



The Four Rs

A Legal Analysis Framework for Business Students

Ralph W. Flick, JD, MBA

flickrw@plu.edu

Pacific Lutheran University

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Agenda



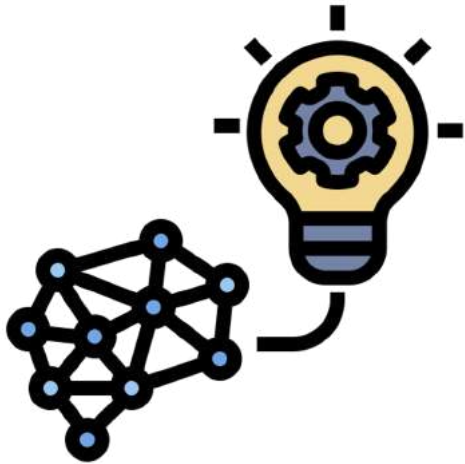
1. Students of Business Law
2. Legal Analysis Frameworks
3. The Four Rs
4. Applying the Four Rs
5. Status of Paper
6. Questions

Students of Business Law



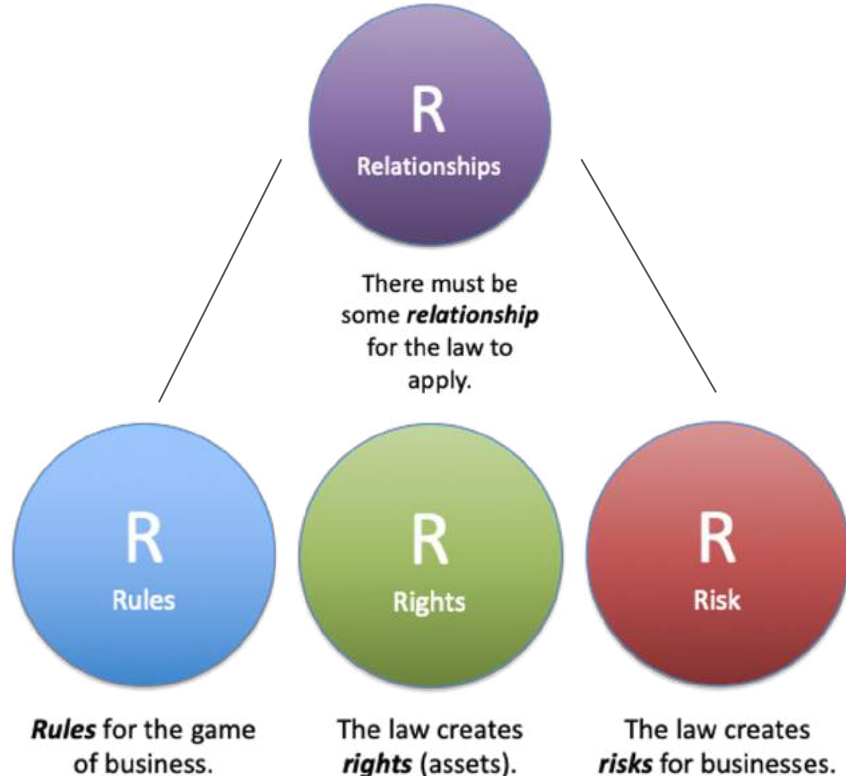
- Students of Business
- Generally Not Pre-Law Students
- Business Management Approach
 - Not a mini-law school class
 - Many will never read a case or a statute again
 - What does a business manager need to know?

