

**Course Title:** Business Law

**Board Approval Date:** January 19, 2021

**Credit / Hours:** 1 Credit, 126 hours

**Course Description:**

Students are provided with an opportunity to explore the foundations of business law as well as the application of legal concepts. Topics include contracts; the law of sales; property law; agency and employment law; legal forms of business organization; borrowing money and paying bills. This course will count for the Accounting Technology CIP Code 52.0302 and Business Office Management CIP Code 52.0401

**Learning Activities / Modes of Assessment:**

Small Group  
Whole Group  
Independent  
One-on-One  
Classwork Activities  
Technology  
Review Projects  
Presentations  
Research  
Test  
Quizzes

**Instructional Resources:**

Textbooks  
Online resources  
PowerPoint presentations  
IWB

Curriculum: ACCOUNTING TECHNOLOGY / BUSINESS OFFICE MANAGEMENT

Course: Business Law

Task Number	Know	Understand:	Do:
701	Laws and their ethical foundation: laws and the legal system, types of laws, ethical bases for laws	*The evolution of the US legal system, emphasizing its history, and the types of laws it contains. Conclusions with discussion on the ethical bases of laws	*Explain the stages in the growth of law *Describe the difference between common law and positive law *ID the origin of the US legal system *ID the four sources of law *discuss how to resolve conflicts *compare and contrast criminal and civil law *Define ethics *Discuss ways in which ethics are reflected in laws
702	Constitutional Rights: foundations of the US Constitution, Division and balance of governmental powers, the internet and constitutional rights	*constitutional rights, with an emphasis on the US Constitution and amendments, the division and balance of power in government and the developing area of law that concerns the internet	*Id the documents written in the course of the nation's founding *Explain how the US Constitution addresses and protected the citizens *Describe the system of checks and balances *Explain how the power to govern is divided *Understand the issue of jurisdiction
	Court systems: forms of dispute resolutions, the federal court system, state court system	*Various alternative for dispute resolution and the federal and state court systems	*Explain how disputes can be settled without going to court *Name the different levels of court and describe their powers *ID the source of power of the federal courts *Name the various levels of federal courts and describe their jurisdictions *Compare the structure of a typical state court

703	Criminal law and procedure: criminal law, criminal procedure	*basic of criminal law, surveys businesses related crimes, and details the legal procedure followed in criminal cases	<ul style="list-style-type: none"> <li>* Understand the three elements that make up a criminal act</li> <li>*Classify crimes according to the severity of their potential sentences</li> <li>*Identify the types of crimes that affect business</li> <li>*Know the rights people have when arrested and their potential criminal liability for the actions of others</li> <li>*Name and describe the two types of defenses to criminal charges</li> <li>*Understand appropriate punishments for crimes</li> </ul>
704	Civil law and procedure: private vs public offenses, intentional torts, negligence and strict liability	*distinguishes crimes from torts, presents in depth the major types of torts, and discussion of civil procedure	<ul style="list-style-type: none"> <li>*Distinguish a crime from a tort</li> <li>*Identify the elements of torts</li> <li>*Explain why one person may be responsible for another's tort</li> <li>*Identify common intentional torts</li> <li>*Recognize the elements of negligence</li> <li>*Explain the basis for strict liability</li> <li>State the legal remedies that are available to a tort victim</li> <li>*Describe the procedure used to try a civil case</li> </ul>
705	Offer and acceptance	*basics of contract formation as found in the matching of a viable offer with proper acceptance	<ul style="list-style-type: none"> <li>*List the elements required to form a contract</li> <li>*Describe the requirements of an offer</li> <li>*Describe the various ways to end offers</li> <li>* Explain how an offeree can ensure an offer will remain open</li> <li>*Discuss the requirements of an effective acceptance</li> <li>* Determine at what point in time an acceptance is effective</li> </ul>
705	genuineness of assent: duress and undue influence, mistake, misrepresentation and fraud	*Problem and situations that may result in a party's assent to a contract to be less than genuine	<ul style="list-style-type: none"> <li>*Recognize when genuine assent is not present</li> <li>*Identify the two key elements in undue influence</li> </ul>

