 5. Copyright. 6. Patents. 7. Trade Secrets. **PART III: BUSINESS AND FINANCIAL ISSUES IN CYBERSPACE.** 8. Jurisdiction. 9. Contracts. 10. Employment. 11. Regulation. **PART IV: SPECIAL ISSUES IN CYBERSPACE.** 12. Privacy. 13. Security and Crime. 14. International CyberLaw.

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EMPLOYMENT AND LABOR LAW

New Edition!



EMPLOYMENT AND LABOR LAW, 7E

Patrick J. Cihon, Syracuse University; James Ottavio Castagnera, Pinnacle Employment Law Institute @ Rider University

A comprehensive introduction to employment and labor relations law, EMPLOYMENT AND LABOR LAW is ideal for non-legal students and professionals. Excerpts from real case law throughout the book illustrate how labor-related disputes arise and get resolved in the courts. And, eye-opening chapter features like The Working Law and Ethical Dilemma demonstrate how labor legislation and ethical decision-making can impact companies today. Complete with the most up-to-date information on the ADA Amendments Act, ERISA Amendments under the Obama Administration's 2009 economic stimulus plan, the Lilly Ledbetter Fair Pay Act, and much more, no other book combines such balanced coverage with an accessible, reader-friendly approach.

NEW TO THIS EDITION:

- THREE NEW CHAPTERS. In order to provide students with a better foundation, the NEW OVERVIEW OF EMPLOYMENT LAW chapter details how employment law has developed over time and where it's heading under the Obama Administration. Also, of growing interest to students, the NEW EMPLOYEE PRIVACY RIGHTS IN THE 21ST CENTURY chapter explores the often controversial issues of employee privacy including the recent Quon case regarding text messaging. Finally, as business models shift to being more and more global, the NEW INTERNATIONAL EMPLOYMENT LAW AND AMERICAN IMMIGRATION POLICY chapter has been added to explore the issues of international law and immigration that are increasingly important.
- Case Treatment. New summarized cases, in which the authors outline the facts, issue, and decision of a real case in their own words, have been added to provide more case illustrations that are student-friendly.
- Concept Summaries. Concept Summaries have been added throughout each chapter to outline the main legal principles illustrated.
- Key Terms. To reinforce the terminology and legal concepts

illustrated throughout the chapter, a new Key Terms section, with page references, has been added to the end of the chapter.

- End of Chapter Problem Types. Each chapter now contains nearly 50% more problems including 5 short answer questions regarding chapter comprehension, 10 case problems based on real cases, and 5 hypothetical scenarios to provide students an opportunity to critically analyze real life situations without a case citation reference

FEATURES:

- Current and Balanced Coverage. This text offers a comprehensive balance of both employment law and labor law topics and includes up to date information regarding the ADA Amendments Act, the 2008 Amendments to ERISA under ARRA, the Lilly Ledbetter Act, and more.
- The Working Law. This feature demonstrates the relevance of employment and labor law in today's business world.
- Ethical Dilemma. This feature challenges students to respond to situations that involve ethical behavior.
- Versatile End of Chapter Assignments. Short answer questions and hypothetical scenarios, combined with updated case problems, offer professors a variety of ways to engage students and measure comprehension.
- Offer the most current and balanced coverage of Labor and Employment law topics available, such as up-to-date information on the ADA Amendments Act, the 2008 Amendments to ERISA under ARRA, the Lilly Ledbetter Act, and more.

CONTENTS:

PART 1: COMMON-LAW EMPLOYMENT ISSUES. 1. First the Forest, Then the Trees: An Overview of Employment and Labor Law. 2. Employment Contracts and Wrongful Discharge. 3. Commonly Committed Workplace Torts. 4. Employee Privacy Rights in the 21st Century. 5. The Global Perspective: International Employment Law and American Immigration Policy. **PART 2: EQUAL EMPLOYMENT OPPORTUNITY.** 6. Title VII of the Civil Rights Act and Race Discrimination. 7. Gender and Family Issues: Title VII and Other Legislation. 8. Discrimination Based on Religion and National Origin; Procedures under Title VII. 9. Discrimination Based on Age. 10. Discrimination Based on Disability. 11. Other EEO and Employment Legislation: Federal and State Laws. **PART 3: LABOR RELATIONS LAW.** 12. The Rise of Organized Labor and Its Regulatory Framework. 13. The Unionization Process. 14. Unfair Labor Practices by Employers and Unions. 15. Collective Bargaining. 16. Picketing and Strikes. 17. The Enforcement and Administration of the Collective Agreement. 18. The Rights of Union Members. 19. Public Sector Labor Relations. **PART 4: EMPLOYMENT LAW ISSUES.** 20. Occupational Safety and Health. 21. The Employee's Safety Nets: Unemployment and Workers' Compensation, Social Security and Retirement Plans. 22. The Fair Labor Standards Act.

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INTERNATIONAL BUSINESS LAW



New Edition!

IE

INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT, 8E

Richard Schaffer, Professor Emeritus, Appalachian State University; Beverley Earle, Bentley College

This book centers on the transactional side of international business—both public and private—while delivering comprehensive coverage of the legal, cultural, political, economic, and ethical issues global business managers face. From managing trade risks in goods and services to protecting and licensing intellectual property, it addresses the most important and emerging issues with cutting-edge cases and real-world examples, relevant end-of-chapter questions, managerial problems, and ethics activities. Students will especially engage with the text's discussions on the special challenges of doing business in developing countries and non-market-economies where unique political and economic issues arise.

NEW TO THIS EDITION:

- New Cases and Case Questions: New cases have been added throughout to illustrate the issues in the most current contexts, while every in-text case now concludes with a short set of questions for students to test their comprehension as they progress through the chapters.
- Expanded Ethics Coverage: Now included in all 22 chapters, the Ethical Considerations exercises ask students to consider the repercussions of their decisions as future international business leaders.

FEATURES:

- Student-Friendly Approach: Newly redesigned to be easier to understand, the text's structure and writing deliver all the essential course material without overwhelming students.
- Ethical Considerations: Challenge students to evaluate the ethical and moral side of decisions, along with their impact on stakeholders, with real-world scenarios that help develop critical thinking skills.
- Extensive Consumer Law Coverage: Fascinate students with legal issues they encounter in their own lives with thorough

coverage of products liability and other prevalent causes of action in consumer law.

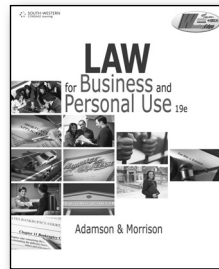
- Landmark Cases: Known for its comprehensive collection of breakthrough cases from U.S. and foreign courts, along with decisions from the WTO, NAFTA, ICSID, and other international tribunals, the 8th Edition of INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT offers students an incomparable resource in international business law.

CONTENTS:

PART I: THE LEGAL ENVIRONMENT OF INTERNATIONAL BUSINESS. 1. Introduction to International Business.2. International Law and Comparative Legal Systems.3. Dispute Resolution in the Global Marketplace. **PART II: INTERNATIONAL SALES, CREDITS, AND THE COMMERCIAL TRANSACTION.** 4. Contracts for the International Sale of Goods.5. Documentary Transactions and the Risk of Loss.6. Legal Issues in International Transportation.7. Letters of Credit: Law and Banking Practice. **PART III: INTERNATIONAL AND U.S. TRADE LAW.** 8. National Lawmaking Powers and the Regulation of U.S. Trade. 9. GATT and the World Trade Organization: Fundamental Principles. 10. Laws Governing Access to Foreign Markets.11. Exporting to the United States: Import Competition and Unfair Trade Laws. 12. Exporting to the United States: Customs and Tariff Laws.13. Export Regulation and Enforcement. 14. Doing Business Under the North American Free Trade Agreement. 15. Regional Trade Areas in Europe, Africa, the Middle East, and Asia. **PART IV: REGULATION OF THE INTERNATIONAL MARKETPLACE.** 16. International Marketing Law.17. Intellectual Property Law.18. Host Country Takings and Controls on Foreign Direct Investment. 19. Comparative Labor and Employment Law. 20. International Business and Environmental Protection. 21. Competition Law and Business Regulation.

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INTRODUCTION TO LAW



New Edition!

LAW FOR BUSINESS AND PERSONAL USE, 19E

John E. Adamson, Southwest Missouri State University

LAW FOR BUSINESS AND PERSONAL USE, 19E provides instruction on the foundations of business law as well as the application of legal concepts to everyday life.

NEW TO THIS EDITION:

- New lesson on environmental law covers current issues involving the environment and corporate legal responsibility.
- New coverage of parental rights in the family law chapter provides even more information for application of law to personal use.
- New coverage of current topics such as green economy, energy legislation, and social networking provides an up-to-date perspective on the influence of law in students' lives.
- New topics that address the College Level Examination Program (CLEP) help students pass this important exam.

FEATURES:

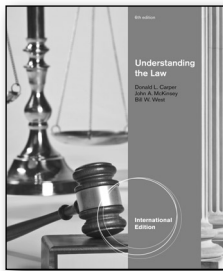
- Mock Trial Prep features in each unit cover court and trial procedures to prepare students to participate in mock trial competition.
- Economic Impact examines recent laws and their effect on the economy.
- Case for Legal Thinking feature allows students to analyze a real case using the concepts covered in the chapter.
- Sports and Entertainment Law feature provides current, engaging real-world cases to reinforce chapter concepts.
- Cyberlaw covers the legal implications of electronics materials and the Internet in business law.
- Entrepreneurs and the Law is an ongoing project that allows students to apply the law to a start-up business.
- A chapter on the foundations of a marriage contract and the legal aspects of divorce provides students with a real-world connection to law.
- Career Clusters present the needed skills, education, work experience, and industry opportunities for a variety of law-related careers.

- Winning Edge prepares students for BPA and FBLA competitive events.

CONTENTS:

Part I: Law, Justice, And You. Part II: Contract Law. Part III: The Law Of Sales. Part IV: Property Law. Part V: Agency And Employment Law. Part VI: Legal Forms Of Business Organization. Part VII Borrowing Money And Paying Bills.

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**New Edition!****IE****UNDERSTANDING THE LAW,
INTERNATIONAL EDITION, 6E**

Donald L. Carper, California State University, Sacramento; John A. McKinsey, College of Business, California State University, Sacramento; Bill W. West, California State University, Sacramento

This popular text discusses how various aspects of the law affect the individual, filling a void for those looking for a more introductory text that covers many of the personal law issues that confront people in their everyday lives. Designed for introductory courses, UNDERSTANDING THE LAW, 6e, International Edition uses hypothetical and real examples to illustrate important points of the law and to inspire lively class discussion. This sixth edition incorporates new coverage of ethical issues and the law. These ethical and moral issues are covered in boxed readings as well as throughout each chapter. This sixth edition continues to incorporate coverage of international and comparative law throughout to give you essential knowledge for today's global marketplace.

NEW TO THIS EDITION:

- **Morals and Ethics Boxes.** This new feature adds an ethical and moral element to the book and to your course. Given that many moral and ethical issues are in the news today, this adds a contemporary approach to the course. This new feature will act as a discussion starter for many important legal issues.
- **Coverage of current topics.** At the request of reviewers, several new topics have been added to the textbook revision. This includes The Patriot Act, technology issues, domestic violence issues, and intellectual property rights.
- **Updated cases.** At the request of the reviewers, newer cases have been introduced throughout the text. Cases have been

updated within chapters 2, 6, 9, 12, and 13. There is a more contemporary focus on home ownership, employee and employer rights, and family law. These topics address some of the recent changes within the economy.

- **Revised Chapter 10, Motor Vehicles and Personal Property.** Chapter 10 has been modified to cover other types of personal property, in addition to motor vehicles. The chapter includes coverage of ownership by possession, production, gift, and inheritance as well as lost, abandoned, and mislaid property.

FEATURES:

- **Consumer Law.** While consumer law was covered in previous editions, the sixth edition continues to incorporate "consumer law" in the appropriate headings to make it more defined where legal topics that concern the consumer are covered.
- **End-of-Chapter Cases.** To help students understand how the legal system applies the law, each chapter concludes with two excerpted cases that relate to the chapter topic(s). The cases are long enough for students to brief. Each case concludes with a "For Critical Analysis" section.
- **End-of-Chapter Questions and Problems.** These offer a mixture of review questions, hypothetical case problems, and problems based on an actual case. The questions provide students with the opportunity to check their comprehension of the material covered in the chapter and to use legal reasoning.
- **Learning Objectives.** Chapter-opening objectives provide the reader with a quick survey of the chapter contents.
- **Margin Definitions.** To help students master the legal terminology, when a new term is introduced it is defined in the text margin.

CONTENTS:

UNIT I: THE LEGAL SYSTEM AND BASIC PRINCIPLES OF LAW. 1. Introduction to Law. 2. Our Constitution. 3. The Court System. 4. Attorney-Client Relationship and Dispute Resolution. 5. Administrative Law. 6. Crimes: Public Wrongs. 7. Torts: Private Wrongs. 8. Contracts: Enforceable Agreements. **UNIT II: APPLICATION OF LAW TO THE INDIVIDUAL.** 9. Family Law. 10. Motor Vehicles and Personal Property. 11. Renters and Landlord. 12. Home Ownership. 13. Employee and Employer Rights and Duties. 14. Wills, Trusts, and Probate.

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LAW OF CONTRACT

ISLAMIC LAW OF CONTRACT

Siti Salwani Razali, International Islamic University Malaysia



This book discusses the elements of contract and the issues in the formation of contract in both Common Law and Islamic Law. Chapters in the book contain all the elements of contract and the issues in contract such as principles of gharar, doctrine of Khiyar and mistake. The author compares and contrasts the issues between Common Law and Islamic Law, citing relevant authorities and cases before providing her own analysis and findings.

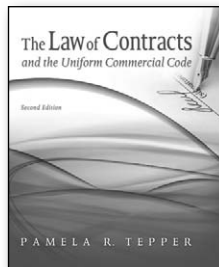
NEW TO THIS EDITION:

- Discusses the elements of contract and the issues in the formation of contract in both Common Law and Islamic Law.
- Written in a very simple language yet the discussion is detailed and extensive.
- Suitable to anyone who wants to know how the law of contract works under Common Law and Islamic Law.

CONTENTS:

1. Introduction.
2. Legal Capacity.
3. The Islamic Doctrine Of Khiyar (Options).
4. Subject Matter (Mahal 'Aqd).
5. The Doctrine Of Mistake (Ghalat).

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New Edition!

THE LAW OF CONTRACTS AND THE UNIFORM COMMERCIAL CODE, 2E

Pamela Tepper, University of the Virgin Islands

THE LAW OF CONTRACTS AND THE UNIFORM COMMERCIAL CODE, second edition provides your students with a practical, understandable and realistic approach to the law of contracts. This book covers all of the important features of common law contracts as well as Article 2 of the Uniform Commercial Code (UCC). Real cases are used to show your students the practical application of the concepts in each chapter and the fact pattern is used throughout the chapter to demonstrate how contracts and their concepts affect our daily lives, often with unusual results. Chapter summaries, review questions, exercises, running glossary, and more help your students to fully grasp this complex area of the law.

