

**WESTERN STATE UNIVERSITY
COLLEGE OF LAW**

SALES--FALL 2026

SYLLABUS & POLICIES

PROFESSOR SCOTT FEIG, ESQ.

PROFESSOR: Scott Feig, J.D., M.A.
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CLASS TIME: Wednesdays; 6:30-8:20 PM
OFFICE HOURS: By appointment

CLASS MATERIALS:

REQUIRED TEXT: Edith R. Warkentine, Sales: A Context and Practice Casebook, Second Edition. (hereinafter referred to as “Warkentine”).

2026- 2027 Edition: William D. Warren and Steven D. Walt, Commercial Law: Selected Statutes, (Foundation Press). You cannot use a supplement that you used in your Contracts course. These do not contain the official comments of the Code.

OBJECTIVES & METHODOLOGY:

1. To understand the substantive law of Article 2 of the Uniform Commercial Code;
2. To develop the skill of statutory analysis;
3. To develop analytical skills that require each student to think, write, and problem-solve;
4. To identify the factual and legal issues implicated by a fact pattern and to appropriately use the Code, cases, and rules to predict how a court would decide an issue;
5. To identify and evaluate public policy-based arguments and evaluate how public policy can impact the application of a rule to a legal issue;
6. To locate relevant legal authority, such as specific Code sections, and properly cite to such legal authority; and,
7. To engage in correct conventions of grammar to write succinctly and effectively.

The case method: The textbook contains cases, notes, and questions. Students are responsible for reading and briefing the case material in all assigned chapters.

SALES—FALL 2026

Page 1 of 6 Pages

The problem method: The textbook contains problems in each chapter. Specific problems will be assigned but may not be discussed in class. Students are required to prepare answers to all assigned problems.

The statutory method: Sales is a “statutory” intense course. Students will be dealing with selected sections of the Code in each class. In order to assist each student to develop statutory interpretation skills, the Code will be reviewed and discussed during class.

The application method: Problems will be presented during class that will require application of fact patterns to specific Code sections.

CLASS PARTICIPATION & ATTENDANCE:

(A) ***Class Participation:*** Students are expected to be prepared for class, which includes:

1. Students are expected to complete the required reading and assigned problems.
2. Students are expected to prepare a WRITTEN BRIEF for each of the cases in the assigned reading. “Book Briefing” is not a “written brief.”
3. Students are expected to prepare written responses to all of the problems in the assigned reading.
4. Students are expected to be able to recite/brief a case in front of the class from the assigned reading.
5. Students are expected to participate in all class discussions.

Note: Unpreparedness will be marked as an “absence” for that class period. Late to class will be marked as an “absence” for that class period.

(B) ***Attendance:*** You must be in your assigned seat before the start of the class. Attendance will be taken daily in class by circulation of an attendance sheet for students to sign. Once class begins, please do not leave the room except for emergencies or medical reasons. It is imperative that you ensure that you sign the attendance sheet when you are present and on-time. If you are late to class, do not sign the attendance sheet. You must not sign the attendance sheet for any other student. You are responsible for keeping track of your own absences.

If you incur more than 2 (two) absences, you will be withdrawn from the course and receive a failing grade, which is in accordance with the policies of Western State College of Law.

ADDITIONAL RULES:

(A) ***Seating Chart:*** A seating chart will be circulated. Please print your name legibly for the permanent seat that you choose. If you later wish to change your seat, please notify me in advance so I can consider your request and make any appropriate changes to the chart.

(B) **Electronic Devices:**

1. **Computer Use:** You may use a personal computer during class for note taking only. Students are prohibited from being on the Internet, checking email, playing games, texting, accessing social media, instant messaging, or the like. If a student violates this rule, the professor reserves the right to prohibit computer use in class for every student. If your class assignments, such as briefed cases and written problems, are on your computer (and not printed), you must have the document open at the start of the class.
2. **Cell Phones:** Shut-off or silent cell phone before the class begins. Students are prohibited from using cellphones in class. However, if you have a genuine exigency requiring you to monitor your cellphone for an urgent text or email message, please seek my permission in advance off that particular class.
3. **Audio/Video Recording and Photographs:** Taking or transmitting photographic images during class, or recording or transmitting audio or video of any portion of any lecture, comments, or remarks by the instructor is prohibited absent the instructor's advance written permission.
4. **Commercial Materials:** You may not recite from commercial outlines, briefs, or other commercial study aids. If you bring these materials to the classroom, they must be closed at all times.

Note: A violation of any of these policies may result in ejection of an offending student from the class, his or her being deemed "absent" and/or a negative "class-participation" grade, in addition to any other remedy or penalty available under the rules of the university or under state and/or federal law.