			<ul style="list-style-type: none"> <li>*Recognize the types of mistakes that can make a contract voidable or void</li> <li>*List the criteria for a statement to be treated as a misrepresentation</li> <li>* Define fraud and describe the remedies for it</li> </ul>
705	Consideration: types of consideration, questionable consideration, when consideration is not required	*detailed evaluation of the different forms of consideration and then be able to discuss when consideration is not required to bind a party to a contractual promise	<ul style="list-style-type: none"> <li>*Identify the three requirements of consideration</li> <li>*Discuss the adequacy of consideration</li> <li>*Describe situations in which consideration is present only under limited circumstances</li> <li>*Recognize when what appears to be binding consideration is not</li> <li>*Distinguish situations in which consideration is not needed</li> </ul>
705	Legal capacity to contract: contractual capacity of individuals and organizations, limits on the rights of those without capacity	*The essential nature of contractual capacity and details the legal position relative to contracts, of those without it	<ul style="list-style-type: none"> <li>*Identify parties who lack contractual capacity</li> <li>*Explain the role of capacity in organizations</li> <li>*Recognize the time frame during which a contract can be disaffirmed</li> <li>* Identify contracts that cannot be disaffirmed</li> <li>*Discuss the effects of misrepresentation of age on contractual responsibilities</li> </ul>
705	Legal purpose and proper form: illegal agreements, the statute of frauds	*Identifies the types of agreements that are void and unenforceable because of inherent illegalities and then discusses agreements that have to be in writing to be enforceable and how such contracts are interpreted	<ul style="list-style-type: none"> <li>*Identify various forms of unenforceable illegal agreements</li> <li>*Specify agreements that, although illegal, the courts will enforce</li> <li>*Explain why the Statute of Frauds is necessary and what it requires</li> <li>*Identify the main instances when the Statute of Frauds requires a writing</li> <li>*Understand the rules of contract interpretation</li> </ul>

705	<p>Contractual obligations and their enforcement: transfer and discharge of obligation, remedies for breach of contract</p> <p>Contractual aspects of marriage and divorce</p>	<p>*How contractual obligations are transferred and fulfilled and then remedies for breach.</p> <p>*Applying contract principles to marriage and divorce</p>	<p>*Identify what rights can be assigned and what duties delegated</p> <p>*Describe the various ways in which contractual obligations may be discharged</p> <p>*Name and describe various remedies possible for minor or major breach of contract</p>
705	sales contracts: sales, special rules for sales contracts	<p>*Distinguishes sales contracts from other types of agreements and then presents a discussion of the various aspects of the special status afforded sales contracts by our laws</p>	<p>*Define sale and explain how the UCC governs the sale of goods</p> <p>*Explain how the UCC treats unconscionable contracts and contracts of adhesion</p> <p>*Compare the status of a casual seller with a merchant</p> <p>*Explain how the Statute of Frauds is applied to sales</p>
706	Ownership and risk of loss in sales: transfer of ownership, risk of loss and insurable interest in sales	<p>*Discusses some of the most litigated issues in the area of sales: who has and can transfer title, who has the risk of loss if something happens to the goods, and who has an insurable interest in them</p>	<p>*Discuss who may transfer ownership of goods</p> <p>*Explain what is required for transfer of ownership of goods and when it occurs</p> <p>*Explain the general rules for identifying when risk of loss transfers * Identify the point at which insurable interest of goods transfers</p> <p>*Identify when risk of loss and insurable interest transfer in specific situations</p>
707	consumer protection: protection through governmental action, protection through action by the consumer	<p>*Presents that rationale behind legislative and judicial actions taken in favor of the consumer then discusses each statutory and common law initiative in detail</p>	<p>*Explain the need for governmental involvement in the marketplace</p> <p>* Identify protections against substandard goods</p> <p>*Recognize unfair trade practices</p> <p>*Describe the protection afforded consumers by the law of product liability</p> <p>* Identify the various warranties that may apply to a sales transaction</p>

706	Property and its acquisition: types of property, how property is acquired and held	*Presents the concept of what our society defines as property, discusses the types of property and then covers the legal aspects of acquiring and holding property	*Define property *Identify the classifications of property *State the different ways of acquiring property *Differentiate the various ways of holding ownership to property
706	Bailment: bailor and bailee duties	*Identifies the vital legal concept of bailment and then covers the rights and duties of the parties involved in one	*Discuss the ways in which bailments are created and ended * Identify common real-life bailments *Describe the duties owed by the bailee in a bailment * State the bailor's duties in a bailment
706	Ownership and leasing of real property: ownership and transfer of real property, leasing real property	*Sets out the legal environment surrounding the owning of real property and then discusses in depth the aspects of leasing property	*Understand both the rights and limitations associated with ownership of real property *Identify the forms of ownership and how they are transferred *Compare the various types of leases *Explain the rights and duties of landlords and tenants
	Insurance law: insurance fundamentals, property and casualty insurance, life and social insurance	*Presents the concept of insurance from a legal standpoint, surveys the types of insurance available, and then details the framework and legalities of each	*Discuss the rationale for insurance *Identify the common types of insurance *Recognize when an insurable interest is present *Contrast the various types of property and casualty insurance *Recognize the risks covered by automobile insurance *Explain the purpose of life insurance coverage * Recognize the types of social insurance coverage
	Wills, trusts, and estates: property distribution upon death, trusts	*Concerned with legal consequences of death and how the law provided measure to overcome the problems and issues posed by it	*Differentiate between dying testate and dying intestate *Describe how a decedent's property is distributed *Recognize the value of the trust instrument