NEW TO THIS EDITION:

- New fact patterns, "Just Suppose", drawn from real cases, show your students the practical application of concepts in the chapter.
- Expanded exercise section provides additional opportunities for your students to test their understanding of the concepts in the chapter, engaging them by showing how concepts have both practical and current application.
- More graphics reinforce the content and add more interest to the subject.

FEATURES:

- "TechCheck" and "Cybercises" address technology issues in contracts, such as using electronic signatures, clouding, and outsourcing.
- "Line of Reasoning" feature summarizes relevant cases within each chapter and poses thought-provoking and intriguing questions.
- Comprehensive, accessible coverage of common law contracts and Uniform Commercial Code, Article 2.
- Two chapters on drafting contracts.
- Chapter summaries, review questions, exercises, running glossary, and more help students fully grasp this complex area of the law.
- "Practical Applications" demonstrate the reality of working with contracts and includes comprehensive coverage of cases and examples.

CONTENTS:

PART I: A GENERAL INTRODUCTION TO CONTRACTS. 1. The Nuts and Bolts of Contracts. 2. Contract Basics: An Overview. **PART II: FORMING THE CONTRACTS: THE NECESSARY ELEMENTS.** 3. Formation of a Contract: Offer and Acceptance. 4. Consideration: The Value for the Promise. 5. Mutual Assent of the Parties. 6. Capacity: The Ability to Contract. 7. Legality in Contracts. 8. Proper Form of the Contract: Exploring the Statute of Frauds. **PART III: CONTRACT PERFORMANCE AND REMEDIES.** 9. Performance and Discharge. 10. Remedies in Contract Law. 11. Third Party Contracts. **PART IV: AN INTRODUCTION TO THE UNIFORM COMMERCIAL CODE: ARTICLE 2.** 12. Sales: Article 2 of the Uniform Commercial Code. 13. Performance under Article 2: Seller and Buyer Duties. 14. Title, Risk of Loss, and Warranties. 15. Seller and Buyer Remedies. 16. Contracts and the Internet: Something Borrowed, Something New. **PART V: DRAFTING CONTRACTS.** 17. Drafting a Contract: The Essentials. 18. Drafting a Contract: Specific Provisions. 19. Analyzing a Contracts Problem: Putting Theory into Practice.

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LAW TO ENTREPRENEURS**New Edition!****IE****THE ENTREPRENEUR'S GUIDE TO BUSINESS LAW, 4E**

Constance E. Bagley, Yale School of Management

The 4th Edition of THE ENTREPRENEUR'S GUIDE TO BUSINESS LAW, International Edition takes students through the various stages of starting a business—from start-up and growth to an initial public offering—while highlighting the legal preparations and pitfalls that go along with them. Start-ups experience legal issues unlike those of mature companies, and this text offers seventeen chapters of advice and strategies for recognizing and managing them. Appropriate for both undergraduate and graduate coursework, this newly updated edition presents traditional topics, such as the cyclical nature of business, international issues, contract law, and bankruptcy, as well as more current issues like clean energy, e-commerce, and the effects of the recent recession

on entrepreneurship.

NEW TO THIS EDITION:

- Clean Energy: Engage students who are interested in creating green collar jobs with updates throughout the text that reflect sweeping changes in the laws surrounding photovoltaics and clean energy technology in general.
- Boards of Directors: Examine up-to-the minute, hot issues such as recent litigation involving Citigroup in which the independent directors were not held liable for failing to anticipate the crash of the subprime mortgage market.
- Many New “From the Trenches”: Illustrate the most current issues with new boxed features about the Uniform Electronics Act, recent litigation surrounding the contraceptive Yaz, California's new Song-Beverly Act, a Nissan case involving the Magnuson-Moss Warranty Act, the Sarbanes-Oxley Act, and others.

FEATURES:

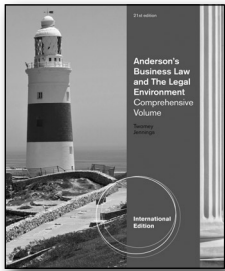
- Employment, Covenants, and Discrimination: Introduce students to the myriad legal issues in employment today, such as covenants not to compete, independent contractor status, actionable activities under Title VII, governmental bodies as sources of public policy, and substance abuse in employment discrimination.
- Bankruptcy: Demonstrate the dangers and complexities of creditor's rights and bankruptcy with the Supreme Court's treatment of nonexclusive patent licenses where the debtor company is the licensee.
- Boxed Features: Found throughout the book, these “From the Trenches” boxes include fascinating examples from successful entrepreneurs and venture capitalists. Many based on actual cases, they help students avoid the traps that others failed to recognize.
- “Putting it into Practice” Example: Based on a hypothetical, clean-technology company, this example spans the entire text and follows an entrepreneur through the phases of starting a new venture. As they practice spotting legal issues and outlining solutions in this example, students grow more prepared for a future in business ownership.
- “Getting It in Writing” Section: Give students the practice they need preparing essential legal documents with the samples provided in this feature, such as a venture capital term sheet and an independent contractor services agreement.

CONTENTS:

1. Taking the Plunge. 2. Leaving Your Employer. 3. Selecting and Working with an Attorney. 4. Deciding Whether to Incorporate. 5. Structuring the Ownership. 6. Forming and Working with the Board. 7. Raising Money & Securities Regulation. 8. Marshaling Human Resources. 9. Contracts and Leases. 10. E-Commerce and Sales of Goods and Services. 11. Operational Liabilities & Insurance. 12. Creditor's Rights and Bankruptcy. 13. Venture Capital. 14. Intellectual Property and Cyberlaw. 15. Going Global. 16. Buying and Selling a Business. 17. Going Public.

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LEGAL ENVIRONMENT OF BUSINESS



New Edition!

IE

ANDERSON'S BUSINESS LAW AND THE LEGAL ENVIRONMENT: COMPREHENSIVE, 21E

David Twomey, Boston College; Marianne M. Jennings, Arizona State University

In addition to preparing you to ace your business law course, *ANDERSON'S BUSINESS LAW AND THE LEGAL ENVIRONMENT, COMPREHENSIVE VOLUME, 21e, International Edition* provides information and resources to assist you in studying for the CPA exam. This #1 summarized case business law text on the market today helps you grasp key legal concepts and principles by reinforcing your understanding through applications and examples of real-world dilemmas, issues, and problems. Current, comprehensive, easy-to-understand and fascinating to read, *ANDERSON'S BUSINESS LAW* will help you prepare you for class and give you all the resources you need to succeed in your business law course.

NEW TO THIS EDITION:

- **Help Students Make the Connection:** The end of chapter material, now titled Make the Connection, has been improved to help students better see and understand the relationship between legal concepts and their application in real-life situations. This section now includes a Chapter Summary, Learning Outcomes, Key Terms, Questions and Case Problems, and CPA Questions.
- **Improve Student Retention:** Using examples from the chapter, students will learn and retain key legal concepts with the new Learning Outcomes found at the end of each chapter.
- **Bring Current Events into Your Classroom:** UPDATES and new information in EVERY chapter, as well as Weekly Updates featuring new cases, business events, and changing laws and regulations—by author Marianne Jennings—posted to the Book Companion Website.
- **Enhanced Instructor Resources:** Updated for this new edition, the Instructor's Manual with Test Bank is filled with instructor insights, teaching strategies, chapter outlines, transparency integration notes, and more.

FEATURES:

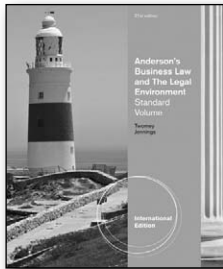
- The book's nationally-praised student friendly coverage draws on the authors' vast combined teaching expertise. The active, lucid writing style features appropriate depth of explanation; interesting, timely summarized cases; and real-world examples to make learning exciting and easier for students.
- Effective in-text study tools include a consistently organized outline format for each chapter heading (helping students better organize and retain the content as they read) and "Thinking Things Through" sections that help them apply the law they have learned from the chapter narrative and summarized cases to other cases that vary slightly from the summarized cases in the chapters.
- "Ethics & the Law" vignettes are integrated throughout each chapter and are accompanied by questions that encourage students to think critically about ethical issues facing well known corporations and public figures in actual business dilemmas.
- "Sports and Entertainment Law" features apply business law concepts to sports and entertainment stories appearing in current news, effectively clarifying legal concepts with real-world material that piques student interest.
- "LawFlix" features connect business law concepts to feature films—so students begin noticing examples of business law concepts in every film they see. (Can be used with the Business Law Digital Video supplement. Online access is available for packaging with each student text.)
- The book's effectively organized "Summarized Cases" include simple case summaries with "Facts and Decisions" in the authors' words, as well as the strongest, most relevant selection of cases for easy student comprehension and the clearest application of concepts.
- A CPA icon located in the margins throughout the book clearly identifies business law content that is covered on the CPA exam—helping students to efficiently prepare for the CPA exam.

CONTENTS:

Standard Volume contains Chapters 1-40. **PART 1: THE LEGAL AND SOCIAL ENVIRONMENT OF BUSINESS.** 1. The Nature and Sources of Law. 2. The Court System and Dispute Resolution. 3. Business Ethics, Social Forces, and the Law. 4. The Constitution as the Foundation of the Legal Environment. 5. Government Regulation of Competition and Prices. 6. Administrative Agencies. 7. The Legal Environment of International Trade. 8. Crimes. 9. Torts. 10. Intellectual Property Rights and the Internet. 11. Cyber law. **PART 2: CONTRACTS.** 12. Nature and Classes of Contracts: Contracting on the Internet. 13. Formation of Contracts: Offer and Acceptance. 14. Capacity and Genuine Assent. 15. Consideration. 16. Legality and Public Policy. 17. Writing, Electronic Forms, and Interpretation of Contracts. 18. Third Persons and Contracts. 19. Discharge of Contracts. 20. Breach of Contract and Remedies **PART 3: SALES AND LEASES OF GOODS.** 21. Personal Property and Bailments. 22. Legal Aspects of Supply Chain Management. 23. Nature and Form of Sales. 24. Title and Risk of Loss. 25. Product Liability: Warranties and Torts. 26. Obligations and Performance. 27. Remedies for Breach of Sales Contracts. **PART 4: NEGOTIABLE INSTRUMENTS.** 28. Kinds of instruments, parties, and

negotiability. 29. Transfers of negotiable instruments and warranties of parties. 30. Liability of the parties under negotiable instruments. 31. Checks and funds transfers. **PART 5: DEBTOR-CREDITOR RELATIONSHIPS.** 32. Nature of the Debtor/Creditor Relationship. 33. Consumer protection. 34. Secured transactions in Personal Property. 35. Bankruptcy. 36. Insurance. **PART 6: AGENCY AND EMPLOYMENT.** 37. Agency. 38. Third persons in agency. 39. Regulation of employment. 40. Equal employment opportunity law. **PART 7: BUSINESS ORGANIZATIONS.** 41. Types of business organizations. 42. Partnerships. 43. LPs, LLCs, and LLPs. 44. Corporation Formation. 45. Shareholder rights in corporations. 46. Securities regulation. 47. Accountants' liability and malpractice. 48. Management of corporations. **PART 8: REAL PROPERTY AND ESTATES.** 49. Real property. 50. Environmental law and land use controls. 51. Leases. 52. Decedents' estates and trusts.

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New Edition!

IE

ANDERSON'S BUSINESS LAW AND THE LEGAL ENVIRONMENT: STANDARD VOLUME, 21E

David Twomey, Boston College; Marianne M. Jennings, Arizona State University

ANDERSON'S BUSINESS LAW AND THE LEGAL ENVIRONMENT, STANDARD VOLUME, 21, International Edition is a briefer version of the business law market's #1 summarized case text (does not include the parent book's Parts 7 & 8 on Business Organizations and Real Property). Updated throughout, the 21st Edition of this time-tested and proven text presents exceptionally clear discussions of law at the right level of detail for the typical undergraduate student—offering the comprehensive coverage you require without overwhelming students with unnecessary detail. Based on the extensive teaching experience of the authors, this text offers an incredible wealth of integrated examples and applications that feature current events and familiar situations to help students grasp critical legal concepts, as well as clear and thorough guidance in helping students prepare for the CPA exam. In addition to the book's feature boxes and case summaries, numerous brief examples and applications are marked "For Example" so students can easily find them as they progress through each chapter's narrative.

NEW TO THIS EDITION:

- **Help Students Make the Connection:** The end of chapter material, now titled Make the Connection, has been improved to help students better see and understand the relationship between legal concepts and their application in real-life situations. This section now includes a Chapter Summary, Learning Outcomes, Key Terms, Questions and Case Problems, and CPA Questions.
- **Bring Current Events into Your Classroom:** UPDATES and new information in EVERY chapter, as well as Weekly Updates featuring new cases, business events, and changing laws and regulations—by author Marianne Jennings—posted to the Book Companion Website.

FEATURES:

- The book's nationally-praised student friendly coverage draws on the authors' vast combined teaching expertise. The active, lucid writing style features appropriate depth of explanation; interesting, timely summarized cases; and real-world examples to make learning exciting and easier for students.
- Effective in-text study tools include a consistently organized outline format for each chapter heading (helping students better organize and retain the content as they read) and "Thinking Things Through" sections that help them apply the law they have learned from the chapter narrative and summarized cases to other cases that vary slightly from the summarized cases in the chapters.
- "Ethics & the Law" vignettes are integrated throughout each chapter and are accompanied by questions that encourage students to think critically about ethical issues facing well known corporations and public figures in actual business dilemmas.

CONTENTS:

PART 1: THE LEGAL AND SOCIAL ENVIRONMENT OF BUSINESS. 1. The Nature and Sources of Law. 2. The Court System and Dispute Resolution. 3. Business Ethics, Social Forces, and the Law. 4. The Constitution as the Foundation of the Legal Environment. 5. Government Regulation of Competition and Prices. 6. Administrative Agencies. 7. The Legal Environment of International Trade. 8. Crimes. 9. Torts. 10. Intellectual Property Rights and the Internet. 11. Cyber law. **PART 2: CONTRACTS.** 12. Nature and Classes of Contracts: Contracting on the Internet. 13. Formation of Contracts: Offer and Acceptance. 14. Capacity and Genuine Assent. 15. Consideration. 16. Legality and Public Policy. 17. Writing, Electronic Forms, and Interpretation of Contracts. 18. Third Persons and Contracts. 19. Discharge of Contracts. 20. Breach of Contract and Remedies. **PART 3: SALES AND LEASES OF GOODS.** 21. Personal Property and Bailments. 22. Legal Aspects of Supply Chain Management. 23. Nature and Form of Sales. 24. Title and Risk of Loss. 25. Product Liability: Warranties and Torts. 26. Obligations and Performance. 27. Remedies for Breach of Sales Contracts. **PART 4: NEGOTIABLE INSTRUMENTS.** 28. Kinds Of Instruments, Parties, and Negotiability. 29. Transfers of Negotiable Instruments and Warranties of Parties. 30. Liability of The Parties Under Negotiable Instruments. 31. Checks and Funds Transfers.

PART 5: DEBTOR-CREDITOR RELATIONSHIPS. 32. Nature of the Debtor/Creditor Relationship. 33. Consumer Protection. 34. Secured Transactions in Personal Property. 35. Bankruptcy. 36. Insurance. **PART 6: AGENCY AND EMPLOYMENT.** 37. Agency. 38. Third Persons in Agency. 39. Regulation of Employment. 40. Equal Employment Opportunity Law.

