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| <b>Course Title:</b><br>Business Law   | <b>Course Number:</b><br>BU110 and PL104   | <b>Effective Date:</b> 04/17/2012<br><b>Revision Date:</b> 04/4/2012<br><b>Applies to:</b> All Campuses<br><b>Online available for approved campuses</b> |  |
| <b>Quarter Credit Hours:</b> 4   | <b>Course Length:</b> 12 weeks   | <b>Lecture Hours:</b> 48<br><b>Laboratory Hours:</b> 0<br><b>Externship/Clinic Hours:</b> 0<br><b>Study/Prep/Review Hours:</b> 96                        |  |
| <b>Instructor's Name:</b> William Martin Sloane,<br>Attorney at Law; <a href="mailto:william.sloane@mccann.edu">william.sloane@mccann.edu</a>  | <b>Instructor's Office Hours:</b><br>10:20–10:35 am; 2:05–2:20 pm  | <b>Meeting Days/Times:</b> M-Tu-W-Th/1:00-2:05 pm<br><b>Term Dates/Year:</b> Spring, 17 April–3 July 2012  |  |
| <b>Course Catalog Description:</b><br>Law is introduced in relation to the conduct of business including the nature and source of law; courts, and courtroom procedures. A survey of basic laws includes discussion of topics such as contracts, agency, employment, leases, real property, insurance, trusts, bankruptcies, partnerships and corporations.  |  |  |  |
| <b>Course Prerequisite(s):</b> None<br><b>Course Corequisite(s):</b> None  | <b>Challenge Examination available?</b><br><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <b>Research Component included?</b><br><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No   | <b>Portfolio Piece(s) included?</b><br><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |
| <b>Required Media/Equipment/Software:</b><br><b>Custom ISBN:</b> 9781256643609<br><br><u>The Legal Environment of Business and Online Commerce</u> , 7 <sup>th</sup> Edition. Henry R. Cheeseman. Pearson. 2012, ISBN 9780132870887<br><br>Note book, pen, pencil, highlighter, and USB storage device.  |  |  |  |
| <b>Resources:</b><br>Library materials, periodicals, newspapers, and Internet resources may be used for research and other purposes. Bookmark these free online legal dictionaries: <a href="http://jurist.law.pitt.edu/dictionary.htm">http://jurist.law.pitt.edu/dictionary.htm</a>  |  |  |  |
| <b>Teaching Strategies:</b><br>Instructors utilize a variety of teaching strategies and methods in the instruction process. These may include, but are not limited to, lectures, demonstrations, group projects, guest speakers, audio-visual presentations, on-line activities, and simulated work experiences.   |  |  |  |
| <b>Additional Hours Outside of Class:</b><br>Hours currently identified as Lecture, Laboratory or Externship hours are identified on the syllabus as calculated time required for delivery of content, demonstration of skill, and practical application required for reinforcement of course competencies. Additionally students will be assigned specific activities to incorporate out-of-class hours in achievement of course objectives. Out-of-class assignments will be graded as part of the overall course grade.<br><br><b>Outside Hours:</b> For converted clock hour programs, assigned outside hours may be used in the calculation of total credits awarded in the class. For specific assignments, see attached course outline.<br><br><b>Study/Prep/Review Hours:</b> Students are expected to be prepared for the distribution of information from their instructor through utilization of their required textbook, workbook, web resources or other outside materials. Time spent in preparation for or reflection of course lecture will approximate two hours outside of class for each lecture contact hour utilized by the instructor in delivery of the material and 1/4 hour outside of class for each hour of structured lab time. This outside preparation time may include the reading/skimming of textbook material, homework assignments, preparation for lab assignments, workbook activities, awareness/review of any safety precautions, or research of relevant supplemental information. Additionally, students are expected |  |  |  |

to record notes from course lecture to be reviewed as background for subsequent lessons, homework, or in preparation for exams. Review and reflection of classroom discussions, demonstrations, or presentation are included in the recognition of the additional outside course hours.

