I hope you had a good break.

A full syllabus and list of reading assignments will be posted on WISE before 1/6.

First Assignments:

Read the syllabus (to be posted by Friday, 1/6.)

Keating Sales, A Systems Approach (5th or 6th edition.)

For Tuesday 1/10: Read Assignment 1; Answer Problems 1.1, 1.2, 1.4 & 1.6
For Thursday 1/12: Read Assignment 2; Answer Problems 2.2, 2.3, 2.5 & 2.6

Read all sections of the Uniform Commercial Code (UCC) referenced in the reading.

Order any clean copy of the UCC you can find and mark up inexpensively (it does not have to be a 2016/2017 edition).

NOTE: We will focus heavily on the problems and the UCC in this class. The readings, regardless of edition, will help you understand the material, but will not be a focus of our discussion.