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BUSINESS LAW AND THE LEGAL ENVIRONMENT, STANDARD EDITION, 5E

Jeffrey F. Beatty, Boston University; Susan S. Samuelson, Boston University

Help students understand legal concepts through hands-on application with **BUSINESS LAW AND THE LEGAL ENVIRONMENT, 5e**. Active learning features and practical exercises let future business leaders apply the law to issues they will face on the job.

NEW TO THIS EDITION:

- **Emphasize Business Application:** The new “Exam Strategy” feature is the most significant addition to this edition. It offers practical examples that help students learn the thinking process necessary to apply to the law. It provides essential practice material for students, divided up in a “Question/Strategy/Result” format.
- **Ensure Student Comprehension:** The new “Exam Review” section at the end of chapters offers a review of key terms, highlighted with additional “Exam Strategy” exercises.
- **Margin Definitions:** Key terms are not only highlighted in the text, but also given greater emphasis pulled out into the margin with their accompanying definition.
- **New Topics and Cases--**Bring concepts to life by incorporating new developments in the legal environment. Over a third of the cases are new.
- **Updated “You Be the Judge” Features:** Put students in the hot seat with refreshed scenarios such as: a home owner who can not make his mortgage payments; the potential devastation of the wrongful dishonor of checks; and the protection of whistleblowers as a matter of public policy.

FEATURES:

- **Practical Ethics Coverage:** An “Ethics Checklist” introduced in Chapter 2 provides questions to guide future managers in making tough decisions when faced with one of the many ethical dilemmas they will encounter on the job that are not black and white.
- **Emphasis on Active Learning:** Numerous pedagogical features (“You Be the Judge,” “Ethics,” “Devil’s Advocate,” and “Role Reversal”) take an active role in driving the learning process.
- **Authoritative Coverage:** This text has received the stamp of approval from trial and appellate judges, working attorneys, scholars, and teachers. Through exhaustive research and meticulous presentation, the authors set a new standard for

business law texts in style and research.

- **“Lead by Example” Writing Style:** The text’s strong narrative was developed with business students, not law students, in mind. It drives understanding of general legal concepts by putting them into context for students.
- **Interdisciplinary Perspective:** “Economics & the Law” feature provides an interdisciplinary perspective to show how legal decisions can have an impact on the world around us and even on our own everyday lives.
- **Integrative Design:** A unique design integrates application features into the flow of the text material, making them more likely to be read by students and thus provide the valuable real-world, contextual illustrations that are so critical to understanding concepts.

CONTENTS:

Unit I: THE LEGAL ENVIRONMENT. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. Dispute Resolution. 4. Common Law, Statutory Law, and Administrative Law. 5. Constitutional Law. 6. Intentional Torts and Business Torts. 7. Negligence and Strict Liability. 8. Crime. 9. International Law. **Unit II: CONTRACTS.** 10. Introduction to Contracts. 11. Agreement. 12. Consideration. 13. Legality. 14. Capacity and Consent. 15. Written Contracts. 16. Third Parties. 17. Performance and Discharge. 18. Remedies. **Unit III: COMMERCIAL TRANSACTIONS.** 19. Introduction to Sales. 20. Ownership and Risk. 21. Warranties and Product Liability. 22. Performance and Remedies. 23. Creating a Negotiable Instrument. 24. Liability for Negotiable Instruments. 25. Liability for Negotiable Instruments: Banks and Their Customers. 26. Secured Transactions. 27. Bankruptcy. **Unit IV: AGENCY AND EMPLOYMENT LAW.** 28. Agency: The Inside Relationship. 29. Agency: The Outside Relationship. 30. Employment Law. 31. Labor Law. **Unit V: BUSINESS ORGANIZATIONS.** 32. Starting a Business: LLCs and Other Options. 33. Partnerships. 34. Life and Death of a Corporation. 35. Corporate Management. 36. Shareholders. 37. Securities Regulation. 38. Accountants: Liability and Professional Responsibility. **Unit VI: GOVERNMENT REGULATION.** 39. Antitrust. 40. Consumer Law. 41. Environmental Law. **Unit VII: PROPERTY.** 42. Cyberlaw. 43. Intellectual Property. 44. Real Property. 45. Landlord-Tenant. 46. Personal Property and Bailment. 47. Planning for the Future: Estates and Insurance.

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**New Edition!****IE****BUSINESS, 9E****Its Legal, Ethical, and Global Environment***Marianne M. Jennings, Arizona State University*

Comprehensive and practical, **BUSINESS: ITS LEGAL, ETHICAL, & GLOBAL ENVIRONMENT, 9e, International Edition** emphasizes real-world applications and encourages students to develop their critical thinking skills. As students explore the intersection of law, business strategy, and ethics in the text, they apply the various concepts to more than 200 real-world situations and a wealth of pedagogical features, which heightens their own sense of morality, and illustrates how law and ethics apply to issues in the workplace. **BUSINESS: ITS LEGAL, ETHICAL, & GLOBAL ENVIRONMENT, 9e, International Edition** meets all AACSB curricular and accrediting standards, and is an excellent resource for future business managers.

NEW TO THIS EDITION:

- **Interesting New Cases:** Trigger an emotional response in students with cases that pique their personal interests, such as debt collectors who badger a woman by cell phone; minors who unwittingly form a binding contract by registering at a website; religious discrimination; a Connecticut firefighter case; liability apportionment; pop-up ads under the UCC; and others.
- **New Biographies:** Introduce students to situations from the viewpoint of the parties involved, like the NFL as a third party to contracts; hypothetical bankruptcy and a family; the never-ending Intel antitrust case; Bernie Madoff, Hank Greenberg, Amanda Knox; and the bystander effect.
- **New “...and the Law” feature:** Replacing end-of-chapter research problems, these thought-provoking essay questions center on Economics, Public Policy, Ethics, and other areas of business interest, to give students practice contemplating realistic issues.

FEATURES:

- **Excerpted Cases:** Offer students the most thorough case treatment available, with carefully selected, detailed case excerpts, often with both dissenting and concurring opinions. Each two- to four-page case includes a catchy, one-line synopsis of the legal and ethical issues presented, which helps students recall the case and its primary issues when needed in class and on the job.
- **Callout Study Features:** Bring law, ethics, and business together

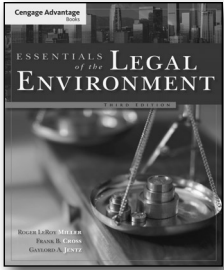
with “Business Strategy Tip” margin notes, “Business Strategy” boxes, “From the Manager’s Desk” readings, and online exercises. These helpful features offer insights into the strategic aspects of the law, and let students apply the legal and ethical principles they’re learning to real-life companies.

- **Ethics Integration:** Challenge students to develop their own ethical barometer by asking them to apply their personal values to business situations. Rather than dictating a set of rules or theories by which students should abide, the text presents ethical dilemmas to breed moral courage and gumption in students—helping them grow into savvy leaders who see tough issues from every perspective.
- **Current Legal and Ethical Issues:** Connect with modern students on timely and engaging topics like Pirates and international law; disclosure in real estate transactions; the Octomom; Catcher in the Rye; trade secrets, underwater mortgage bailouts; personality tests and employee screening; English-only practices; contract morality clauses, and more.

CONTENTS:

PART I: BUSINESS: ITS LEGAL, ETHICAL, AND JUDICIAL ENVIRONMENT. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. The Judicial System. 4. Managing Disputes: Alternative Dispute Resolution and Litigation Strategies. **PART II: BUSINESS: ITS REGULATORY ENVIRONMENT.** 5. Business and the Constitution. 6. Administrative Law. 7. International Law. 8. Business Crime. 9. Business Torts. 10. Product Advertising and Liability. 11. Environmental Regulation and Sustainability. **PART III: BUSINESS COMPETITION AND SALES.** 12. Contracts and Sales: Introduction and Formation. 13. Contracts and Sales: Performance and Remedies. 14. Financing of Sales and Leases: Credit and Disclosure Requirements. 15. Business Intellectual Property. 16. Trade Practices: Antitrust. **PART IV: BUSINESS AND ITS EMPLOYEES.** 17. Management of Employee Conduct: Agency. 18. Management of Employee Welfare. 19. Employment Discrimination. **PART V: BUSINESS FORMS AND CAPITALIZATION.** 20. Forms of Doing Business. 21. Securities Law.

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New Edition!

ESSENTIALS OF THE LEGAL ENVIRONMENT, 3E

Roger Miller, Institute for University Studies, Arlington, Texas; Frank B. Cross, Herbert D. Kelleher Centennial; Gaylord A. Jentz, Herbert D. Kelleher Emeritus

This affordable text offers complete one-semester coverage of business law and its environment in a non-technical, straightforward, and engaging style. Authors Miller, Cross, and Jentz explain legal issues and court decisions in a way that pares down legal jargon while still conveying what you need to know to succeed in your course and in the legal environment.

NEW TO THIS EDITION:

- Significant Chapter Revisions: Nearly every chapter is revised as necessary to incorporate new developments in the law or to streamline presentations. A number of current trends--such as the increase in mortgage foreclosures, securities fraud, and cyber crime--are addressed in features or text revisions.
- Exam Prep: The new section that concludes each chapter provided "Issue Spotters" to help students determine how well they understand some of the legal concepts covered in the chapter and their applications.
- Cases: Over half of the cases in the Third Edition are new - many are from 2008 and 2009. The authors also include some of the classic cases.
- Employment Law: Coverage of employment law (chapter 15) now includes a section on immigration law.

FEATURES:

- Excerpted Cases. Case excerpts are presented using a standard format of "Background and Facts", "In the Words of the Court", "Decision and Remedy", and either "For Critical Analysis" or "Why is This Case Important?" (one of the latter per chapter). Cases are more streamlined to help students understand how they relate to the topic.
- Contemporary Legal Debates. Integrated throughout the text are elements such as "Contemporary Legal Debates", which introduce the student to a controversial issue that is currently being debated within the legal community. The feature "Where Do You Stand?" then concludes the issue.
- Emerging Trends. Presented throughout the text, "Emerging Trends" sections examine new developments in the legal environment and their potential effect on business persons.
- Ethics. "Ethical Issues" address an ethical dimension of the topic

- under discussion in the chapter.
- International Perspectives. Students gain an awareness of the global legal environment with "International Perspectives", which indicate how international law or the laws of other nations deal with specific legal concepts or topics being discussed in the chapter.
- Critical Thinking. Many of the features and cases in the text conclude with a critical thinking question that encourages students to explore and/or analyze the implications or consequences of the material presented.
- Online Developments. Included in select chapters, this feature explores how traditional legal concepts or laws have been applied in cyberspace.

CONTENTS:

UNIT I: THE FOUNDATIONS. 1. Business and Its Legal Environment. Appendix: Finding and Analyzing the Law. 2. The Courts and Alternative Dispute Resolution. 3. Ethics and Business Decision Making. 4. Constitutional Authority to Regulate Business. **UNIT II: THE PUBLIC ENVIRONMENT.** 5. Administrative Law. 6. Torts and Product Liability. 7. Criminal Law and Cyber Crimes. 8. Intellectual Property and Internet Law. 9. International Law in a Global Economy. **UNIT III: THE COMMERCIAL ENVIRONMENT.** 10. Business Organizations. 11. Contract Formation. 12. Contract Performance, Breach, and Remedies. 13. Sales, Leases, and E-Contracts. 14. Creditors' Rights and Bankruptcy. **UNIT IV: THE EMPLOYMENT ENVIRONMENT.** 15. Employment, Immigration, and Labor Law. 16. Employment Discrimination. **UNIT V: THE REGULATORY ENVIRONMENT.** 17. Environmental Law. 18. Antitrust Law and Promoting Competition. 19. Investor Protection and Corporate Governance.

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FOUNDATIONS OF THE LEGAL ENVIRONMENT OF BUSINESS

Marianne M. Jennings, Arizona State University

Using an integrated approach, FOUNDATIONS OF THE LEGAL ENVIRONMENT OF BUSINESS thoroughly explores the intersection of law, business strategy, and ethics by providing over 200 real-world applications and exercises. Instead of presenting law through a rote learning method, FOUNDATIONS OF THE LEGAL ENVIRONMENT OF BUSINESS provides cases and critical-thinking exercises that illustrate, on almost every page, the clear relevance of the material to issues students will face in the business world. The text's solid theme on ethics challenges students to develop their own moral barometer.

FEATURES:

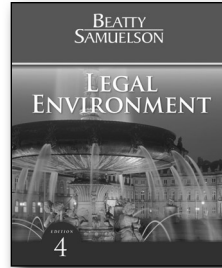
- Critical thinking: To build students' reasoning skills, "Consider . . ." features appear after cases and present relative or alternative fact patterns.

- Case treatment: Carefully selected to pique student interest, detailed excerpted cases (one to two pages long) often include dissenting and concurring opinions.
- Red-flagged legal issues: “Red Flags for Managers,” an end-of-chapter feature, outlines the most critical topics that students need to know about the legal environment when they enter the business world.
- Business practice: Useful “Business Planning Tip” notes build a solid bridge between law and business. The notes appear in the margins, providing quick encapsulations of how business professionals should watch out for legal issues.
- Ethics integration: Instead of requiring students to memorize ethical “theory” or “rules” of behavior, the author believes the best way to teach ethics is to develop in students an internal moral barometer.
- Cases: A host of relevant cases includes a laser vision case describing whether or not arbitration can be set aside, the Heald case on a state’s power to regulate interstate shipments to consumers.
- Hot topics: The text includes discussions on the ethical and legal issues surrounding YouTube, MySpace, and Hannah Montana tickets.
- Ethical issues: Insightful discussions give students experience in grappling with real-world dilemmas such as new ethical issues on student loans.

CONTENTS:

Part I: INTRODUCTION TO LAW. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. The Court System and Dispute Resolution. 4. Business and the Constitution. **Part II: INTRODUCTION TO THE LEGAL ENVIRONMENT OF BUSINESS.** 5. Administrative Law. 6. International Law. 7. Business Crime. 8. Business Torts. 9. Product Liability. **Part III: THE LEGAL ENVIRONMENT OF BUSINESS OPERATIONS.** 10. Contract and Sales: Formation. 11. Contracts and Sales: Performance and Remedies. 12. Financing of Sales and Leases: Credit and Disclosure Requirements. 13. Forms of Doing Business. 14. Securities Law. 15. Business Property. **Part IV: THE LEGAL ENVIRONMENT OF BUSINESS RELATIONSHIPS.** 16. Trade Practices: Antitrust. 17. Management and Employee Rights and Laws. 18. Employment Discrimination. 19. Environmental Regulation.

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New Edition!

LEGAL ENVIRONMENT, 4E

Jeffrey F. Beatty, Boston University; Susan S. Samuelson, Boston University

Help students understand legal concepts through hands-on application with LEGAL ENVIRONMENT, Fourth Edition. Active learning features and practical exercises let future business leaders apply the law to issues they will face on the job. No other text is as effective at teaching why business law matters, not only to students’ future careers, but also their daily lives.

