



Western Technical College

## 10102130 Business Law

### Course Outcome Summary

#### Course Information

<b>Description</b>	This course emphasizes the role of law in today's business environment. Students will be introduced to the sources of law, consumer protection, contracts, real and personal property law, landlord and tenant agreements, agency and employment agreements, and forms of business ownership.
<b>Career Cluster</b>	Business Management and Administration
<b>Instructional Level</b>	Associate Degree Courses
<b>Total Credits</b>	3
<b>Total Hours</b>	54

#### Textbooks

*MindTap for Law for Business*. 19th Edition. Copyright 2016. Ashcroft, John D. and Katherine M. Ashcroft. Publisher: Cengage Learning. **ISBN-13:978-1-3059-3909-7**. Required.

#### Success Abilities

1. Cultivate Passion: Expand a Growth-Mindset
2. Live Responsibly: Develop Resilience
3. Live Responsibly: Foster Accountability
4. Refine Professionalism: Act Ethically
5. Refine Professionalism: Improve Critical Thinking

#### Program Outcomes

1. Organize resources to achieve the goals of an organization

2. Control business processes
3. Apply principles of corporate responsibility

## Course Competencies

### 1. Summarize the foundations of legal systems

#### Assessment Strategies

- 1.1. Written Objective Test (score 70% or higher)
- 1.2. Written Product

#### Criteria

*You will know you are successful when:*

- 1.1. you identify examples of common law, statutory law, constitutional law, and administrative law.
- 1.2. you identify sources of law.
- 1.3. you identify examples of civil, criminal, and tort law.
- 1.4. you identify the different court systems.
- 1.5. you describe proper business ethics.

#### Learning Objectives

- 1.a. Contrast common law, statutory law, constitutional law, and administrative law
- 1.b. Contrast the sources of law: judicial decisions, constitutions, statutes, and administrative agency rules
- 1.c. Differentiate between civil, criminal and tort law
- 1.d. Outline the litigation process
- 1.e. Identify the courts in the federal and state court systems
- 1.f. Discuss proper business ethics

### 2. Examine laws and regulations relating to consumer protection, product liability, and warranties.

#### Assessment Strategies

- 2.1. Written Objective Test (score 70% or higher)

#### Criteria

*You will know you are successful when:*

- 2.1. you explain how government regulations relate to a consumer.
- 2.2. you identify various administrative agencies.
- 2.3. you compare express and implied warranties.
- 2.4. you identify examples of various types of warranties.
- 2.5. you compare liability and warranty protection.
- 2.6. you identify various types of consumer protection.

#### Learning Objectives

- 2.a. List examples of government regulations related to the consumer
- 2.b. Explain the purpose, type, and power of administrative agencies
- 2.c. Distinguish between express and implied warranties
- 2.d. Determine how warranties can be surrendered or excluded
- 2.e. Define product liability and warranty protection
- 2.f. Explain the means used to provide consumer protection
- 2.g. Summarize the impact of laws related to warranties, product liability, and consumer protection.

### 3. Interpret contracts.

#### Assessment Strategies

- 3.1. Written Objective Test (score 70% or higher)
- 3.2. Written Product

#### Criteria

*You will know you are successful when:*

- 3.1. you describe statutes of limitation.

- 3.2. you identify ethical standards included in contracts.
- 3.3. you differentiate between valid, void and voidable contracts.
- 3.4. you list elements that invalidate a contract.
- 3.5. you differentiate between implied, express, simple, formal, executory, executed, unilateral and bilateral contracts.
- 3.6. you identify the requirements of Statute of Frauds and parol evidence.
- 3.7. you differentiate the rights of parties with privity with the rights of third parties.
- 3.8. you list ways to terminate or remedy a contract.

#### **Learning Objectives**

- 3.a. Explore statutes of limitation
- 3.b. Discuss ethical standards as applied to contracts
- 3.c. Summarize the elements of a valid, voidable, and void contract
- 3.d. Explain the elements that invalidate a contract
- 3.e. Identify implied, express, simple, formal, executory, executed, unilateral, and bilateral contracts
- 3.f. summarize the requirements of contracts in relationship to the Statute of Frauds and the parol evidence rule
- 3.g. Compare the rights of parties with privity to the rights of third parties to a contract
- 3.h. Explain how a contract can be terminated and the available remedies
- 3.i. Describe the law of contracts as applied to insurance contracts.
- 3.j. Describe the nature of contract security using suretyship and secured sales.

### **4. Summarize personal property bailments.**

#### **Assessment Strategies**

- 4.1. Written Objective Test (score 70% or higher)
- 4.2. Written Product

#### **Criteria**

*You will know you are successful when:*

- 4.1. you list characteristics of personal property.
- 4.2. you outline ways to acquire personal property.
- 4.3. you identify types of bailments.
- 4.4. you describe how bailments impact liability.