			*Identify the various types of trusts
708	Employment law: making and termination employment contracts, and duties of employees and employers	*Presents the legal aspects of the employment relationship as defined by law	*Describe how employment contracts are made *Explain how employment contracts are terminated *List an employer's duties *Name an employee's duties
707	Forms of business: main forms, creating and termination partnerships, operating partnerships	*Presents a survey of the main organizational forms of business and then examines the sole proprietorship and partnership form in detail	*State the definitions of the three basic forms of business organization *Contrast the attributes of the basic forms of business organization *Describe how a partnership is formed *Explain how a partnership may be ended *List the powers of a partner *Explain the duties and potential liabilities of a partner
707	Laws of corporations: founding a corp, shareholders, directors and corp powers and terminations	*Provided the vital information needed by every businessperson about the corporate form	*Compare the advantages and disadvantages of the corporate form *Explain the steps in corporate formation *Understand the types of stock shareholders may own * List the rights of shareholders *Explain the roles of corporate directors and officers *Explain the powers of a corporation * Relate the various ways that the dissolution of a corporation might be brought about
707 709	Organizational forms for small business: traditional small business forms, new and evolving small business forms.	*Covers the form of organization both new and old especially dedicated to small businesses	*Contrast the roles of general partners and limited partners in a limited partnership * Explain why the owners of a C corporation would elect the S corporation status

			<ul style="list-style-type: none"> <li>* Explain the attributes of the LLC that make it ideal for small businesses</li> <li>* State why the LLP form is so useful to professional partnerships</li> </ul>
	Secured and unsecured credit transactions: what is secured credit transactions, how are security interest perfected and terminated	*Provide a details analysis of how security interests are used to protect lenders from non payment	<ul style="list-style-type: none"> <li>*Assess the importance of secured credit transactions</li> <li>* Discuss how a security interest is created</li> <li>*Explain how a security interest is perfected</li> <li>*Describe the ways in which security interests can be terminated</li> </ul>
	Creditors, debtors, and bankruptcy: legal protection of creditors and debtors and credit card users, and bankruptcy	*Presents the laws balancing the scales between debtors and creditors in our society	<ul style="list-style-type: none"> <li>*Recognize the value of a security interest</li> <li>*Contrast a secured loan with an unsecured loan</li> <li>*Discuss the various areas of debtor protection available under the law</li> <li>*Relate the protections afforded credit card users under the law</li> <li>*Differentiate between the various types of bankruptcy filings</li> <li>*List the stages of the Chapter 7 bankruptcy procedure</li> </ul>



## Pacing Guide

Course: Business Law

**Course Unit (Topic Periods)**

**Length of Instruction (Class**

<b>Course Unit (Topic Periods)</b>	<b>Length of Instruction (Class</b>
Laws and their ethical foundation: laws and the legal system, types of laws, ethical bases for laws	5
Constitutional Rights: foundations of the US Constitution, Division and balance of governmental powers, the internet and constitutional rights	3
Court systems: forms of dispute resolutions, the federal court system, state court system	5
Criminal law and procedure: criminal law, criminal procedure	6
Civil law and procedure: private vs public offenses, intentional torts, negligence and strict liability	6
Offer and acceptance	2
genuineness of assent: duress and undue influence, mistake, misrepresentation and fraud	2
Consideration: types of consideration, questionable consideration, when consideration is not required	2
Legal capacity to contract: contractual capacity of individuals and organizations, limits on the rights of those without capacity	2
Legal purpose and proper form: illegal agreements, the statute of frauds	2
Contractual obligations and their enforcement: transfer and discharge of obligation, remedies for breach of contract	2
Contractual aspects of marriage and divorce	2
sales contracts: sales, special rules for sales contracts	3
Ownership and risk of loss in sales: transfer of ownership, risk of loss and insurable interest in sales	3
consumer protection: protection through governmental action, protection through action by the consumer	4
Property and its acquisition: types of property, how property is acquired and held	3
Bailment: bailor and bailee duties	3
Ownership and leasing of real property: ownership and transfer of real property, leasing real property	4
Insurance law: insurance fundamentals, property and casualty insurance, life and social insurance	4
Wills, trusts, and estates: property distribution upon death, trusts	2

Employment law: making and termination employment contracts, and duties of employees and employers	5
Forms of business: main forms, creating and termination partnerships, operating partnerships	4
Laws of corporations: founding a corp, shareholders, directors and corp powers and terminations	4
Organizational forms for small business: traditional small business forms, new and evolving small business forms.	4
Secured and unsecured credit transactions: what is secured credit transactions, how are security interest perfected and terminated	4
Creditors, debtors, and bankruptcy: legal protection of creditors and debtors and credit card users, and bankruptcy	4
Total hours	90