NEW TO THIS EDITION:

- Emphasize Business Application: The new “Exam Strategy” feature is the most significant addition to this edition. It offers practical examples that help students learn the thinking process necessary to apply to the law.
- Ensure Student Comprehension: The new “Exam Review” section at the end of chapters offers a review of key terms, highlighted with additional “Exam Strategy” exercises.
- Increase Focus with Margin Definitions: Key terms are not only highlighted in the text, but also given greater emphasis pulled out into the margin with their accompanying definition.
- Analyze Intriguing Cases: New cases to this edition help students address the most current issues of their time, such as the advantages and pitfalls of e-discovery, the First Sale Doctrine and its application to online music trading, and overseas whistleblower protections as provided by Sarbanes-Oxley.
- Deliver Current and Greater Depth of Topics: Newly expanded coverage includes recent, news-grabbing reviews of the Court’s decisions on child rape and state efforts at tort reform, along with full chapters on Sales and Product Liability, Negotiable Instruments, and Intellectual Property.

FEATURES:

- Emphasis on Active Learning: Numerous pedagogical features (“Exam Strategy,” “You Be the Judge,” “Ethics,” “Economics & the Law” and “Role Reversal”) take an active role in driving the learning process. They test understanding throughout each chapter by asking students to practice applying what they have learned in realistic, contextual situations.
- Practical Ethics Coverage: An “Ethics Checklist” introduced in Chapter 2 provides questions to guide future managers in making tough decisions when faced with one of the many ethical dilemmas they will encounter on the job that are

not black and white. “Ethics” features throughout the text encourage students to practice thinking through real-world ethical scenarios.

- Interdisciplinary Perspective: “Economics & the Law” and “Ethics” features provide an interdisciplinary context to show how legal decisions can have an impact on the world around us and even on our own everyday lives.
- “Lead by Example” Writing Style: A strong narrative, developed with business students—not law students—in mind, drives understanding of general legal concepts by putting them into context for students.
- Authoritative Coverage: This text has received the stamp of approval from trial and appellate judges, working attorneys, scholars, and teachers. Through exhaustive research and meticulous presentation, the authors set a new standard for business law texts in style and research.

CONTENTS:

UNIT 1: THE LEGAL ENVIRONMENT. 1. Introduction to Law. 2. Business Ethics and Social Responsibility. 3. Dispute Resolution. 4. Common Law, Statutory Law, and Administrative Law. 5. Constitutional Law. 6. Torts. 7. Crime. 8. International Law. **UNIT 2: CONTRACTS & THE UCC.** 9. Introduction to Contracts. 10. Legality, Consent, and Writing. 11. Conclusion to Contracts. 12. Sales & Product Liability. 13. Negotiable Instruments. 14. Secured Transactions and Bankruptcy. **UNIT 3: AGENCY & EMPLOYMENT.** 15. Agency. 16. Employment Law. 17. Labor Law. **UNIT 4: BUSINESS ORGANIZATIONS.** 18. Starting a Business. 19. Corporations. 20. Securities Regulation. **UNIT 5: GOVERNMENT REGULATION & PROPERTY.** 21. Antitrust. 22. Cyberlaw. 23. Intellectual Property. 24. Property. 25. Consumer Law. 26. Environmental Law.

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MANAGERS AND THE LEGAL ENVIRONMENT, 6E

Strategies for the 21st Century

Constance Bagley, Harvard Business School; Diane Savage, Cooley Godward Kronish LLP

Comprehensive, timely, and accessible, MANAGERS AND THE LEGAL ENVIRONMENT: STRATEGIES FOR THE 21st CENTURY, Sixth Edition, imparts the legal and risk management know-how essential to business managers today.

NEW TO THIS EDITION:

- Help students comprehend and analyze the legal and managerial issues presented throughout the text with the important conceptual frameworks now introduced in the first chapter.
- Present the newest material on business and the legal environment, including 2008 Supreme Court cases on FDA preemption in medical devices cases, money laundering, securities fraud, the sub-prime mortgage crisis, and Consumer

Product Safety Commission reforms in the wake of lead-tainted toys from China.

- Enhance your syllabus with better labor law coverage in Chapter 12 (The Employment Agreement), expanded privacy issues coverage in Chapter 9 (Torts), relocation of e-contracts to Chapter 7 (Contracts), and additional discussion on licensing in Chapter 8 (Sales, Licensing, and E-Commerce).
- Give an international perspective to topics in your course with the new “A Global View” sections in each chapter.
- Challenge students using new “Putting It Into Practice: A Manager’s Dilemma” sections, which ask them to analyze legal, business, and ethical aspects of managerial decisions--and come up with their own recommendations for action.

FEATURES:

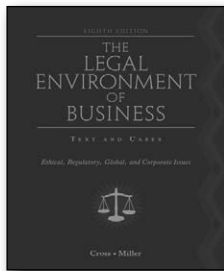
- Cover it all with the most comprehensive treatment of the legal environment on the market. This text includes the essential legal topics, such as agency, contracts, torts, criminal law, antitrust, and employment law, as well as specialized topics crucial to business managers, such as intellectual property, lending transactions, securities regulation, and environmental law.
- Deliver in-depth case treatment with three to six cases in every chapter! Provided as summaries or in the actual language of the court, these cases represent crucial court decisions that shape important business law concepts or present key legal conflicts that managers will address in their careers.
- Give students an interdisciplinary view of your course with “Perspectives” boxes throughout the text, which show how history, politics, and economics can impact the evolution of the law. Each box focuses on an historical, political, or economic perspective to help students become more aware of the interplay between these three areas and the law.
- Demonstrate the law’s practical applications with “The Responsible Manager” sections, which summarize each chapter from a managerial perspective and discuss the crucial legal and risk management issues that successful managers must consider to avoid costly, time-consuming litigation. A useful on-the-job reference for practicing business managers long after the course is over!
- Stimulate student interest with enhanced special feature sections, such as “A Global View,” “A View from Cyberspace,” “Ethical Considerations,” and “Inside Story”--all of which add depth and character to the readings and keep students involved in your class discussions.

CONTENTS:

Unit I: FOUNDATIONS OF THE LEGAL AND REGULATORY ENVIRONMENT. 1. Law, Value Creation, and Risk Management. 2. Ethics and the Law. 3. Sources of Law, Courts, and Dispute Resolution. 4. Constitutional Bases for Business Regulation. 5. Agency. 6. Administrative Law. **Unit II: THE LEGAL ENVIRONMENT.** 7. Contracts. 8. Sales, Licensing, and E-Commerce. 9. Torts. 10. Product Liability. 11. Intellectual Property. **Unit III: HUMAN RESOURCES IN THE LEGAL AND REGULATORY ENVIRONMENT.** 12. The Employment Agreement. 13. Civil Rights and Employment Discrimination. 14. Executive Compensation and Employee

Benefits. **Unit IV: THE REGULATORY ENVIRONMENT.** 15. Criminal Law. 16. Environmental Law. 17. Antitrust. 18. Consumer Protection. 19. Real Property and Land Use. **Unit V: OWNERSHIP, CONTROL, AND CORPORATE GOVERNANCE.** 20. Forms of Business Organizations. 21. Directors, Officers, and Controlling Shareholders. **Unit VI: SECURITIES AND FINANCIAL TRANSACTIONS.** 22. Public and Private Offerings of Securities. 23. Securities Fraud and Insider Trading. 24. Debtor-Creditor Relations and Bankruptcy. **Unit VII: INTERNATIONAL BUSINESS.** 25. International Law and Transactions. Appendices.

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New Edition!

THE LEGAL ENVIRONMENT OF BUSINESS, 8E

Text and Cases—Ethical, Regulatory, Global, and Corporate Issues

Frank B. Cross, University of Texas, Austin; Roger LeRoy Miller, Institute for University Studies, Arlington, Texas

THE LEGAL ENVIRONMENT OF BUSINESS is the Number 1 text for this course—setting the standard by delivering comprehensive, authoritative, and cutting-edge coverage in an interesting and accessible format. Its recipe for success includes the same “black letter law” flavor as its market-leading counterpart, *BUSINESS LAW* by Clarkson, Miller, and Cross, but with a specific focus on current topics such as ethics, government regulation, and administrative law. The cases, content, and features of the exciting new Eighth Edition have been thoroughly updated to represent the latest developments in the business law environment. An excellent assortment of included cases ranges from precedent-setting landmarks to important recent decisions, and ethical, global, and corporate themes are integrated throughout. In addition, numerous critical-thinking exercises challenge students to apply what they’ve learned to real-world issues, and the text offers an unmatched range of support materials—including innovative online teaching and learning resources.

NEW TO THIS EDITION:

- Case examples are now highlighted and identified with the label “Case in Point,” making it easy to locate, discuss, and refer back to these useful learning tools.

- Included in selected chapters, all-new Shifting Legal Priorities features encourage critical thinking and illustrate how the law is constantly evolving in response to both technological developments and the needs and concerns of society and business, with a special emphasis on sustainability, ethical trends, and changing managerial responsibilities.
- Reviewing features, found at the end of every chapter, now conclude with Debate This segments that provide a statement or question regarding the chapter material, making it easy to spur class discussion or develop worthwhile written assignments.
- To better aid student comprehension and provide a more natural sequence of topics, coverage of e-contracts is now integrated throughout the chapters on contracts rather than presented in a standalone chapter.
- A new chapter on mortgages and foreclosures in the wake of the global recession includes material on mortgages, mortgage foreclosure, litigation, mortgage-backed securities, valuation, and what people thought was negotiable.

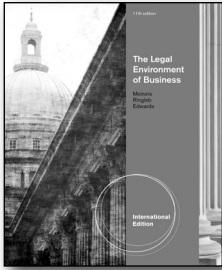
FEATURES:

- The Eighth Edition lives up to this text’s strong reputation for outstanding selection and editing of cases, with the return of many classic cases from earlier editions, as well as many new cases and case problems from 2010.

CONTENTS:

PART I: THE FOUNDATIONS. 1. Business and Its Legal Environment. 2. The Court System. 3. Alternative and Online Dispute Resolution. 4. Ethics and Business Decision Making. **PART II: THE PUBLIC AND INTERNATIONAL ENVIRONMENT.** 5. Constitutional Law. 6. Administrative Law. 7. Criminal Law and Cyber Crime. 8. International Law in a Global Economy. **PART III: THE COMMERCIAL ENVIRONMENT.** 9. Contract Formation. 10. Contract Performance, Breach, and Remedies. 11. Sales, Leases, and E-Contracts. 12. Torts and Cyber Torts. 13. Strict Liability and Product Liability. 14. Intellectual Property and Internet Law. 15. Creditor-Debtor Relations and Bankruptcy. 16. Mortgages and Foreclosures after the Recession. **PART IV: THE BUSINESS ENVIRONMENT.** 17. Sole Proprietorships, Franchises, and Partnerships. 18. Limited Liability Companies and Limited Partnerships. 19. Corporations. **PART V: THE EMPLOYMENT ENVIRONMENT.** 20. Agency. 21. Employment Relationships. 22. Employment Discrimination. 23. Immigration and Labor Law. **PART VI: THE REGULATORY ENVIRONMENT.** 24. Consumer Protection. 25. Environmental Law. 26. Land-Use Control and Real Property. 27. Antitrust and Monopoly. 28. Antitrust and Restraint of Trade. 29. Investor Protection and Corporate Governance. Appendices.

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New Edition!

IE

THE LEGAL ENVIRONMENT OF BUSINESS, 11E

Roger E. Meiners, University of Texas, Arlington; Al H. Ringleb, University of Kansas; Frances L. Edwards, Clemson University

THE LEGAL ENVIRONMENT OF BUSINESS, 11e, International Edition provides a detailed practical introduction to the structure and function of the legal system from the perspective of the professional non-lawyer. With a strong emphasis on the nuts and bolts of basic legal rules, this popular text effectively adapts a traditional case focus for the unique needs of business students. Incorporating clear and concise coverage of a wide range of up-to-date topics, the Eleventh Edition of this trusted text introduces key points of law through compelling business-specific examples and realistic scenarios that students can understand and appreciate. The authors' highly readable style and judicious use of humor complement their extensive knowledge and expertise, making the text both an exceptional teaching tool and a favorite among instructors and students alike.

NEW TO THIS EDITION:

- To help students assess their understanding of key concepts, each major section now concludes with a Test Yourself feature, which includes questions on the material just covered, as well as answers (provided upside down on the same page) so students can get immediate feedback.
- Chapter 1, "Introducing the Modern Environment," is updated to include more information on corporate responsibility, the Sarbanes-Oxley Act, and the 2008 global financial crisis that resulted in new laws regulating credit, banking, and securities markets.
- Chapter 5, "Criminal Law and Business," includes more explicit information about business crimes, as well as references to other sections in the text where related legal concepts are covered in greater depth.
- Chapter 18, "Environmental Law," includes material on sustainability, providing a useful legal perspective on this important, current business concern.
- The Eleventh Edition features extensive updates to reflect new developments in the business law environment, as well as new cases reflecting recent court rulings and valuable perspectives on current topics of interest.

FEATURES:

- Each chapter features excerpts of multiple cases, which are integrated within the text to provide immediate practical examples of key concepts, illustrate real-life legal reasoning, and demonstrate that judges must apply rules of law to resolve disputes—not just give personal opinions.
- With a lighthearted and entertaining approach, *The Lighter Side of Law* features introduce unusual cases or legal situations to provide an appealing and memorable way for students to learn important concepts.
- Pulling It Together case questions conclude each unit to help students deepen their understanding of key legal concepts and their relationships, and to aid in comprehension and retention.
- A list of key legal terms concludes each chapter, allowing for simplified preparation of review materials, class assignments, and questions for quizzes and exams.

CONTENTS:

PART I: ELEMENTS OF LAW AND THE JUDICIAL PROCESS.

1. Today's Business Environment: Law and Ethics. 2. The Court Systems. 3. Trials and Resolving Disputes. 4. The Constitution: Focus on Application to Business. 5. Criminal Law and Business.

PART II: ELEMENTS OF TRADITIONAL BUSINESS LAW.

6. Elements of Torts. 7. Business Torts and Product Liability. 8. Real and Personal Property. 9. Intellectual Property. 10. Contracts. 11. Domestic and International Sales. 12. Negotiable Instruments. 13. Business Organizations. 14. Agency and the Employment Relationship.

PART III: THE REGULATORY ENVIRONMENT OF BUSINESS.

15. The Regulatory Process. 16. Employment and Labor Regulations. 17. Employment Discrimination. 18. Environmental Law. 19. Consumer Protection. 20. Antitrust Law. 21. Securities Regulation. 22. The International Legal Environment of Business. Appendices.

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THE LEGAL ENVIRONMENT TODAY, 6E

Roger Miller, Institute for University Studies, Arlington, Texas; Frank Cross, University of Texas, Austin

THE LEGAL ENVIRONMENT TODAY: BUSINESS IN ITS ETHICAL, REGULATORY, E-COMMERCE, AND GLOBAL SETTING, 6th EDITION offers the AACSB-recommended quality you demand, along with a real-world, hands-on learning experience that engages students in every chapter. This 6th Edition includes strong guidance in critical thinking and legal reasoning; current coverage of ethics, cyber law, and corporate responsibility; a diverse selection of the latest cases, including 2007 and 2008 decisions; and impressive coverage of the landmark cases that continue to steer today's legal environment.

FEATURES:

- Address AACSB requirements with curriculum recommendations

incorporated throughout the text--including the excerpted cases where students are given background and facts, the words of the Court, and a "Decision and Remedy" summary to improve their understanding followed by questions (Dimensions of...) that relate to criteria established by the AACSB.