#### **Learning Objectives**

- 4.a. Summarize the characteristics of personal property
- 4.b. Explain how personal property can be acquired
- 4.c. List the types of bailments
- 4.d. Identify special bailments and their impact on liabilities
- 4.e. Define the nature of real property.
- 4.f. Explain how real property can be transferred.

### **5. Explore the components of a sales contract.**

#### **Assessment Strategies**

- 5.1. Written Objective Test (score 70% or higher)

#### **Criteria**

*You will know you are successful when:*

- 5.1. you compare sales contract and contract to sell.
- 5.2. you list the requirements of the statutes of fraud and UCC guidelines.
- 5.3. you identify title and loss with scenarios.
- 5.4. you describe insurable interest.
- 5.5. you identify examples of types of goods.

#### **Learning Objectives**

- 5.a. Explain the difference between a sales contract and a contract to sell
- 5.b. List the requirements of the statute of frauds and the UCC guidelines
- 5.c. Determine when title and risk of loss pass
- 5.d. Apply the concept of insurable interest
- 5.e. Distinguish between types of goods

## **6. Explore the creation, operation, and termination of an agency.**

### **Assessment Strategies**

- 6.1. Written Objective Test (score 70% or higher)
- 6.2. Written Product

### **Criteria**

*You will know you are successful when:*

- 6.1. you identify examples of parties of an agency.
- 6.2. you describe the authority related to each type of agent.
- 6.3. you identify if an agency exists in case scenarios.
- 6.4. you identify examples of agent, independent contractor, and employee.

### **Learning Objectives**

- 6.a. Identify the parties of an agency
- 6.b. Classify the types of agents and their authority
- 6.c. Describe how an agency is created
- 6.d. Compare an agent, an independent contractor, and an employee

## **7. Summarize employer/employee relations, rights, and responsibilities.**

### **Assessment Strategies**

- 7.1. Written Objective Test (score 70% or higher)
- 7.2. Written Product

### **Criteria**

*You will know you are successful when:*

- 7.1. you list the duties of the employer and employee.
- 7.2. you describe liabilities of the employer.
- 7.3. you describe laws to protect employees and prevent discrimination.
- 7.4. you describe laws relating to employee privacy and invasive testing.

### **Learning Objectives**

- 7.a. Summarize the duties of the employer and employee
- 7.b. Explain the liabilities of the employer
- 7.c. Discuss the laws to prevent discrimination.
- 7.d. Explore the laws related to privacy and invasive employee testing.
- 7.e. Discuss employee protection laws.
- 7.f. Examine common employee rights.
- 7.g. Evaluate the impact of labor legislation.

## **8. Examine types of business organization.**

### **Assessment Strategies**

- 8.1. Written Objective Test (score 70% or higher)
- 8.2. Written Product

### **Criteria**

*You will know you are successful when:*

- 8.1. you differentiate between sole proprietorships, partnerships, and corporations.
- 8.2. you list advantages of sole proprietorships, partnerships, and corporations.
- 8.3. you list disadvantages of sole proprietorships, partnerships, and corporations.
- 8.4. you identify examples of corporations.
- 8.5. you list stockholder rights.
- 8.6. you describe dissolution of sole proprietorships, partnerships, and corporations.

### **Learning Objectives**

- 8.a. Explain the differences in setting up and operating sole proprietorships, partnerships, and corporations
- 8.b. List the main advantages and disadvantages of sole proprietorships, partnerships, and corporations.
- 8.c. Classify the types of corporations
- 8.d. Discuss the rights of the different types of stockholders
- 8.e. Explain how a sole proprietorship, partnership, or corporation is dissolved

## **9. Identify risk-bearing devices, including insurance and bankruptcy.**

### **Assessment Strategies**

- 9.1. Written Objective Test (score 70% or higher)
- 9.2. Written Product

### **Criteria**

*You will know you are successful when:*

- 9.1. you define insurance terms.
- 9.2. you compare life, auto, and property insurance.
- 9.3. you list reasons for bankruptcy.
- 9.4. you identify who can file for bankruptcy.
- 9.5. you identify protected property and non-dischargeable debts.

### **Learning Objectives**

- 9.a. Define important insurance terms
- 9.b. Explain the requirements for obtaining insurance
- 9.c. Describe the nature of life insurance
- 9.d. Define property insurance
- 9.e. Identify types of coverage afforded by auto insurance
- 9.f. Identify the purposes of bankruptcy
- 9.g. List who may file for bankruptcy
- 9.h. Discuss protected property
- 9.i. Discuss non-dischargeable debts
- 9.j. Summarize the types of bankruptcy.
- 9.k. Explore the relationships of landlords and tenants.
- 9.l. Describe the impact of wills, inheritance, and trusts on the disposition of property.