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# Sales: A Systems Approach



## Synopsis

**Sales: A Systems Approach, Fourth Edition**, offers a problem-based pedagogy and a thematic structure that explores the different systems governing sales transactions, including the domestic sales of goods, leases, international sales, and real estate sales. An ideal teaching vehicle that features interviews with business leaders and actual examples and documentation from practice, this highly respected casebook can be successfully used to teach Commercial law, Commercial Transactions, or Sales.

Features of this popular casebook include:

- vivid problem-solving assignments that incorporate excerpts from the author's interviews with leading figures in commerce
- provisions from actual sales forms and documents
- news stories that illustrate how the system works in practice
- a systems approach emphasizing the institutions and mechanisms that regulate transactions, illustrating how the UCC works in practice
- organization by Assignments
- offering flexibility in teaching either a 2-hour or 3-hour course
- comprehensive but succinct coverage that includes:
  - the domestic sale of goods
  - leases
  - international sales
  - real estate sales
- distinguished authorship

Daniel Keating is coauthor, with LoPucki, Warren, and Mann, of **Commercial Transactions: A Systems Approach**, now in its Fourth Edition

a comprehensive **Teacher's Manual**; notable for its thorough answers to problems

New to the Fourth Edition:

- many new cases, including: the Pennsylvania Supreme Court's 2005 decision in *Phillips v. Cricket Lighters*, reversing a 2004 Pennsylvania Superior Court decision that a disposable lighter was not merchantable because it did not have a child safety feature
- additional material and new problems on:
  - 2-207 and the battle of the forms
  - simultaneous acceptance and breach under 2-206
  - adequate assurance of future performance and reasonable grounds for insecurity
  - measuring damages in the case of anticipatory repudiation
- a detailed Transition Guide in the **Teacher's Manual** that lists changes between the Third and Fourth Editions
- additional material in the **Teacher's Manual** that incorporates users' insights into the problem answers

Emphasizing the institutions and mechanisms that regulate commercial transactions, **Daniel Keating** offers a rich variety of materials and timely coverage in an experiential, problem-based format that works exceptionally

well in the classroom. </p> </p> </p> </p>

## Book Information

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## Customer Reviews

It was ok. It look really new but there're lots of highlighting on the book so I cant do mine on it unless I want to change the color of the page. Overall, it was just ok for 3 stars but it came on time and looks new so I would give them 4 stars.

This is probably one of the worst books I have received from with outrageous amounts of writing and highlighting on almost every page of the book. I rented this book, so I wasn't expecting the book to be perfect, but MY GOODNESS this book is bad.

useless editions that are being sold for classes. Selling editions that are 3 or 4 generations old. Waste of money and there is nothing that talks about edition or anything else on it.

This book does a good job highlighting and comparing aspects of Art. 2, Art. 2A, and the C.I.S.G.. There are some typos, and a couple of poorly worded hypotheticals.

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