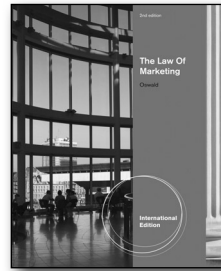
- Develop students' critical reasoning skills with "What If the Facts Were Different," "Management Perspectives," "Landmark in the Legal Environment," "For Critical Analysis," and other practical features designed to help students apply their knowledge of business law.
- Motivate your students to identify issues and apply legal concepts with "Reviewing" hypotheticals, which present scenarios and ask a series of questions--a great interactive tool that helps students check their understanding of chapter material and grow their legal reasoning skills in the process!
- Show students how international laws address specific legal topics in the text with "Beyond Our Borders" features. Topics include "Judicial Review in Other Nations," "Antitrust Laws in the Global Context," and "Sexual Harassment in Other Nations."
- Cover real-world ethics and corporate accountability issues with extensive, up-to-date material on the Sarbanes-Oxley Act, as well as "Insight into Ethics" sections in selected chapters.

CONTENTS:

UNIT I: THE FOUNDATIONS. 1. Business and Its Legal Environment. Appendix: Finding and Analyzing the Law. 2. Ethics and Business Decision Making. 3. Courts and Alternative Dispute Resolution. 4. Constitutional Authority to Regulate Business. 5. Torts and Cyber Torts. 6. Criminal Law and Cyber Crime. 7. International Law in a Global Economy. **UNIT II: THE COMMERCIAL ENVIRONMENT.** 8. Intellectual Property and Internet Law. 9. Contract Formation. 10. Contract Performance, Breach, and Remedies. 11. Sales, Leases, and E-Contracts. 12. Strict Liability and Product Liability. 13. Creditor-Debtor Relations and Bankruptcy. **UNIT III: BUSINESS AND EMPLOYMENT.** 14. Small Business Organizations. 15. Corporations. 16. Agency. 17. Employment, Immigration, and Labor Law. 18. Employment Discrimination. **UNIT IV: THE REGULATORY ENVIRONMENT.** 19. Powers and Functions of Administrative Agencies. 20. Consumer Protection. 21. Protecting the Environment. 22. Land-Use Control and Real Property. 23. Antitrust Law and Promoting Competition. 24. Investor Protection and Corporate Governance. Appendices.

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MARKETING LAW



New Edition!

IE

THE LAW OF MARKETING, 2E

Lynda J. Oswald, University of Michigan

Experienced marketing managers know that the law affects marketing activities in a variety of ways. Lynda Oswald's *THE LAW OF MARKETING, 2e, International Edition* traces a product's life cycle – from development to distribution to promotion to sale – and addresses the particular marketing principles and legal issues associated with each stage. Current business examples stress the relevance of these concepts to the everyday business world while legal cases are included to spark discussion and encourage critical thinking.

NEW TO THIS EDITION:

- **NEW Part Openers** – Part Openers have been added to highlight the book's unique and practical framework, which details the legal issues related to product development, distribution, promotion, and sale.
- **Fully Updated Content** – Topics throughout the book reflect the most current developments in marketing law.
- **New Cases** – Both Cases and Discussion Cases have been added to appeal to current business students and incorporate changes in the law, including *In re Bilski, A.V. v. iParadigms, LLC*; *Leegin Creative Leather Products v. PSKS, Inc.*; *Time Warner Cable, Inc. v. DirectTV, Inc.*
- **Revised Discussion Questions** – New and updated problems based on real cases appear at the end of the chapter and give students an opportunity to apply the legal concepts discussed in the chapter to real-life scenarios.

FEATURES:

- **Case Treatment Allows Ultimate Flexibility** – *THE LAW OF MARKETING, 2e, International Edition* offers two different types of case treatment to allow you to tailor your course to the needs of all students, regardless of major. Short summaries of relevant legal cases, paraphrased for readability and comprehension, are integrated into the text to highlight key legal concepts. Discussion Cases, which appear at the end of each chapter, are longer cases containing the language of the court.

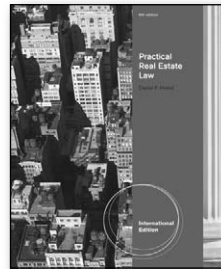
- Coverage for Today's Global and High-Tech Business World – As businesses increasingly operate in a fast-paced, high-tech and global economy, coverage of internet and international legal issues have been integrated into the chapters.
- Discussion Questions Develop Critical-Thinking Skills and Promote Application of Legal Concepts – Problems based on real cases appear at the end of the chapter and give students an opportunity to apply the legal concepts discussed in the chapter to real-life scenarios.
- Instructor's Resources Save Time and Help You Plan Your Course – The updated Instructor's Manual and Test Bank contains teaching tips, suggestions for background reading, and exam questions to help you prepare interesting lectures and efficiently create quizzes and tests.

CONTENTS:

PART ONE: INTRODUCTION. 1. Overview of the Legal Environment of Marketing. **PART TWO: LEGAL ISSUES RELATING TO PRODUCT DEVELOPMENT.** 2. Protection of Intellectual Property Assets Through Patent and Copyright Law. 3. Protection of Intellectual Property Assets Through Trade Secret Law, Contractual Agreements, and Business Strategies. **PART THREE: LEGAL ISSUES RELATING TO PRODUCT DISTRIBUTION.** 4. Antitrust Law. 5. The Franchisor-Franchisee Relationship. **PART FOUR: LEGAL ISSUES RELATING TO PRODUCT PROMOTION.** 6. Trademark Law. 7. Commercial Speech and Regulation of Advertising. 8. Consumer Protection Law. **PART FIVE: LEGAL ISSUES RELATING TO PRODUCT SALE.** 9. Contracts and the Sales of Goods Law. 10. Warranties and Products Liability.

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REAL ESTATE LAW



New Edition!

IE

PRACTICAL REAL ESTATE LAW, 6E

Daniel F. Hinkel, The National Center for Paralegal Training

PRACTICAL REAL ESTATE LAW, International Edition, is an excellent text for educating and training future paralegals about the intricacies of real estate law and transactions. This user-friendly text covers the central areas involved in transactional real estate in detail. These areas include real estate contracts, real estate brokerage relationships, real estate finance, as it specifically relates to residential and commercial processes, surveys, title insurance and federal taxation and how it applies to the ownership and investment in real estate. The text also discusses the many new laws that have been passed to assist homeowners facing foreclosure. Case summaries successfully illustrate how the legal principles operate in the real world and will give your students practice in reading and analyzing case material.

FEATURES:

- Student StudyWare CD provides additional quizzing, case studies, and key terms flashcards to help students master the important concepts in the course.
- Contains a discussion of the new RESPA, HOEPA and Truth-in-Lending rules, including instructions on how to complete the new HUD-1 form.
- Material on the recent real estate recession, including the efforts being made by the federal and state governments to assist homeowners faced with foreclosure.
- "Helpful Websites" in each chapter provide instructors and students with Internet links to additional information.
- Checklists explain real estate transactions step-by-step, helping students better understand the material and acting as an on-the-job reference for professionals.
- Contains detailed residential and commercial real estate content and forms.
- Includes illustrative case summaries that introduce students to reading and analyzing a case.
- An "Ethics" feature in each chapter takes the student into a hypothetical situation that clearly represents an ethical problem in a real estate law practice.

- Review questions, case problems, and practical assignments at the end of the chapters provide students with more exercises and opportunities to put modern real-estate concepts into practice.

CONTENTS:

1. Introduction to the Law of Real Property. 2. Concurrent Ownership. 3. Surveys and Land Descriptions. 4. Public Regulation and Encumbrances. 5. Easements and Licenses. 6. Contracts. 7. Preparation and Review of a Real Estate Contract. 8. Deeds. 9. Financing Sources in Real Estate Transactions. 10. Legal Aspects of Real Estate Finance. 11. Mortgage Forms and Provisions. 12. Title Examinations. 13. Title Insurance. 14. Real Estate Closings. 15. Government Regulation of Real Estate Closings. 16. Real Estate Closing Forms and Examples. 17. Condominiums and Cooperatives. 18. Leases. Glossary.

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New Edition!

REAL ESTATE LAW, 8E

Robert J. Aalberts, University of Nevada, Las Vegas

Clear and concise, REAL ESTATE LAW, 8e, International Edition combines practical legal examples with theory and case law to illustrate the concepts for business and real estate majors alike. Rather than a state-specific format, the text covers real estate law generally, with discussions, short case summaries, longer teaching cases, exhibits, and practical applications that help students spot the issues and apply legal principles to realistic situations. Chapters build on each other to give students a comprehensive picture of real estate law and help them recognize when to consult an attorney, while integrating important ethical and public policy issues.

NEW TO THIS EDITION:

- **Improved Chapter Organization:** Deliver the materials more clearly with reworded chapter objectives that better demonstrate key points and highlighted in-text examples that stand out.
- **New Mortgage Crisis Information:** Give students the most up-to-date material available on subprime loans as mortgage-backed securities, along with a new case on Mortgage Electronic Registration System (MERS). There are also expanded

discussions of reverse mortgages, short sales of distressed properties, “Friendly Assumptions,” mediation to settle mortgage foreclosures, the Community Reinvestment Act, and non-recourse loan instruments and deficiency judgments.

FEATURES:

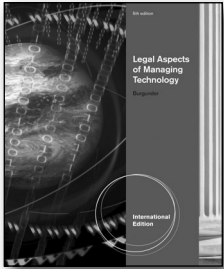
- **Industry-Related Issues:** Prepare students for a career in the real estate industry by familiarizing them with the Home Valuation Code of Conduct and how it affects the appraisal industry, as well as the Estray statutes, and less-known topic of judicial takings.
- **Well-defined Objectives:** Help students study more effectively from the text with chapter objectives included at the beginning of each chapter, along with numerous in-text examples, and insightful “A Case In Point” features, which provide real-life illustrations of legal principles in action.
- **Thoughtful Presentation:** Deliver a more complete understanding of the material as students progress through the real estate “story” delivered in the text. Chapters build on each other to thoroughly illustrate various types of real estate transactions and give students a clear picture of what to expect with each.
- **Ethical Implications:** Portray real estate matters as the complex issues they are, complete with real-life, ethical concerns and disputes. The author integrates many into the text, along with “Ethical and Public Policy Issues” features in each chapter for insightful, in-depth discussions on key issues relating to real estate law.

CONTENTS:

PART I: THE LEGAL SYSTEM AND THE NATURE OF REAL PROPERTY. 1. Introduction to the Legal System. 2. The Nature of Property. 3. The Scope of Real Property. 4. Rights in Land of Others. **PART II: THE REAL ESTATE TRANSACTION.** 5. Types of Ownership. 6. The Search for Real Estate. 7. The Real Estate Contract. 8. Title and Insurance. 9. Financing the Real Estate Purchase. 10. Closings and Taxation: Other Methods of Acquisition. 11. Landlord and Tenant. **PART III: LAND USE AND REGULATION.** 12. Rights and Duties of Landowners and Occupants. 13. Legal Planning and Regulation of Land Use. 14. Environmental Law and Regulation.

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TECHNOLOGY LAW



New Edition!

IE

LEGAL ASPECTS OF MANAGING TECHNOLOGY, 5E

Lee Burgunder, California Polytechnic

For future managers, the fast-paced world of technology offers both unlimited opportunities and difficult challenges. Understanding what the laws are, why they're important, and how they apply to cyberspace will help you to make better decisions. *LEGAL ASPECTS OF MANAGING TECHNOLOGY, 5e, INTERNATIONAL EDITION* guides you through the complex legal issues involved with today's rapidly-changing technology environment. This book offers a comprehensive presentation of intellectual property rights and solid coverage of other key topics including ecommerce, privacy, antitrust, and biotechnology. This edition's lively, intriguing writing style is packed with actual examples showing how real companies throughout the country analyze and apply legal concepts.

NEW TO THIS EDITION:

- Superior Readability through Streamlined Presentation – In this edition, the author has carefully edited the text to further enhance the presentation of the material and now provides a more concise explanation of integral technology issues without sacrificing topical coverage or case quantity.
- Current Coverage of Evolving Laws – This edition has been fully updated to incorporate changes in the law and include the most current issues in the technology law environment.
- Engaging Today's Students with Interesting and Controversial Topics – This text offers a wealth of interesting, real-life examples that students not only relate to, but are eager to discuss. Controversial topics like the expectation of privacy in regards to Facebook, MySpace, and sexting and the copyright issues involved with systems like Napster, Grokster, and now internet radio have been added to peak student curiosity and spark classroom debates and lively lectures.

FEATURES:

- Topical Coverage Allows Ultimate Flexibility – In addition to covering the traditional cyberlaw issues of intellectual property (trademarks, copyright, domain names) and ecommerce, this

text also offers in depth coverage of patents and examines antitrust, and biotechnology issues.

- Superior Readability and Engaging Examples – The lively and accessible writing style is a hallmark feature of this text and the author engages readers with interesting real company examples that students are familiar with, including Apple, IBM, Facebook, MySpace, Wal-Mart, Amazon.com, and many more.
- Seeing the Big Picture through Running Examples – two running hypothetical and real-world company examples provide a framework for applying the law to various aspects and stages of product creation, development, distribution, and sale.
- Interpreting and Applying the Law through Case Analysis – A blend of key historical landmark cases and recent important judicial decisions are used. All cases are carefully edited (preserving the court's original language) so that readers can focus on the major facts and issues without being distracted by legal nuances.

