

**Course Outline for BUSN 18**

**BUSINESS LAW**

**Effective: Fall 2018**

**I. CATALOG DESCRIPTION:**

BUSN 18 — BUSINESS LAW — 4.00 units

A study of the legal environment of business. Covering laws and regulations impacting business transactions. Introduction to the legal process. Topics include sources of legal concepts and ethics, torts, contracts, UCC, warranties, product liability, consumer financial transactions, environmental, competition, agency, employment and labor, business organizations, and judicial and administrative processes.

4.00 Units Lecture

**Strongly Recommended**

BUSN 40 - Introduction to Business

with a minimum grade of C

ENG 1A - Critical Reading and Composition

with a minimum grade of C

**Grading Methods:**

Letter Grade

**Discipline:**

- Business or
- Law or
- Management

	<b>MIN</b>
<b>Lecture Hours:</b>	72.00
<b>Expected Outside of Class Hours:</b>	144.00
<b>Total Hours:</b>	216.00

**II. NUMBER OF TIMES COURSE MAY BE TAKEN FOR CREDIT: 1**

**III. PREREQUISITE AND/OR ADVISORY SKILLS:**

**Before entering this course, it is strongly recommended that the student should be able to:**

**A. BUSN40**

1. List and compare the different types of global competition, the industries where they are typically found and the impact of each on business;
2. Evaluate the financial impact of safety, product liability, environmental and labor laws and the expanding concepts of social ethics on the competitiveness of U.S. businesses globally;
3. Discuss the forms of business ownership and list the advantages and disadvantages of each;
4. Identify the different organizational structures of business and discuss the strengths and weaknesses of each;
5. Identify the functions of management and discuss how they relate to business decisions;
6. Identify the primary aspects of risk management and discuss the insurance options available for each;
7. Describe the operations management planning issues including facility location layout and quality control and apply them to the manufacturing and service sectors;
8. Identify the major production systems and explain the production processes connected to total quality management;
9. Explain forces, components and strategies of the marketing environments and the role of the marketing mix;
10. Discuss the various pricing strategies and objectives;
11. Describe the steps in human resources planning and their use in selecting employees;

**B. ENG1A**

1. Critically read texts and materials from a variety of academic and cultural contexts, demonstrating in writing and discussion the ability to:
  - a. Summarize a thesis and main points;
  - b. Analyze main ideas;
  - c. Evaluate the validity and logic of the text's reasoning and support;
  - d. Create a coherent position or argument based on reading;
2. Write multiple-paragraph papers that:
  - a. Accurately and appropriately respond to a given assignment;
  - b. Develop a relevant, focused thesis;

- c. Are well-organized and coherently move from coordinating to subordinating points;
  - d. Are well-developed with sufficient and relevant evidence;
  - e. Synthesize facts and ideas originating outside his/her direct experience to develop and support a thesis;
  - f. Use standard American English correctly;
3. Research a specific topic using the Internet, databases, journals, and books demonstrating an ability to:
- a. Review sources for relevant evidence and arguments;
  - b. Integrate researched material into his/her own writing with appropriate context, explanation, punctuation, and citation;
  - c. Document sources in an academically responsible way.

#### IV. MEASURABLE OBJECTIVES:

**Upon completion of this course, the student should be able to:**

- A. Discuss the historical development of the legal system, and explain the operation of the court system and sources of commercial law
- B. Describe the government's constitutional authority to regulate business
- C. List and explain the different types of torts for which businesses may be liable
- D. Explain the social, political, and ethical implications of the law and their application to actual and hypothetical business transactions
- E. Distinguish between torts and crimes; describe the purpose of criminal and tort law
- F. List the elements of a contract and itemize the requirements of each
- G. Identify all of the elements of a sales contract under the UCC, detail the responsibilities attached to each, and remedies for breach
- H. Compare and contrast the different types of alternative dispute resolution
  - 1. List the different types of agency relationships, and explain the parties involved including their rights and responsibilities
- J. Differentiate between real and personal property and analyze the possessory rights that are attached
- K. Identify the different forms of business organizations, compare and contrast each formation, and describe the relationship to stakeholders
- L. Identify and describe the different types of intellectual property
- M. Detail the social, political, and ethical implications and relationship of the law to business transactions
- N. Identify governmental agencies that regulate business and discuss the process of formation, powers, functions, and limitations