**Course Objectives:** Upon successful completion of this course, the student will be able to do the following:

1. Define the term, "law," and identify the origin of today's law: common law, civil law, constitutions (state and federal), court decisions, statutes, and administrative law;
2. List the structure of the federal and state court systems, and state the types of cases heard by each court;
3. Define the term, "jurisdiction," and name the differences between original and appellate jurisdiction;
4. Differentiate the various classifications of laws: criminal, tort, contract, employment, etc.;
5. Define a tort and distinguish among intentional torts, negligence torts, and business torts;
6. Discuss the following types of theft crimes: shoplifting, embezzlement, larceny, forbearance, and electronic fraud;
7. Identify the classifications of contracts: valid, void, voidable, unenforceable, express, implied in fact, implied in law, bilateral, unilateral, oral, written, and written under seal.
8. Describe the types of personal property, and give examples of each type of property;
9. Define the term, "goods," and distinguish between the types of goods;
10. Discuss how creditors' claims, insurance, and damage to goods can cause problems when dealing with passing of a title;
11. Define a warranty and distinguish between an express and implied warranty;
12. Discuss the laws that are used to provide consumer protection;
13. Explain the nature of agency, and distinguish between general agents and specific agents;
14. List the three types of business organizations, and compare the strengths and weakness of each.

**Topical Outline:** The key topics/concepts in this course are

1. The legal system and the legal environment of business
2. Contracts
3. Personal property
4. Sales
5. Negotiable instruments
6. Agency and employment
7. Business organization
8. Risk-bearing devices
9. Real property

**Course Completion Requirements:**

Complete all required homework/assignments, quizzes, examinations, and projects with a passing grade.

**Grading and Evaluation:** Course requirements include evaluation in the areas of class participation (including attendance), homework, quizzes, examinations, and projects as follows:

| <i>Final Grades will be determined by:</i> |      | <i>Grading Scale:</i> |   |
|--|------|-----------------------|---|
| Class Participation                        | 10%  | 90-100%               | A |
| Homework/Assignments                       | 10%  | 80-89%                | B |
| Quizzes                                    | 30%  | 70-79%                | C |
| Examinations                               | 30%  | 00-69%                | F |
| Projects                                   | 15%  |                       |   |
| Portfolio                                  | 5%   |                       |   |
| Total                                      | 100% |                       |   |

**Class Participation:** This portion of the grade includes evaluation of self-directed work habits such as attendance, class preparedness, communication, and (where appropriate) professional vocabulary, dress, or grooming. Students are expected to have read the assigned chapter(s) as identified on the syllabus and be prepared to discuss the content during class hours. Class participation may include group activities, peer review, and demonstration. Class preparation will require additional study/preparation time outside of scheduled class hours. Instructor-facilitated discussions may be used in verification of course objectives.

**Homework/Assignments:** Homework will be assigned in this course. Assignments are due at the beginning of class on the assigned due date. Assignments turned in after the scheduled due date and time for any reason may be assessed as late credit by the instructor. Homework is assigned as indicated on the course syllabus. Homework assignments will require outside preparation on the part of the student to execute activities in assessment of course objectives.

**Quizzes:** There will be both announced and unannounced quizzes. Quizzes missed for any reason will receive grades of zero (0) and cannot be made up. The lowest recorded quiz will not be counted in the final grade. Announced and unannounced quizzes will be used as a means to verify attainment of course objectives. Students will be expected to spend time outside of class studying materials in preparation for any quiz as well as time spent reviewing quiz results in preparation for homework, class discussion or examination.

**Examinations:** The number of examinations will be equivalent to the credit hours earned in this course and may include a comprehensive final examination. There is no makeup of examinations missed. Extreme cases of absence due to documented mitigating circumstances will be handled at the discretion of the instructor. Students are expected to utilize time outside of class in preparation for assessments. Assessments will be utilized to verify acquisition of course objectives.