CONTENTS:

1. An Overview of the Technology Policy Environment in the United States.
2. The International Technology Policy Environment.
3. Fundamental Requirements for Patent Protection in the United States.
4. Obtaining and Defending Patent Rights in the United States and Globally.
5. Patent Protection for Computer Programs and Internet Business Methods.
6. Biotechnology: Patent Issues and Other Policy Matters.
7. Protection of Secret Information.
8. Fundamental Aspects of Copyright Protection.
9. Copyright Protection for Computer Programs and Digital Media.
10. Copyrights in Cyberspace.
11. Protecting Trademarks and Product Designs in International Markets.
12. Domain Names and Other Trademark Issues on the Internet.
13. Tort Liabilities for Physical and Economic Harms.
14. Intrusions on Privacy and Other Personal Rights.
15. Important Contract Issues for Technology Companies.
16. Antitrust and Anticompetitive Conduct

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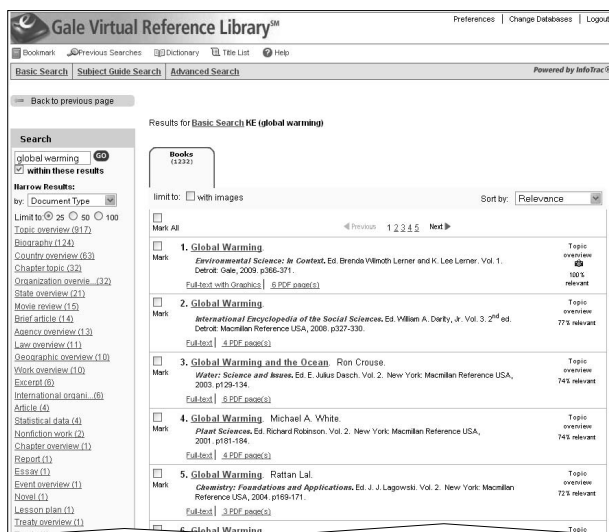
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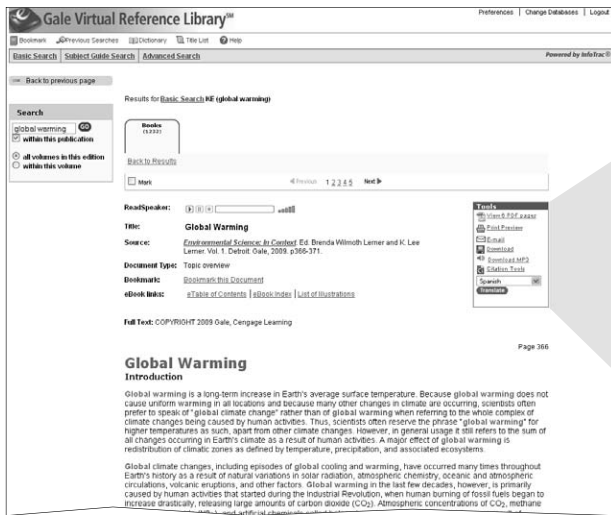


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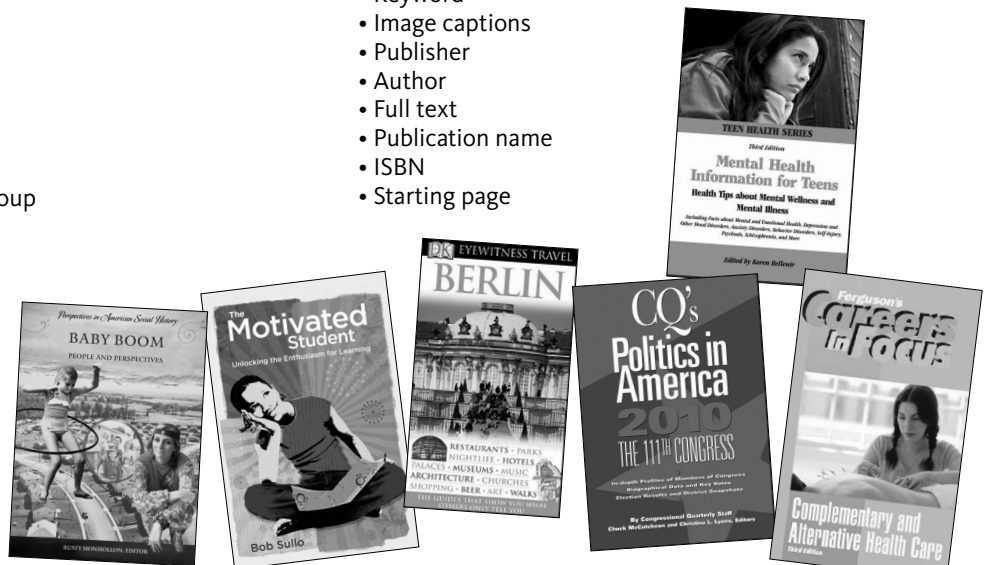
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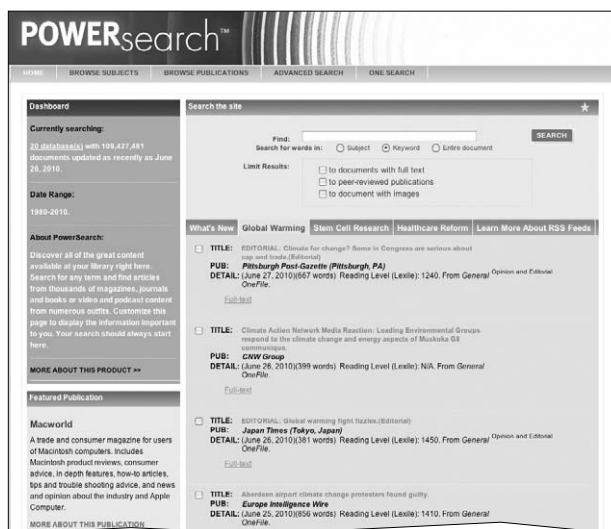
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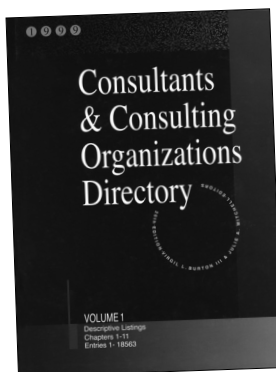
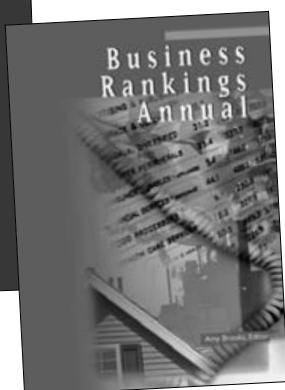
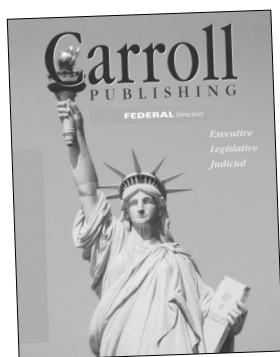
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- Growing list of available directories
- And much more!

GALE DIRECTORY LIBRARY



Gale is proud to announce the addition of Carroll Publishing's government directories to the *Gale Directory Library*. Available in eDirectory format for the first time, these indispensable reference sources — including the *Federal Directory*, *Federal Regional Directory*, *Municipal Directory*, *State Directory* and *County Directory* — provide detailed and up-to-date information on U.S. government officials at all levels of government (federal, state, municipal and county).

Available eDirectories include:

- *Awards, Honors & Prizes*
- *Brands and Their Companies*
- *Business Rankings Annual*
- *Consultants & Consulting Organizations Directory*
- *County Directory, Carroll Publishing*
- *Directories in Print*
- *Directory of Special Libraries and Information Centers*
- *Encyclopedia of Associations*
- *Encyclopedia of Business Information Sources*
- *Encyclopedia of Governmental Advisory Organizations*
- *Federal Directory, Carroll Publishing*
- *Federal Regional Directory, Carroll Publishing*

- *Gale Directory of Databases*
- *Gale Directory of Publications and Broadcast Media*
- *Government Research Directory*
- *Graham & Whiteside Major Companies Directories*
- *International Research Centers Directory*
- *Market Share Reporter*
- *Melton's Encyclopedia of American Religions*
- *Municipal Directory, Carroll Publishing*
- *National Directory of Non-Profit Organizations*
- *National E-mail and Fax Directory*
- *National Faculty Directory*
- *Publishers Directory*
- *Research Centers Directory*
- *State Directory, Carroll Publishing*
- *Statistics Sources*
- *Telecommunications Directory*
- *Trade Shows Worldwide*
- *Ward's Business Directory of Private and Public Companies in Mexico and Canada*
- *Ward's Business Directory of U.S. Private and Public Companies*
- And others

For more information and a complete list of available titles, visit www.gale.com/DirectoryLibrary.

Business

Small Business Resource Center

The screenshot displays the 'Small Business Resource Center' advanced search interface. At the top, there are navigation links for 'Preferences', 'Change Databases', and 'Logout'. Below this, there are search options: 'InfoMark', 'Print', 'E-mail', 'Download', 'Marked Items', 'Previous Searches', 'Dictionary', and 'Title List'. The main search area includes a 'Keyword(s)' field with 'business plans' entered, and an 'Industry' dropdown menu set to 'bakery'. There are also fields for 'Search(es)', 'Browse', and 'Previous'. A 'Search' button is prominently displayed. Below the search bar, there are options to 'Limit the results' by document type (with a dropdown menu showing 'None selected', 'Abstract', 'Advertisement', and 'Agency Overview'), by publication subject area (with a dropdown menu showing 'None selected', 'Accounting', 'Advertising', and 'Advertising, Marketing and Public Relations'), and by publication date(s) (with radio buttons for 'All Dates', 'Before', 'On', 'After', and 'Between', and dropdown menus for each). At the bottom of the search area, there are links for 'Hide search options' and 'CCL Advanced Search', and a note that the page is 'Powered by InfoTrac®'. A footer note states: 'The databases selected for searching offer a combined 1,122,663 articles and were last updated as recently as June 28, 2010.' At the very bottom, there are links for 'About Small Business Resource Center', 'Contact Us', 'Copyright', 'Terms of Use', 'Privacy Policy', and 'Accessibility'.

New York Library Association Best of Reference 2007 and 2008

This comprehensive online resource offers a combination of unparalleled periodical and reference content, covering all major areas of starting and operating a business, including accounting, finance, human resources, management, marketing, tax and more.

By helping teach basic skills such as managing financials or writing a business plan, *Small Business Resource Center* can help speed the learning curve for budding entrepreneurs by offering real-world experiences and examples. Developed from librarian feedback, *Small Business Resource Center* is easy to search and highly intuitive. For users who aren't sure where to start, a helpful subject guide is available, as well as navigation buttons that allow users to search on business topics, business types, sample business plans, and answers to the most frequently asked questions from a "How To" menu. Users may conduct a standard search based on subject or keyword, or by searching the entire document. More advanced searches based on document type, subject areas or publication can also be performed.

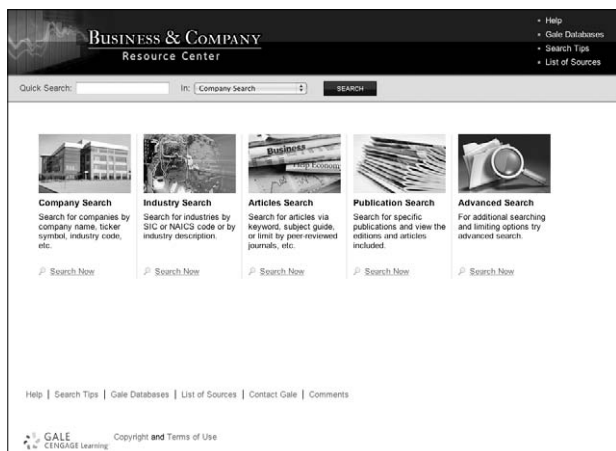
Small Business Resource Center contains a wealth of resources including the well-known *Business Plans Handbook* series. This series contains hundreds of sample business plans created by real-life entrepreneurs, as well as business plan templates that entrepreneurs can develop on their own. In addition, *Small Business Resource Center* also offers access to the *Encyclopedia of Major Marketing Campaigns*, showcasing advertising campaigns and marketing initiatives from some of the world's best-known businesses — from McDonald's to Merrill Lynch — and many other Gale titles. To complement these, *Small Business Resource Center* also features dozens of titles from John Wiley & Sons, including:

- The Unofficial Guide to Marketing your Small Business
- Entrepreneurial Finance
- Buying and Selling a Business: A Step-by-Step Guide
- Portable MBA in Strategy, 2nd Ed.
- The 7 Irrefutable Rules of Small Business Growth
- Portable MBA in Entrepreneurship
- And many more

Small Business Resource Center also includes a wide variety of business journals including, Black Enterprise, Business Perspectives, Compliance Week, Decision Analysis, Economist, Effective Small Business Management, European Journal of Management, Financial Management, Franchising World and many other.

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/SmallBusiness.

Business & Company Resource Center



Business & Company Resource Center offers a wide variety of global business information, enabling users to efficiently research market share data, competitive intelligence, and career and investment opportunities.

Business & Company Resource Center includes:

- Company profiles, including corporate parent/child relationships
- Industry rankings
- Investment reports
- Industry statistics
- Hundreds of SWOT analyses
- Consumer marketing data
- Emerging technology reports
- Industry news and analysis
- In-depth financial information
- And much more

A new financials dashboard includes extensive company stock and financial information, market summaries, financial tools and much more. Content highlights include current and historical company stock data, extensive audio content (podcasts and investor conference calls), news articles, company press releases and SEC documents. Plus, users can create charts that compare one stock to another, or to a particular index, track their favorite newsfeeds for articles or podcasts by adding them to an RSS reader and share their favorite items via social networking sites like del.icio.us. The dashboard includes five "views" that make navigation easy, and extensive interlinking within the financials dashboard encourages usage. Plus it offers views into industries, world markets, currency, bank and treasury rates, and much more.

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/BusinessRC.

Business & Company Resource Center – Newsletters

Business & Company Resource Center – Newsletters provides library researchers with the timely information and expert perspectives found in today's most well-read and respected business and industry newsletters. Some of the industries covered include: advertising, marketing and public relations; general business; health and medicine; computers and office automation; food, beverages and nutrition; biotechnology; government and law; pharmaceuticals and cosmetics; and many more. Updated daily, *Business & Company Resource Center – Newsletters* provides instant access to more than 400 full-text newsletters.

Business & Company Resource Center – PROMT

For more than 20 years, Predicasts Overview of Markets and Technology (PROMT) has been recognized as the world's leading multi-industry resource for business research. PROMT is noted for comprehensive, reliable and international coverage of companies, products, markets and technologies. In addition, this resource features a vast and diverse collection of abstracts and full text from international trade and business journals, industry newsletters and newspapers. *Business & Company Resource Center – PROMT* is the ideal resource for conducting first-stop and retrospective searches that answer fundamental and complex business questions, and address a spectrum of business and industry applications. *Business & Company Resource Center – PROMT's* precise and powerful indexing enables searchers to combine products with events and geographic codes, ensuring accurate and focused retrieval.

RDS Business Reference Suite



Finding relevant business answers has never been easier. *Business Reference Suite* gives you balanced and highly focused full-text coverage of company and industry news, management practices and market research information. By combining the complementary strengths of *Business & Industry*, *Business and Management Practices* and *TableBase*, Gale delivers a comprehensive business research package. Acknowledged for their own distinct focuses and areas of expertise, these resources form a core business reference collection of leading worldwide business sources, plus tens of thousands of tables with strategic data.

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/RDS.

RDS Business & Industry®

Business & Industry is an acclaimed multi-industry business resource with a strong global focus on company, product and industry information. Efficient in concept and design, *Business & Industry* provides users with indexing that ensures easy and successful searching — plus the valuable facts, figures and trends users will need to gain a strategic and competitive edge. *Business & Industry* draws its content from the world's most authoritative business publications, including premier trade and business journals, leading industry newsletters, plus a broad collection of regional, national and international newspapers. *Business & Industry* covers all manufacturing and service industries including the hot new companies, products, brands and applied technologies that are the driving force behind today's global economy.

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/RDS.

RDS Business and Management Practices

Business and Management Practices emphasizes the practical side of business and management, namely, how organizations make decisions, adopt and implement new technologies and techniques, and plan for change and expansion. *Business and Management Practices* offers highly focused coverage of core professional and trade journals containing information relevant to the fields of management, planning, production, finance, marketing, information technology and human resources. It also includes management-related articles from hundreds of additional sources.

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/RDS.