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"ASSIGNMENTS" ON FOLLOWING PAGE

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ASSIGNMENTS: Below are the following assignments for Sales—Fall 2026. You are expected to read the Code sections and the Official Comments that correspond to the material being studied each week. **The assignments are designed so you are expected to complete at least two hours of preparation for every one hour of class time.**

Note: Class coverage of the reading assignments is fluid, which means that we may not always cover all of the assigned material during the scheduled class period. As such, it is your responsibility to make sure you are prepared for each class. Always review the current assignment before arriving to class. Also, assignments are subject to change.

SALES READING ASSIGNMENTS Fall 2026			
Class	Reading Assignment	Class Discussion Topic(s)	Recommended CALI Lesson
Class 1	Warkentine Preface, Chapters 1-3	Introduction to Course, Introduction to the Uniform Commercial Code, Statutory Analysis; Article 2 Overview, Article 2 Scope	
Class 2	Warkentine Chapter 4	Contract Formation	Formation of Contracts under UCC Article 2
Class 3	Warkentine Chapter 4	Contract Formation (cont'd)	
Class 4	Warkentine Chapter 5 Warkentine Chapter 6	Contract Defenses; Begin Contract Terms	
Class 5	Warkentine Chapter 6 Selected Statutes, Magnuson Moss	Contract Terms: Warranties, Warranty, Fed. Magnuson Moss (scope), Disclaimers and Remedy Limitations	Warranties
Class 6	Warkentine, Chapter 7	Contract Terms: Express Terms, Interpretation, and the Parol Evidence Rule	The Parol Evidence Rule
Class 7	Warkentine, Chapter 8	Contract Terms: Gap Fillers	
Class 8	Midterm Exam Warkentine, Chapter 9	Covers all chapters to date Begin Contract Performance	

Class 9	Warkentine, Chapter 9	Contract Performance	
Class 10	Warkentine, Chapter 10 Warkentine, Chapter 11	Excuses for Non-Performance Breach of Contract	
Class 11	Warkentine, Chapter 12	Remedies	UCC Remedies: An Introduction
Class 12	Warkentine, Chapter 12 (cont'd) Warkentine, Chapter 13	Remedies (cont'd) Advance Issues	UCC Remedies: Buyer's Remedies When the Seller is in breach. UCC Remedies: Seller's Remedies When the Buyer is in Breach.
Class 13	Warkentine, Chapter 14	Sales Problems	Exploring Article 2.
Class 14	Review	Sales Problems (cont'd)	

EXAMINATIONS AND GRADING:

1. Mid-Term Exam: 20% (twenty percent) of your grade for the course; and,
2. Final Exam: 80% (eighty percent) of your grade for the course.

Note that examinations and grading is subject to change at the professor's discretion with no additional notice required.

All exams are closed-book. You will not be permitted to use the Code during the exam. So, it behooves you to start your outline early and to update it regularly so you can quickly reference the Code sections from your memory to apply to specific issues raised in the exams. The mid-term exam will be a 1 ½ or 2 hour exam scheduled during Week 8 of the class. The final exam will be scheduled for 2 (two) hours.

WESTERN STATE COLLEGE OF LAW—PROGRAMMATIC LEARNING OUTCOMES:

Western State College of Law Programmatic Learning Outcomes (PLOs), attached.

COURSE LEARNING OUTCOMES:

1. **Analytical Reasoning:** Analyze issues objectively, interpret and synthesize data and ideas, and develop feasible, flexible, and creative solutions to real world problems.

2. **Effective Communication:** Identify audiences, assess information provided, interpret needs, and present relevant information using appropriate written, oral, and listening skills and media to meet the needs of the situation.
3. **Information Competency:** Gather, evaluate, and ethically use information from a variety of relevant technological and library resources to make decisions and take action.
4. **Interpersonal Effectiveness:** Develop individual and group interpersonal skills to improve and foster participation and interaction critical for achieving individual and group goals.
5. **Personal and Professional Integrity and Ethical Behavior:** Demonstrate a multi dimensional awareness of individual and social responsibility to act ethically and with integrity in a diverse, global society.
6. **Professional Competence:** Apply skills appropriate to program objectives and employ critical reasoning to contribute to one's field and profession.

DISABILITY SERVICES STATEMENT: Western State College of Law provides accommodations to qualified students with disabilities. The **Disabilities** Services Office assists qualified students with disabilities in acquiring reasonable and appropriate accommodations and in supporting equal access to services, programs, and activities at Western State College of Law.

Disability Services Statement, attached.