**Projects:** Project requirements will be outlined in detailed separate instructions and will reflect the practical application of fundamentals and principles discussed in this course. Projects include library research and may also include classroom/laboratory, clinic/externship/practicum, and/or other activities. Project assignments require utilization of course materials and resources in demonstration of course objectives. Students are expected to incorporate time outside of class to research, create, and prepare projects for demonstration and assessment.

**Portfolio:** Instructor identified portfolio assignments will require additional time outside of class in preparation for final submission of course portfolio. Portfolio assignments are an integral part of the recognition of attainment of course objectives.

**Attendance Policy:**

Because of the intensive nature of this course, attendance is mandatory. Students are expected to comply with the school's attendance policy as published in the school's catalog. All absences, late arrivals, and early departures are recorded and become a part of the student's permanent record. No distinction will be made between excused and unexcused absences. Failure to comply with the attendance policy can result in reduction of the final grade, course failure, suspension, or dismissal. Externship and clinic courses and programs which are considered clock hour programs for Title IV purposes, have their own specific attendance criteria and may require make-up of all hours missed.

**Make-up Policy:**

Students are accountable for all work missed during periods of absence. Students are responsible for contacting their instructors about any make-up of class work missed. All make-up is at the sole discretion of the instructor. Make-up of missed classes does not erase an absence from a student's record. See Grading, above, for additional information.

**Special Needs:**

Students in need of special accommodation should notify the instructor in writing by the second class session.

**Course Outline:** See attached.

BU110 & PL104  
**BUSINESS LAW**  
 COURSE OUTLINE

| <b>SESSION</b>     | <b>DISCUSSION TOPICS</b><br>Chapters Covered, Guest Speakers, Field Trips,<br><i>Exams, Quizzes</i>                        | <b>ASSIGNMENTS</b><br>FOR <u>THIS</u> CLASS                     | <b>NOTES and</b><br><b>DUE DATES</b>                               |
|--------------------|--|---|--|
| #1<br>Tue 17 Apr   | Welcome & Introductions<br>Course Overview (Syllabus, Course Outline)<br>Introduce Textbook<br>Lecture: Career Orientation |   | Announced and unannounced quizzes will be given by the instructor. |
| #2<br>Wed 18 Apr   | Chapter 1: Legal Heritage and the Information Age  | Read Chapter 1  | Exam 1 will be given during Session 11                             |
| #3<br>Thu 19 April | Chapter 1: Legal Heritage and the Information Age  | Complete exercises and case studies as assigned                 |  |
| #4<br>Mon 23 Apr   | Chapter 2: Ethics and Social Responsibility of Business  | Read Chapter 2; complete exercises and case studies as assigned | Discuss Project Assignment   |
| #5<br>Tue 24 April | Chapter 3: Courts, Jurisdictions, and Administrative Agencies  | Read Chapter 3; complete exercises and case studies as assigned |  |
| #6<br>Wed 25 Apr   | Chapter 4: Judicial, Alternative, and E-Dispute Resolution   | Read Chapter 4; complete exercises and case studies as assigned |  |
| #7<br>Thu 26 April | Chapter 5: Constitutional Law for Business and E-Commerce  | Read Chapter 5  | Discuss Project Assignment   |
| #8<br>Mon 30 Apr   | Chapter 5: Constitutional Law for Business and E-Commerce  | Complete exercises and case studies as assigned                 |  |
| #9<br>Tue 1 May    | Chapter 6: Torts and Strict Liability  | Read Chapter 6  |  |
| #10<br>Wed 2 May   | Chapter 6: Torts and Strict Liability  | Complete exercises and case studies as assigned                 |  |
| #11<br>Thu 3 May   | <b>EXAM 1:</b> Chapters 1, 2, 3, 4, 5, and 6   |   | <b>EXAM 1</b>  |
| #12<br>Mon 7 May   | Chapter 7: Criminal and Cyber Crimes   | Read Chapter 7  | Project outline due  |
| #13<br>Tue 8 May   | Chapter 7: Criminal and Cyber Crimes   | Complete exercises and case studies as assigned                 |  |
| #14<br>Wed 9 May   | Chapter 26: International and World Trade Law  | Read Chapter 26   | Exam 2 will be given during Session 21                             |
| #15<br>Thu 10 May  | Chapter 26: International and World Trade Law  | Complete exercises and case studies as assigned.                |  |
| #16<br>Mo 14 May   | Chapter 9: Formation of Traditional and E-Contracts  | Read Chapter 9  |  |
| #17<br>Tue 15 May  | Chapter 9: Formation of Traditional and E-Contracts  | Complete exercises and case studies as assigned                 |  |
| #18<br>We 16 May   | Chapter 10: Performance and Breach of Traditional and E-Contracts  | Read Chapter 10   |  |
| #19<br>Thu 17 May  | Chapter 10: Performance and Breach of Traditional and E-Contracts  | Complete exercises and case studies as assigned                 |  |
| #20<br>Mo 21 May   | Review for Exam  | Study for Exam  |  |
| #21<br>Tue 22 May  | <b>EXAM 2:</b> Chapters 7, 9, 10, and 26   |   | <b>EXAM 2</b>  |
| #22<br>We 23 May   | Chapter 11: E-Commerce and Digital Law   | Read Chapter 11   | Exam 3 will be given during Session 29                             |
| #23<br>Thu 24 May  | Chapter 11: E-Commerce and Digital Law   | Complete exercises and case studies as assigned                 |  |
| #24<br>Tue 29 May  | Chapter 12: UCC Sales and Lease Contracts and Warranties   | Read Chapter 12   |  |
| #25<br>We 30 May   | Chapter 12: UCC Sales and Lease Contracts and Warranties   | Complete exercises and case studies as assigned                 |  |