RDS TableBase™

TableBase is the online resource that specializes exclusively in tabular data on companies, industries, products and demographics. Featuring precise indexing, unambiguous table titles and links to full text, there's nothing like *TableBase* anywhere. International in scope and covering more than 90 industries, *TableBase* gives users unprecedented access to thousands of tables that are absolutely indispensable to daily research including:

- Company and brand rankings
- Imports and exports
- Industry and product forecasts
- Market share
- Number of users/outlets
- Production and consumption statistics
- Trends and demographics
- Usage and capacity
- And much more

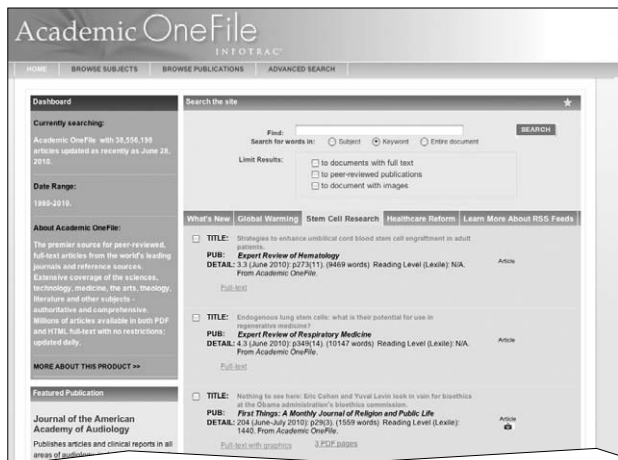
For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/RDS.

Business & Company Profile ASAP

Business & Company Profile ASAP is a comprehensive business periodical collection including more than 200,000 combined directory listings from *Graham & Whiteside™* and *Ward's U.S. Business Directory*, with an emphasis on private companies. In one fully integrated resource, *Business & Company Profile ASAP* provides access to all the business and management journals, trade journals, newspapers and directories needed for in-depth research on companies, products, markets, industries, economics and management disciplines. It also provides full-text U.S. and international private and public company directory listings, and full-text PR Newswire releases.

ONLINE RESOURCES

Academic OneFile



CODIE Award Finalist for Best Online General Reference Service 2008 and 2009

The premier resource for peer-reviewed, full-text journals and reference sources, Academic OneFile is perfect for research libraries, graduate schools, universities and colleges as an up-to-date and easy-to-use resource for serious academic research. Home to nearly 14,000 indexed journals, Academic OneFile effortlessly delivers quality content for faculty, students, scholars and other researchers.

With authoritative and comprehensive coverage of the physical sciences, technology, medicine, social sciences, the arts, theology, literature and other subjects, Academic OneFile is both authoritative and comprehensive. With millions of articles available in both PDF and HTML full-text with no restrictions, researchers are able to find accurate information quickly. International in scope and unparalleled in breadth and depth, Academic OneFile is a one-stop resource for academic research in all disciplines.

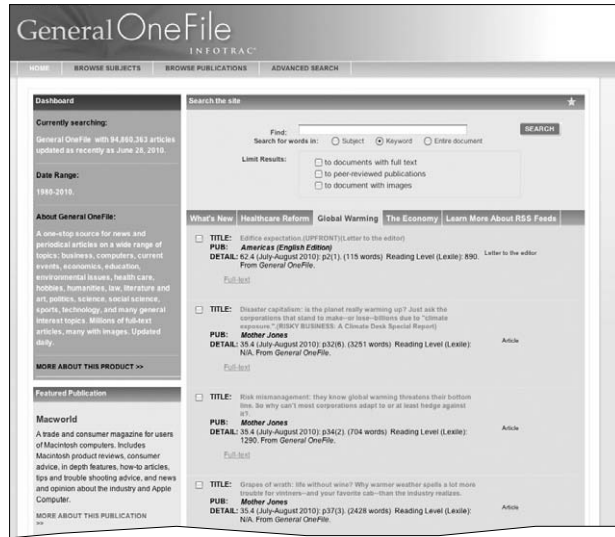
Academic OneFile includes:

- Strong coverage of hard sciences, medicine, engineering and business
- More than 14,000 titles, including more than 9,000 peer-reviewed journals and more than 6,000 in full text
- Full-text for periodicals covered in major bibliographic databases, such as CINAHL, BIOSIS, MLS, PsycINFO, ERIC, EconLit, RILM and others
- Full text of The New York Times from 1985 to present
- Full text of the London Times and Financial Times
- Full linking to and from Thomson's ISI Web of Science.
- Full collection of Elsevier abstracts for every Elsevier journal from 1996 to present

- Key, peer-reviewed journals published in Spanish, French and other languages
- Major reference sets, including Gale Encyclopedia of Science, Gale Encyclopedia of Medicine and Encyclopedia of World Biography
- Links with JSTOR for archival access to periodicals and Open URL compliances for access to e-journal and subscription materials
- Thousands of podcasts and transcripts from NPR, CNN and CBC
- Links to hundreds of medical videos from OR-Live
- Access to a range of additional collections created to fill subject-specific curricular needs
- ReadSpeaker technology to listen to audio versions of articles or download MP3 versions
- Ability to translate all content to 11 different languages
- An intuitive search assist feature guiding users to the exact subject, keyword or publication they are searching for from a single search box
- And much more

For more information, contact your local Cengage Learning Library Reference Representative or visit www.gale.com/AcademicOneFile.

General OneFile



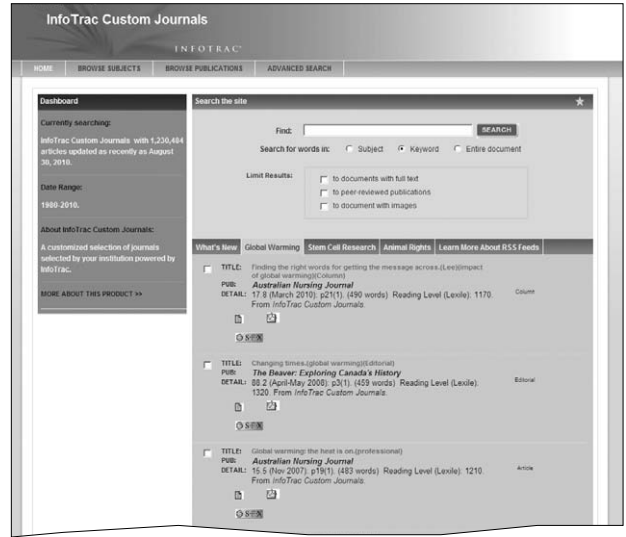
Perfect for researchers at all levels, *General OneFile* includes more than 7,000 full-text titles; more than 3,600 journals; more than 25 years of backfile; and five newspaper indexes, totaling nearly 13,000 titles (50% of which are unique to the collection). With more than 95 million records at researchers' fingertips, *General OneFile* provides instant 24/7 access to the largest collection of full-text periodicals available. In addition, *General OneFile* also features more than 500 travel guides; a full collection of National Public Radio programs from 1990 to the present; links to more than 5,000 video files including shows like the Today Show, NBC Nightly News and Meet the Press; more than 3,000 full-text titles recommended by Bowker's "Magazines for Libraries"; optional access to the *Gale Virtual Reference Library*, containing thousands of electronic references in eBook format via *Gale PowerSearch*; and much more.

General OneFile features:

- A Web-like interface to encourage browsing
- Instant access to periodical and news information on the complete range of general interest topics
- On-demand translation of articles into 11 different languages
- ReadSpeaker technology to listen to audio versions of articles or download MP3 files
- Opportunities to locate and share information among users and their communities with Web 2.0 technology
- An intuitive search assist feature guiding users to the exact subject, keyword or publication they are searching for from a single search box
- And much more

For more information, please contact your local Cengage Learning Library Reference Representative or visit www.gale.com/OneFile.

InfoTrac Custom Journals



InfoTrac is among the largest online collections of current, full-text journals available, featuring more than 14,000 titles covering virtually any specialty or discipline. Many InfoTrac customers, however, may want additional control over their periodical resource.

InfoTrac Custom Journals gives you the freedom to choose only those journals you want, as well as customize the resource's search interface and functionality. Available on the Gale PowerSearch platform, InfoTrac Custom Journals allows you to customize your subscription in a number of useful ways. Using InfoTrac Custom Journals, you have the freedom to select the journals that are appropriate for your institution as well as manipulate the search interface and search functionality. These enhancements are perfect for libraries and other institutions serving populations with unique, discipline-specific reference needs.

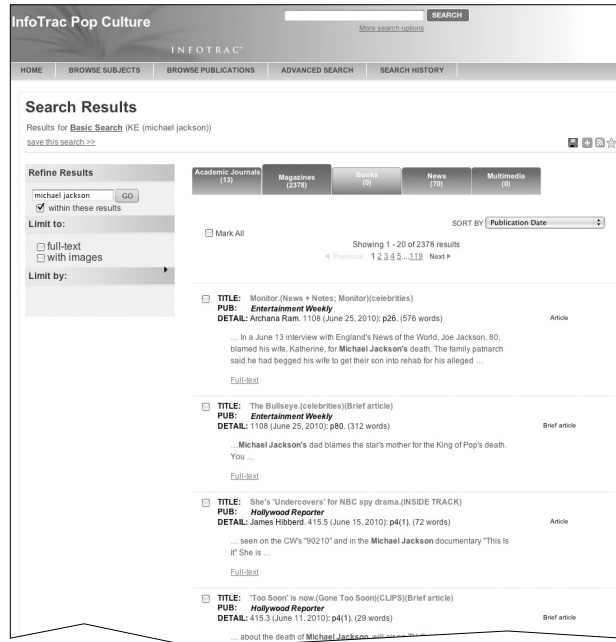
InfoTrac Custom Journals gives you the ability to:

- Choose from the entire list of indexed and full-text articles in the InfoTrac periodical product line
- Select only those titles that you want
- Select the size of the collection you want: 250, 500, 750, 1,000, 1,500 or 2,000 titles
- Change the selection of journals daily
- Name your customized database and create a customized description
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InfoTrac Custom Journals is perfect for customers who need to provide customized collections for specific departments, classes or community interests.

For more information, contact your local Cengage Learning Library Reference Representative.

InfoTrac Collections



Researchers come to your library from specialized backgrounds looking for comprehensive sources — proven resources that yield credible, focused results not found on the Web. Now you can meet that need with in-depth, subject-focused collections powered by *InfoTrac*. Every cost-effective *InfoTrac Collection* has content aimed at unique categories of researchers, including environmentalists, business people, musicians, gardening enthusiasts and more. Millions of articles from respected publications are carefully chosen for these continuously updated resources. Users can quickly identify and retrieve results through a variety of search options, including Basic, Subject Guide, Publication and Advanced Search. An intuitive search assist feature guides users to the exact subject, keyword or publication they are searching for from a single search box.

InfoTrac Collections also allow you to:

- Support a multilingual community by translating documents on demand
- Create Search Alerts with RSS Export
- Manage documents by e-mail, bookmark or print options
- Reach remote users with 24/7 access
- Meet niche needs with ease

InfoTrac Collections include these highly targeted, easy-to-use collections:

- *Agriculture Collection*
- *Business Economics and Theory Collection*
- *Communications and Mass Media Collection*
- *Computer Database*
- *Criminal Justice Collection*
- *Culinary Arts Collection*
- *Diversity Studies Collection*
- *Environmental Studies and Policy Collection*
- *Fine Arts and Music Collection*
- *Gardening, Landscape and Horticulture Collection*
- *Gender Studies Collection*
- *General Science Collection*
- *Home Improvement Collection*
- *Hospitality, Tourism and Leisure Collection*
- *Information Science and Technology Collection*
- *Insurance and Liability Collection*
- *Nursing and Allied Health Collection*
- *Physical Therapy and Sports Medicine Collection*
- *Pop Culture Collection*
- *Popular Magazines Collection*
- *Psychology Collection*
- *Small Business Collection*
- *U.S. History Collection*
- *Vocations and Careers Collection*
- *War and Terrorism Collection*

Financial Times Historical Archive, 1888-2006



This complete online, fully searchable facsimile edition of the Financial Times offers the complete run of the London edition of the paper, from its first issue to the end of 2006, with additional annual updates. Every article, advertisement and market listing is included and shown individually and in the context of the full page and issue of the day. For this online archive every item has been subject or topic categorized to permit fast retrieval and review of relevant articles.

Founded even as the industrial might of imperial Britain was being challenged, the Financial Times has developed dramatically since 1945. Beyond indigenous financial news, coverage has expanded to meet the need for reporting and analysis of the progressive globalization of financial markets, and the demand for unbiased accurate coverage of subjects of interest to business leaders in many professions.

National, European and global market, economic and political news, management issues, technology innovation, entrepreneurship and personal finance — all are covered by in-depth editorials and analysis for the paper's international readership, and the growth of leisure and private wealth is recognized by the widely respected Arts pages. The 800,000 pages in the *Financial Times Historical Archive* will be widely welcomed as an essential primary source for all researchers, teachers and students working on international business, finance and politics, from the height of the Victorian era to the recent years of the 21st century.

In late 2010, this product will become cross-searchable with our other newspaper archives on Gale's new platform, **Gale NewsVault**. Please contact your local Cengage Learning Library Reference representative for more details.

Business: General



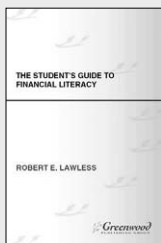
Additional resources on this topic

In addition to the eBooks and print titles listed here, Gale also offers a range of exceptional online resources, including:

Small Business Resource Center — Features comprehensive periodical and reference content covering all areas of small business.

Business & Company Resource Center — Provides instant access to up-to-date company profiles, industry rankings, investment reports, analysis and much more. Please contact your local Cengage Learning Library Reference Representative.

Gale also offers thousands of eBooks from carefully selected third-party publishers (see pp. R2-R3, including:

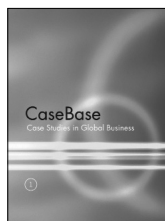


The Student's Guide to Financial Literacy

NEW TITLE Written specifically for students and young adults, this new work explores financial issues in easy-to-understand terms.

Published by Greenwood Publishing Group.
2010. Now available.
 eBook ISBN 978-0-3133-7719-8.
 Order #GENCAT11-257367.

For a complete list of available eBooks, visit www.gale.com/GVRL.



CaseBase

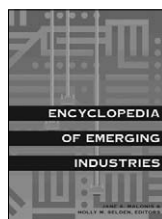
Case Studies in Global Business

NEW TITLE Each volume of *CaseBase* includes new case studies expertly crafted to be challenging yet accessible, providing value to professors, students and businesspeople alike. Focused on issues in emerging markets and

emerging industries across the globe, this new ongoing series is both timely and provocative. Each case presents a unique challenge for the student of business to explore.

Vol. 1. Ready June 2011.
 eBook ISBN 978-1-4144-8693-2.
 Order #GENCAT11-259628.

Vol. 1. 1st Ed. About 350 pp.
Ready June 2011.
 ISBN 978-1-4144-8682-6.
 Order #GENCAT11-259521.
U.S. \$198.00.



Encyclopedia of Emerging Industries

NEW EDITION This updated sixth edition of *Encyclopedia of Emerging Industries* provides insight into the inception, emergence and current status of new industries, business segments that are pioneering new technologies and those introducing break-through marketing strategies or implementing innovative

means of serving new markets. The work includes detailed profiles on approximately 140 emerging industries. Typical profiles include an overview; description of the industry's organization and structure; discussion of its history and development; profiles of pioneers in the field; trends and long-term outlook; leading companies; employment outlook; a bibliography of further reading sources; and much more.

6th Ed. Ready June 2011.
 eBook ISBN 978-1-4144-8688-8.
 Order #GENCAT11-259552.