#### V. CONTENT:

- A. Introduction to law and legal reasoning:
  - 1. the difference between law and ethics
  - 2. stakeholders and social responsibility
  - 3. ethical decision making
  - 4. the method of preparing a case brief
- B. Constitutional issues and their relationship to business
- C. Administrative Agencies
- D. Court systems and processes and alternatives:
  - 1. state and federal court systems
  - 2. jurisdiction
  - 3. appellate review
  - 4. alternative dispute resolution
- E. Criminal Law and its relationship to business
- F. Torts
  - 1. Intentional v. Unintentional
  - 2. Negligence
  - 3. Strict Liability
- G. Contracts
  - 1. Common Law v. the Uniform Commercial Code
  - 2. Classification, Terms and Elements
  - 3. Title, risk, and insurable interest
  - 4. Performance, Obligation, and Breach
  - 5. Remedies of the buyer and seller for breach
  - 6. Warranties
  - 7. Third Party Beneficiaries
  - 8. Assignment and Delegation
- H. Agency
  - 1. Formation
  - 2. Parties
  - 3. Duties
  - 4. Termination
- I. Forms of Business Organizations
  - 1. formation
  - 2. operation
  - 3. termination
  - 4. liability issues and options
- J. Nature of Personal and Real Property
  - 1. Ownership
  - 2. Bailment's
  - 3. Lost and mislaid property
  - 4. Conversion
- K. Intellectual Property:
  - 1. Trademarks and related property
  - 2. Cyber Marks
  - 3. Patents
  - 4. Copyrights
  - 5. Copyrights in Digital Information
  - 6. Trade Secrets
  - 7. International protection for intellectual property
- L. Environmental Law
- M. International Legal Issues

#### VI. SLOs:

- A. Upon completion of BUSN 18, the student will be able to compare and contrast alternative legal theories as they apply to a case.
- B. Upon completion of BUSN 18, the student will be able to critique legal decisions made by the courts.
- C. Upon completion of BUSN 18, the student will be able to evaluate the dynamics behind multinational enterprises.
- D. Upon completion of BUSN 18, the student will be able to formulate legal conclusions based on sound legal reasoning.

#### VII. METHODS OF INSTRUCTION:

- A. **Audio-visual Activity -**

- B. **Classroom Activity** -
- C. **Discussion** -
- D. **Lecture** -
- E. Lecture and analysis of the rules and elements of law
- F. Case and problem analysis
- G. Small group and individual problem solving tasks which require students to debate a fact pattern and come to a consensus of the appropriate law.
- H. Discussion of student questions
- I. **Student Presentations** -

#### VIII. TYPICAL ASSIGNMENTS:

- A. Homework problems from textbook chapters which require legal reasoning and analysis utilizing IRAC.
- B. Preparation of case briefs utilizing a structured format
- C. Cumulative projects:
  - 1. Designed to incorporate many student outcomes into one assignment.
  - 2. Example project: Every year the United States Supreme Court hears many cases and makes many rulings. Pick any one of the listed cases from [www.supremecourt.org](http://www.supremecourt.org) listed under Opinions. Write a minimum five page IRAC analysis of the case. Discuss the legal issues, the impact of the case on society and form a conclusion based on legal reasoning.
- D. Collaborative learning
  - 1. Collaborative learning, done in small groups, is used to build analytical skills, heighten critical thinking, and develop legal reasoning.
  - 2. Example assignment: Read *Geier v. American Honda*. Identify the major legal concepts and terminology. Identify the legal issue stating it in the correct legal format. Determine the holding and identify the reasons behind the holding.

#### IX. EVALUATION:

##### A. **Methods**

- 1. Exams/Tests
- 2. Quizzes
- 3. Research Projects
- 4. Papers
- 5. Oral Presentation
- 6. Projects
- 7. Class Participation
- 8. Class Work
- 9. Home Work
- 10. Other:
  - a. Preparation of case briefs
  - b. Analysis of cases using IRAC

##### B. **Frequency**

- 1. Instructors may choose how often to evaluate students through written assignments, quizzes and tests.
- 2. In a course of this intensity, students require frequent feedback to insure they are building on the foundation concepts and to identify quickly if there needs to be a change in their study techniques.
- 3. Homework and graded assignments may be assigned at the end of each chapter
- 4. Regular in-class discussion requiring group interaction and informal presentations may be utilized as appropriate for the composition of the class section.
- 5. Recommend a minimum of two mid-term exams and periodical scheduled or unscheduled quizzes
- 6. One cumulative end of semester project
- 7. One final examination

#### X. TYPICAL TEXTS:

- A. 1. Cheeseman, Henry. *Business Law*. 9th ed., Pearson Prentice Hall, 2016.
- B. 2. Liuzzo, Anthony. *Essentials of Business Law*. 9th ed., McGraw-Hill, 2016.
- C. 3. Miller, Leroy. *Business Law Today: The Essentials*. 11th ed., Cengage Southwest, 2017.
- D. 4. Meiners, Roger , Al Ringbb, and Francis Edwards. *Legal Environment of Business*. 13th ed., Cengage , 2018.

#### XI. OTHER MATERIALS REQUIRED OF STUDENTS:

- A. Computer and Internet access
- B. Basic supplies such as paper, pencil, pens, Scantrons.
- C. Access to business publications, magazines and periodicals (i.e. USA Today, Wall Street Journal, Fortune Magazine, Harvard Business Review)