



FALL 2026 COURSE SYLLABUS

Course Number: 312

Course Title: Sales

Credit Hours: 2

Grading Mode: Letter grade

Meeting Day(s)/ Time(s): Tuesdays, 8:10 – 10:10 PM

Meeting Mode: In Person

Exam Day(s)/ Time(s): DEC 10, 6:00P

Final Exam Mode: In person exam

Prerequisite(s): None.

Corequisite(s): None.

Instructor(s): Delaney, Raighne

Contact Information: rdelane7@gmu.edu

Office Hours: None

Course Overview

Using lectures, cases and problems, the students will gain familiarity with Articles 1 and 2 of the Uniform Commercial Code, along with the Convention on the International Sale of Goods.

Course Learning Outcomes

1. Students will obtain and demonstrate a working knowledge of Article 2 of the Uniform Commercial Code.
2. Students will obtain familiarity with the Convention on the International Sale of Goods.
3. Students will have the ability to spot and solve problems relating to transactions in the sale of goods.

Reading(s) & Supplement(s):

1. Steven D. Walt, Sales Law: Domestic and International: Cases, Problems, and Materials (4th edition).
2. Commercial Law, Selected Statutes, 2025-2026 edition. ("Statutory Supplement").

As an alternative to the statutory supplement, students must have a Complete Text of Articles 1 and 2 of the UCC with Official Comments, along with the Text on the Convention of the International Sale of Goods. These documents are contained within the supplement of Selected Statutes.

Grading Policies

I will base your grade on the final exam. You may bring your copy of Articles 1 and 2 of the Uniform Commercial Code along with the Convention on the International Sale of Goods to the exam. In other words, I will permit you to bring into the exam your statutory supplements and no other materials. Walt's Commercial Law, Selected Statutes is a satisfactory supplement. You may annotate your statutory supplement with any notes that you make on it, but you may not add pages to it. I reserve the right to increase your grade due to exemplary class participation. Reading assignments are tentative and subject to revision as the semester progresses.

Participation & Preparation %: I reserve the right to increase or decrease a student's grade based on participation, as permitted by the school's policies.

Midterm %: None

Final %: 100%

Classroom Policies

Attendance: Per AR 3-1.4, "maintenance of matriculation requires regular class preparation, participation and attendance, registration in the course of study required for the student's program (full-time or part-time), successive registration for each fall and spring term of each academic year until study is completed, and compliance with all other relevant requirements."

Absences: Per AR 4-1.1, "if a student is absent for any reason for more than 20 percent of the sessions of a course, the student is not eligible for credit in that course. A student who is not present for at least 75 percent of a session of the course is absent from that session."

Use of Technology & AI:

Strict Use Policy: The use of generative AI tools is not permitted for any coursework in this course. Unauthorized use will be treated as a violation of academic standards.

Use of Electronic Text Books During Exams:

Students are permitted one laptop computer for exam taking purposes. Additional laptop computers or any other electronic data storage devices are not allowed in an exam room, unless permitted by the course instructor's written exam instructions. Electronic text books (e-books) may be used during exams that are designated as open book by the instructor, and the instructor allows text books to be used during the exam and allows access to a student's computer files during the exam (open exam). E-books may not be used in exams where the instructor does not allow students to access their computer files during the exam (secure exam) even if the instructor permits access to text books. If the instructor has blocked access to the internet or computer files, you must bring a hard copy of the allowed text book(s) you wish to consult. Students will need to borrow or otherwise locate a hard copy of the e-book or print resources needed from the e-book to take into the exam room. The instructor determines the length of the examination and whether or not it is secure or open and what, if any, study materials are permitted during the exam. Students are responsible for adhering to the instructor's standards for all examinations, which are included in the examination materials.

Course Schedule & Assignments

Week 1:

Date: Tuesday, August 25

Topic: Sales Law Introduction

Assignment(s): Chapters 1 & 2 / pages 1-88

Week 2:

Date: Tuesday, September 1

Topic: Formation of Contracts

Assignment(s): Chapter 3 / pages 88-154

Week 3:

Date: Tuesday, September 8

Topic: Requirements

Assignment(s): Chapter 4, pages 155-218

Week 4:

Date: Tuesday, September 15

Topic: Warranties

Assignment(s): Chapter 5, pages 219-283

Week 5:

Date: Tuesday, September 22

Topic: Disclaimers

Assignment(s): Chapter 6, Pages 315-370; 404-434

Week 6:

Date: Tuesday, September 29

Topic: Performance, Part 1

Assignment(s): Chapter 7, Pages 435-498

Week 7:

Date: Tuesday, October 6

Topic: Performance, Part 2

Assignment(s): Chapter 7, Pages 498-569

Week 8:

Date: Tuesday, October 13

Topic: Risk of Loss & Conflicting Rights

Assignment(s): Chapters 8 and 9, pages 571-661.

Week 9:

Date: Tuesday, October 20

Topic: Seller's Remedies, Part 1

Assignment(s): Chapter 10, pages 663-692

Week 10:

Date: Tuesday, October 27

Topic: Seller's Remedies, Part 2

Assignment(s): Chapter 10, pages 693-725

Week 11:

Date: Tuesday, November 3

Topic: Buyer's Remedies

Assignment(s): Chapter 10, pages 726-780

Week 12:

Date: Tuesday, November 10

Topic: Letters of Credit

Assignment(s): Chapter 11, pages 781-838

Week 13:

Date: Tuesday, November 17

Topic: Review

Assignment(s): None.

Student Resources

[Antonin Scalia Law School Academic Regulations](#)

[GMU Common Course Policies Addendum](#)

[Mason Square Services](#)

[Mason Square Police](#)

Van Metre Hall, Room 110

Emergency - Dial 911

Escort Services - 703-993-8070

Dispatch – 703-993-2810

[Student Support and Advocacy Center \(SSAC\)](#)

Mason Square Sexual Assault Services:

Van Metre Hall, Room 222D

703-993-8186

Notice of Mandatory Reporting of Sexual Assault, Sexual Harassment, Interpersonal Violence, and Stalking:

As a faculty member, I am designated as a “Non-Confidential Employee,” and must report all disclosures of sexual assault, sexual harassment, interpersonal violence, and stalking to Mason’s Title IX Coordinator per University Policy 1202. If a student wishes to speak with someone confidentially, please contact one of Mason’s confidential resources, such as Student Support and Advocacy Center (SSAC) at 703 -380-1434 or Counseling and Psychological Services (CAPS) at 703 -993-2380. Students may also seek assistance or support measures from Mason’s Title IX Coordinator by calling 703 - 993-8730, or emailing titleix@gmu.edu.

[Mason Square Clinic](#)

Van Metre Hall, Room B102

703-993-2831

[Counseling and Psychological Services](#)

[Student Health Services](#)

[Student Disability Services](#)

[University Life](#)