6th Ed. About 1,400 pp.
Ready May 2011.
 ISBN 978-1-4144-8687-1.
 Order #GENCAT11-259551.
U.S. \$495.00.



Business Rankings Annual

RUSA Outstanding Reference Source

NEW EDITION Working from a bibliographic file Gale editors have built over the years, we have culled thousands of business ranking items from periodicals, newspapers, financial services, directories, statistical annuals and other printed material. The "top ten" of each of these rankings appear in each volume, grouped under standard subject headings for easy browsing. Each edition includes approximately 5,000 entries. Includes a cumulative index to previous editions, published as a separate volume. Available in eDirectory format through the *Gale Directory Library* (see pp. R5-R6). Contact your Gale Representative for eDirectory pricing information. Previous editions also available

2011 Ed.
Ready September 2010.
 ISBN 978-1-4144-5393-4.
 Order #GENCAT11-244536.

2011 Ed.
About 2,000 pp. in 2 vols.
Ready September 2010.
 ISBN 978-1-4144-4306-5.
 Order #GENCAT11-240811.
U.S. \$532.00/2-vol. set.



Gale Directory Library

Gale Directory Library connects users to the directory information they need — instantly. eDirectories feature full searching, sorting and exporting capabilities making directory data come alive. See pp. R5-R6.

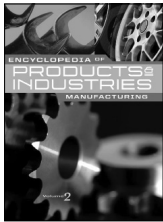


Consultants & Consulting Organizations Directory

NEW EDITION Approximately 29,000 firms and individuals — more than 1,000 new to each edition of this invaluable directory — are listed, arranged into subject sections covering 14 general fields of consulting activity ranging from agriculture to computer technology. In all, more than 400 specialties are represented, including finance, computers, fundraising and many others. Entries provide complete contact information as well as concise descriptions of each organization's activities. Available in eDirectory format through the *Gale Directory Library* (see pp. R5-R6). Contact your Gale Representative for eDirectory pricing information. Previous editions also available.

35th Ed. Now available.
ISBN 978-1-4144-4970-8.
Order #GENCAT11-243216.

35th Ed. About 4,100 pp. in 7 vols. 2010.
ISBN 978-1-4144-4585-4.
Order #GENCAT11-242225.
U.S. \$1,326.00/7-vol. set.



Encyclopedia of Products & Industries — Manufacturing

Encyclopedia of Products & Industries is designed to assist college students who need to research products and the relationships between products and their industries. It will help users explore various aspects of a product,

the manufacturers, suppliers, immediate and adjacent industries and markets. This 2-volume set emphasizes manufacturers of durable goods such as tires, automobiles, appliances, business equipment, home furnishings and sporting goods. Tables, charts and statistics augment essays and include market size, market share and market segments into which each product is sold.

1st Ed. Now available.
eBook ISBN 978-1-4144-2986-1.
Order #GENCAT11-233626.

1st Ed. About 1,200 pp. in 2 vols. 2008.
ISBN 978-1-4144-2983-0.
Order #GENCAT11-233623.
U.S. \$849.00/2-vol. set.

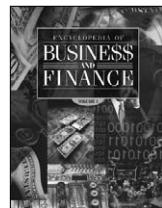


Encyclopedia of Business Information Sources

NEW EDITION Each updated edition of this detailed resource identifies nearly 35,000 live, print and electronic sources of information listed under more than 1,100 alphabetically arranged subjects — industries and business concepts and practices. Available in eDirectory format through the *Gale Directory Library* (see pp. R5-R6). Contact your Gale Representative for eDirectory pricing information. Previous editions also available

27th Ed. Now available.
ISBN 978-1-4144-5026-1.
Order #GENCAT11-243272.

27th Ed. About 1,200 pp. in 2 vols. 2010.
ISBN 978-1-4144-4667-7.
Order #GENCAT11-242161.
U.S. \$626.00/2-vol. set.



Encyclopedia of Business and Finance

Designed for the nonspecialist, the *Encyclopedia of Business and Finance* is a complete reference covering finance and banking; accounting; marketing; management; and information systems.

Contributors include academics and business scholars from leading business programs. The completely revised second edition includes 305 signed essays.

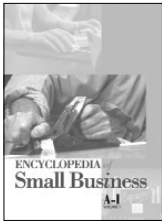
2nd Ed. Now available.
eBook ISBN 978-0-02-866081-3.
Order #GENCAT11-225994.

2nd Ed. 794 pp. in 2 vols. 2006.
ISBN 978-0-02-866061-5.
Order #GENCAT11-221050.
U.S. \$420.00/2-vol. set.



Gale Directory Library

Gale Directory Library connects users to the directory information they need — instantly. eDirectories feature full searching, sorting and exporting capabilities making directory data come alive. See pp. R5-R6.



Encyclopedia of Small Business

Library Journal Best Reference Source

NEW EDITION This convenient and exhaustive print reference source is designed to provide entrepreneurs with how-to information that they can apply to their own business. The *Encyclopedia* contains detailed articles and overviews of all the key information needs of small business owners, including financial planning; business plan creation; market research; sales management; tax planning and more.

4th Ed.

Ready November 2010.
eBook ISBN 978-1-4144-6266-0.
Order #GENCAT11-248229.

4th Ed. About 1,200 pp.

in 2 vols. Ready November 2010.
ISBN 978-1-4144-2028-8.
Order #GENCAT11-230795.
U.S. \$631.00/2-vol. set.



Small Business Sourcebook

NEW EDITION In this annual annotated guide, you'll discover more than 22,700 listings of live and print sources of information designed to facilitate the start-up, development and growth of specific small businesses, as well as more than 27,800 similar listings for small business topics.

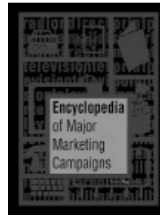
27th Ed. About 3,800 pp.

in 6 vols. 2010.
ISBN 978-1-4144-4784-1.
Order #GENCAT11-242400.
U.S. \$649.00/6-vol. set.



Gale Virtual Reference Library

From literature, history and science to biography, law and business, you can now provide often-requested eBook titles from Gale and its premier publishing partners to unlimited users 24/7 through the *Gale Virtual Reference Library*. See pp. R2-R3.



Encyclopedia of Major Marketing Campaigns

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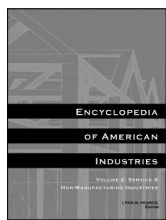


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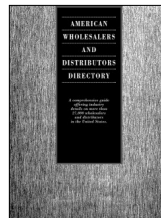
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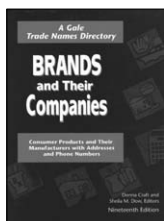
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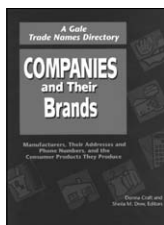
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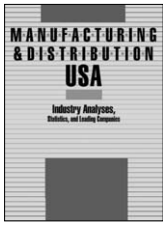
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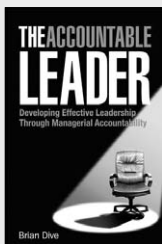


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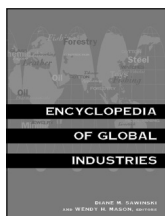


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









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




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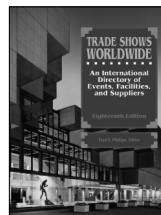


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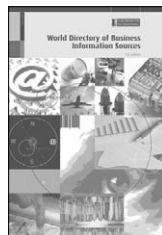
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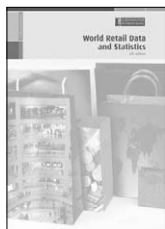


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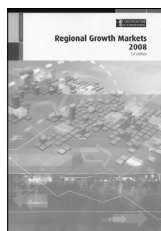
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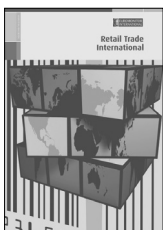
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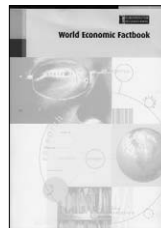
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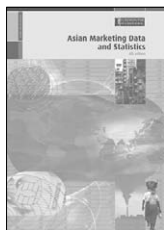
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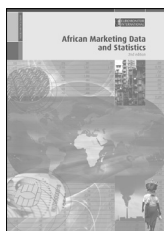
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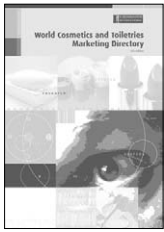
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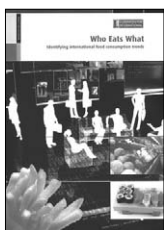
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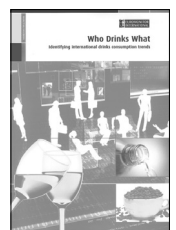
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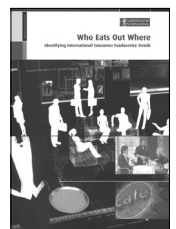
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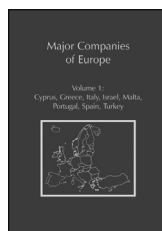
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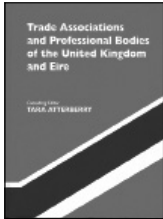
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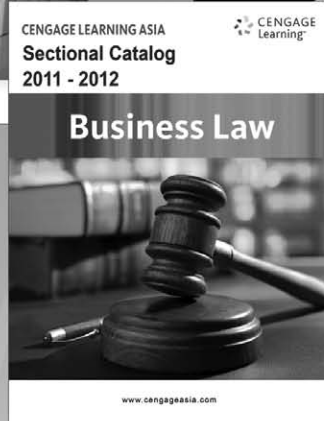
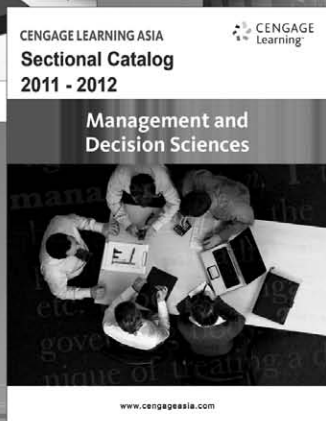
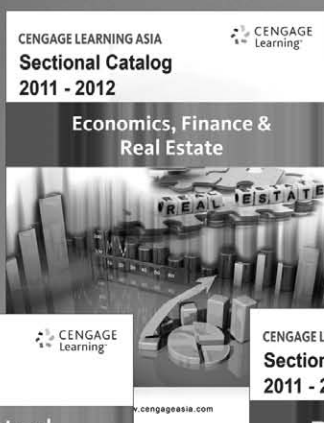
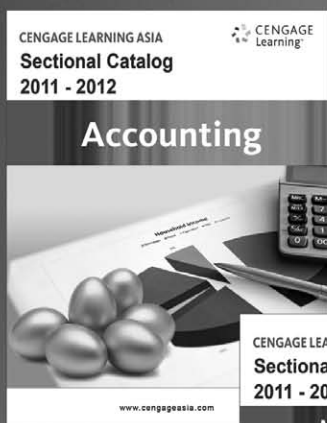
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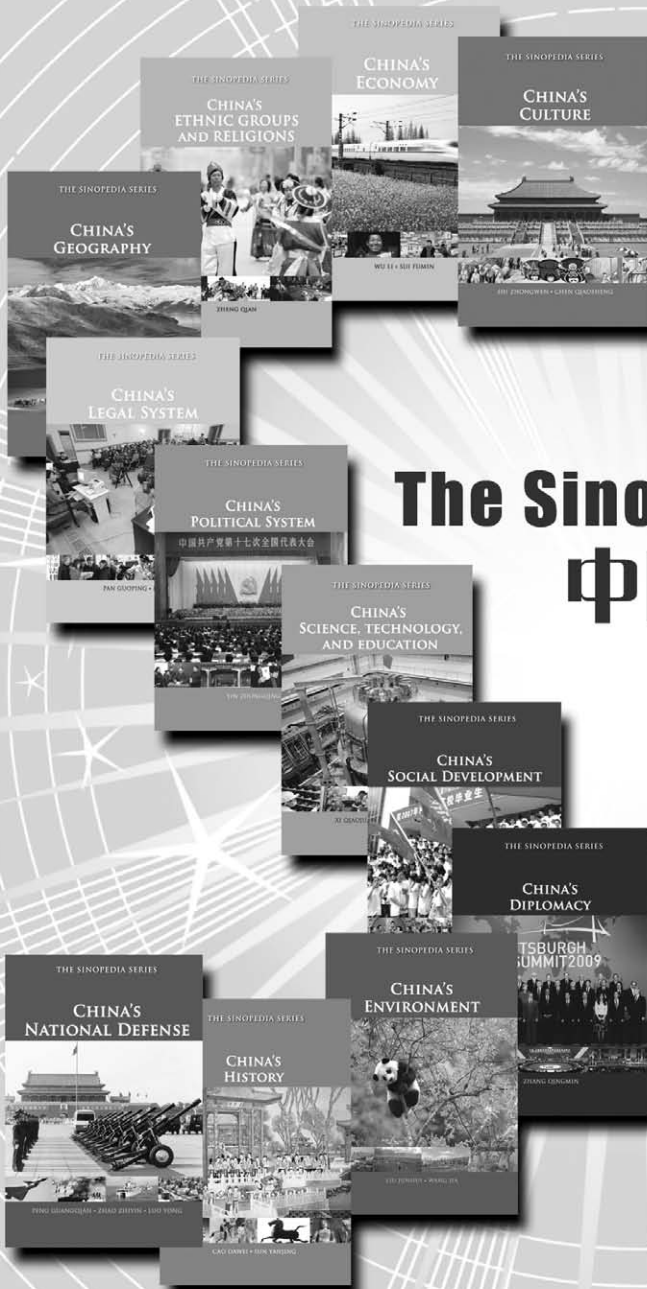
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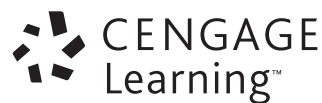
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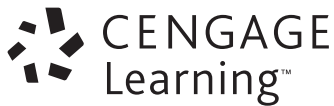
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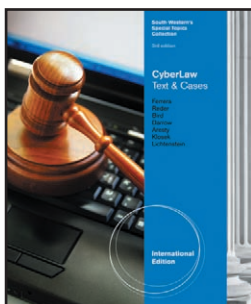
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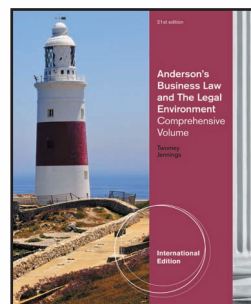
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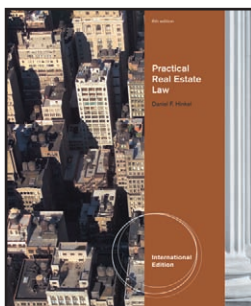
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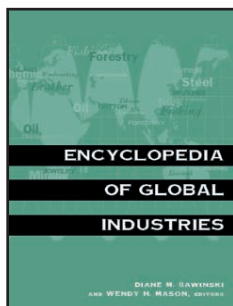
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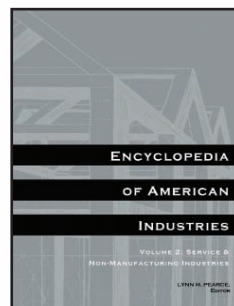
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