Legal Analysis Frameworks



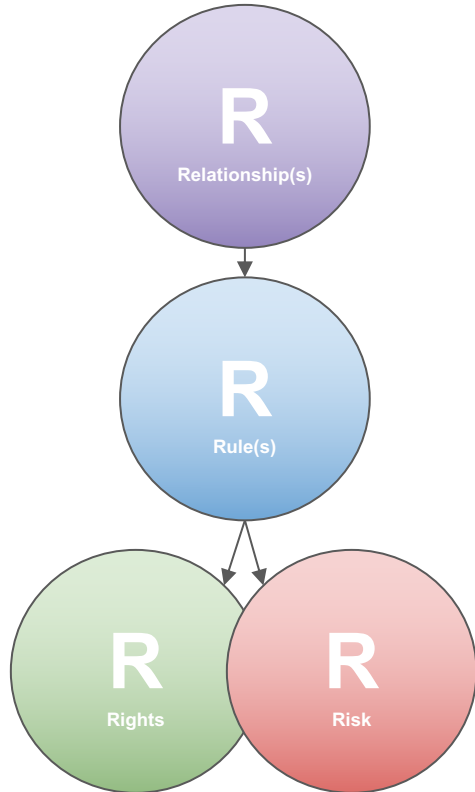
- **Common Legal Analysis Frameworks**
 - IRAC (Issue, Rule, Analysis, Conclusion)
 - CRAC (Conclusion, Rule, Application, Conclusion)
- **Teaching Legal Analysis vs. Business Risk Analysis**
 - Great for writing legal memos and pleadings
 - Exposure to legal analysis
 - Many undergraduate students struggle
 - Time investment for legal analysis training

The “Four R’s” of Business Law



- In any legal problem, identify the **RELATIONSHIP** is involved.
- Examine the **RULES** for the problem (maps to the rule in IRAC)
- Examine the **RIGHTS** that are involved (e.g., what kind of assets are involved in the problem or question)
- Examine the **RISKS** that the parties face in this problem--what is the business investment decision?

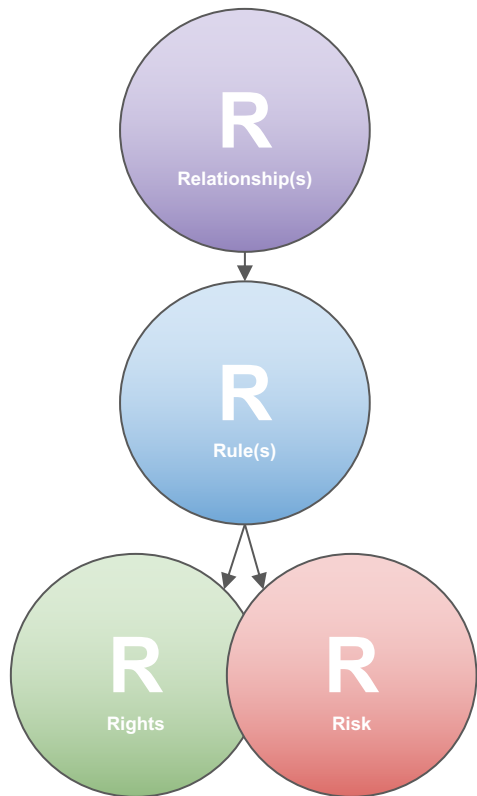
The “Four R’s” of Business Law



- In any legal problem, identify the **RELATIONSHIP** that is involved because the law will only be relevant to some form of relationship.
- The law defines the **RULES** governing the relationship (The Four Sources of Law plus Contracts and Ethics)
- The rules then determine the relative **RIGHTS** and the **RISKS** of the parties in the relationship.



Example: Applying the “Four R’s”



REGIONS BANK, ETC., ET AL., v. MAROONE CHEVROLET, L.L.C.

- **Relationship:** Buyer/Seller
- **Rules:** There must be possession in order for there to be conversion.
- **Rights/Risks:**
 - Seller
 - Buyer
 - Bank
 - Manufacturer

Status of Paper



- [Karen Hille Phillips Regency Advancement Award](#)
- Literature Review
- Do I need to collect data; how/what would I measure?
- ALSB Summer 2023

ABSTRACT: As useful as legal analysis frameworks, such as "IRAC" are to future lawyers, business students study the law from a different perspective. Business managers must approach legal issues from a business management perspective. This paper proposes an analytical framework called "The Four Rs" (Relationships, Rules, Rights, and Risks). The Four Rs provide business law students with a management-focused, as opposed to legal analysis-focused, framework with which to analyze cases, statutes, and regulations in a manner that permits them to make risk-based management decisions and account for legal issues.





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