**Yourfirstname Yourlastname**

**XXXX words**

**Sales 2016 Exam Practice: The Moped Store**

[[[This document contains instructions for doing the exam practice exercise we discussed in class on Thursday, November 3, 2016. This document is also the template you will use to create your response. Your response is due Thursday, November 10, 2016, at the time and in the manner specified below.

**INSTRUCTIONS FOR USE OF TEMPLATE:**

At the top of this document, replace “Yourfirstname” with your first name. Replace “Yourlastname” with your last name. (You can insert middle names and/or middle initials between the two if you like.) Once you have completely finished with your exam answer, replace “XXXX” with the total number of words in this document, including all words in the entire document.

When you are ready to type your exam response, delete all the text in this document within and including the triple brackets. Replace all that with your exam response.

Do not change anything else about this document. Please leave the font, paragraph, style, margin, line-spacing and other settings alone.

**INSTRUCTIONS FOR PRACTICE EXAM:**

**What should you do before you start:** Before you start, I strongly recommend that you review my essay exam advice, which is found in two documents: (1) Tip Sheet on How to Write a Law School Exam and (2) Three Examples of Exam Writing. Both documents can be found in my Exam Archive at http://ericejohnson.com/exam\_archive/. The direct URLs are: http://www.ericejohnson.com/docs/Tip\_Sheet\_on\_Exam\_Writing.pdf and http://www.ericejohnson.com/docs/Three\_Examples\_of\_Exam\_Writing.pdf. Finally, review section 10 of the syllabus regarding the exam. Also, make sure you read all the instructions in this document.

**What exam are you doing:** The exam for which you will be providing a practice response is “The Moped Store.” It is in the Exam Archive. The direct URL is http://www.ericejohnson.com/exam\_archive/Sales\_2015\_practice\_exam\_The\_Moped\_Store.pdf. Follow the instructions there, with the exception of any instructions that contradict the instructions in this document. This document’s instructions supersede those in the exam booklet.

**How to make the most of this exercise:** Set aside three hours to do this exercise, and pretend that those three hours are your exam period. Do the practice exam response within that time, keeping yourself as much as possible to exam conditions.

**Word limit:** The total words in your exam response document must not exceed 1511 words, which includes 1500 words for your practice exam response and 11 words for the header portion, comprising the first three lines of this document. There is only one exception to the word count: If your name ends up being counted as more than two words (for instance, because you have a two-word last name or because you use a middle initial), then you can have a word count that is 1511 plus the number of words by which your name exceeds two words. If anyone turns in a practice exam response that exceeds the word limit, then any positive effect your response would have had in terms of your class participation will be substantially lessened.

**How your practice exam response counts (and does not count) for your grade in Sales 2016:** Your response will be ungraded. The only way in which it will count toward your final grade is that I will consider it to be an instance of class participation. See the class syllabus for a full explanation of how class participation factors into your final exam. If you do this practice exam on time, as instructed, and give it a good faith effort, it is a marginal positive factor. If you don’t hand in this response when due, then it is a marginal negative factor. Thus, understand that not doing this assignment will definitely not tank your grade, and it is unlikely that it will affect your grade at all. Not handing it in is a choice you can make, like being absent from class or not participating in discussion. It’s not a big deal. In fact, if you are not going to take advantage of the opportunity to do a good and thorough job, I strongly recommend your not doing the practice exam at all.

If you do this practice exam perfunctorily, just to get it done, then your constructing a practice response will be a waste of your time. And receiving such a response provides no value to me. If I receive a response that appears to me to be an effort not made in good faith, I reserve the right to count that as a substantial negative factor for class participation.

**Why I encourage you to do this and give it a good-faith effort:** There is no single better use of your study time than doing an old exam. Thus, doing the practice exam is an opportunity to develop and cement your understanding of the course material. It is active learning, the most effective kind. You’ll learn more in less time, and what you learn will stick with you longer. This follows from the way human brains work, and a large amount of empirical research backs this up.

Also, if enough of the class participates in this assignment in a meaningful way, it will allow me to synthesize the results into a model answer for the exam, which I will then post in the Exam Archive, and which you can then use in studying for this class and preparing to take the exam.

**How and when to turn in your practice exam response:** I am asking you to turn in your practice exam response in two ways, because I want both an electronic and a paper copy.

First, e-mail me (via my normal school address) your exam response as a *.doc* or *.docx* attachment. Your subject line must be *Sales 2016 practice exam response* and the file name of your attachment must be *Yourlastname\_Sales\_2016\_practice\_exam\_response.doc* or *Yourlastname\_Sales\_2016\_practice\_exam\_response.docx*, where “Yourlastname” is your actual last name. Make sure you mimic the capitalization and use the underscores. Send this e-mail to me before the beginning of class on Thursday, November 10, 2016.

Second, turn in your exam response stapled and printed single-sided on 8.5-by-11 paper at the beginning of class on Thursday, November 10, 2016.

Please pay attention to and obey the above requirements with regard to file names, subject lines, and paper format, and please refrain from creativity in this area. From my standpoint, dealing with a large number of responses, inconsistency in these aspects makes things needlessly difficult. But there is a bigger issue at stake here than my personal convenience: As a lawyer, you will absolutely have to get these sorts of things right. The lawyer’s product, by and large, is the written word. If you make formatting-type mistakes in submitting documents and files, you undermine all the substantive work you put into crafting your documents. Moreover, you often have to get these sorts of things perfect in order to get your documents accepted by court clerks or government agencies. Real lawyers double-, triple-, and quadruple-check to make sure that they get procedural/formatting things correct with their documents. Start now to exercise that level of care.

Note that if anyone turns in a practice exam response not in correspondence with the formatting/procedural requirements, then any positive effect your response would have had in terms of your class participation will be substantially lessened.

**Feedback:** I will not supply individualized feedback in written form to practice exam responses. If, however, you would like to come into office hours with a printed-out copy of your exam response, I will be happy to review your exam response in-person and give your real-time oral feedback.]]]