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| #26<br>Thu 31 May | Chapter 13: Credit, Secured Transactions, and Bankruptcy              | Read Chapters 13; complete exercises and case studies as assigned |  |
| #27<br>Mon 4 June | Chapter 14: Small Business and General and Limited Partnerships       | Read Chapter 14   |  |
| #28<br>Tue 5 June | Chapter 14: Small Business and General and Limited Partnerships       | Complete exercises and case studies as assigned                   | Rough draft of Project Assignment due  |
| #29<br>Wed 6 June | <b>EXAM 3:</b> Chapters 11, 12, 13, 14                                |   | <b>EXAM 3</b>                          |
| #30<br>Thu 7 June | Chapter 15: LLCs, LLPs, and Special Forms of Business                 | Read Chapter 15   | Exam 4 will be given during Session 35 |
| #31<br>Mon 11 Jun | Chapter 15: LLCs, LLPs, and Special Forms of Business                 | Complete exercises and case studies as assigned                   |  |
| #32<br>Tue 12 Jun | Chapter 15: LLCs, LLPs, and Special Forms of Business                 |   |  |
| #33<br>Wed 13 Jun | Chapter 16: Corporations and the Sarbanes-Oxley Act                   | Read Chapter 16; complete exercises and case studies as assigned  |  |
| #34<br>Mon 18 Jun | Chapter 17: Investor Protection, E-Securities, and Wall Street Reform | Read Chapter 17; complete exercises and case studies as assigned  |  |
| #35<br>Tue 19 Jun | <b>EXAM 4:</b> Chapters 15, 16, 17                                    |   | <b>EXAM 4</b>                          |
| #36<br>Wed 20 Jun | Chapter 22: Antitrust Law and Unfair Trade Practices                  | Read Chapter 22; complete exercises and case studies as assigned  | Project Assignment Due                 |
| #37<br>Thu 21 Jun | Chapter 23: Consumer Protection                                       | Read Chapter 23; complete exercises and case studies as assigned  |  |
| #38<br>Mon 25 Jun | Chapter 25: Land Use Regulation and Real Property                     | Read Chapter 25; complete exercises and case studies as assigned  |  |
| #39<br>Tue 26 Jun | Summary of course and review for final                                |   |  |
| #40               | <b>FINAL EXAM</b>   |   | <b>FINAL EXAM</b>                      |