### COURSE: BUSINESS LAW I

<table>
<thead>
<tr>
<th>PREFIX NO.</th>
<th>EFFECTIVE DATE</th>
<th>NEXT REVIEW DATE</th>
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</thead>
<tbody>
<tr>
<td>BUS 121</td>
<td>January 2015</td>
<td>January 2016</td>
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<table>
<thead>
<tr>
<th>CREDITS</th>
<th>CONTACTS</th>
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<tbody>
<tr>
<td>3</td>
<td>CLASS - LAB - TOTAL</td>
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<td>3 - 0 - 3</td>
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**PREREQUISITES:** None

**DESCRIPTION:**

**LEVEL I:** This course is a study of legal procedures, law and society, classifications and systems of law, the tribunals administering justice and their actions, contracts, sales, transfer of titles, rights and duties of the parties, conditions, and warranties.

**LEVEL II:** Upon successful completion, the student should be able to do the following:

1. Identify contracts by types, status, and the four prerequisites for enforceability.
2. Determine the form required for a contract to be enforceable in court.
3. Describe the rights and obligations of all parties to contracts.
4. Determine the position of title and the requirements for passing of title in sales contracts.
5. Describe the rights and obligations of parties to sales contracts under the doctrine of estoppel.
6. Describe the warranty rights of the buyer and liabilities of the seller under a sales contract.

**TEXTBOOK(S) OR ALTERNATIVE:**

*Law for Business*, Ashcroft and Ashcroft, 17th ED., Thomson.

**MATERIALS:** (*specifying those to be purchased by student)*

*Law for Business*

**COLLATERAL READING:** Current Events

**CLASS MANAGEMENT ACTIVITIES (Attendance, tardies, testing, etc.):**

**ACADEMIC HONESTY:** During a test, as well as on any written assignment, paper, or project, anyone caught exchanging information or copying someone else's work will be given a grade of "F" on that work and face further disciplinary action. Refer to the "Student Code Book" on "Academic Dishonesty"; pp. 27-28.
ABSENCES:
Twenty percent will be the maximum number allowed (example for night 15 x 20% = 3). There are no excused absences except those verified by other instructors for field trips or school related assignments. A student with a doctor's excuse will be able to make up missed work, but the absence is still counted toward the twenty percent.

TARDIES:
A student is tardy if he/she arrives for class after the instructor has checked the class roll. Three tardies will count as one absence. Any student who shows up for class more than ten minutes late will be counted as absent for that class. Any student who is tardy more than eight times will be dropped from the class. Any student who departs class early will be treated the same as the tardy requirements.

ASSIGNED WORK:
If an assignment is given to the class while a student is absent, he/she is required to turn in the work on the first day back in class.

CLASSROOM ETIQUETTE:
An integral part of an education is developing a sense of integrity and responsibility not only toward ourselves but also towards others. In the classroom, as on the job or in your home, exhibiting appropriate behavior reflects on your maturity. Arriving late to class, being unprepared, inappropriate talking while class is in session, etc. negatively reflect on you and your fellow students. Please be considerate.

Remember no food or drinks are allowed in classrooms. Cell phones should not be on during class.

TESTING:
A pop test may be given on the day of the lecture which will be a short quiz. If a regularly scheduled test is missed, the day the test is given, it will be placed in the Success Center and may be taken the first day the student returns to school. If not taken on the first day back the student will be assessed a ten point penalty without a doctor’s excuse. Four days from the time of the original test date is the allowed time the student has to make-up the missed test. The student can drop one test grade if they miss no more than four class absences.

DISABILITIES STATEMENT:
Students with disabilities are encouraged to contact the Dean of Student Services to discuss needs or concerns as they pursue an academic program and participate in campus life. The Dean of Student Services will provide guidance regarding official documentation of disabilities and/or accommodation of needs. (See College Catalog)
STUDENT ID:

It is mandatory that every student wear his or her student ID at all times. During the first week of classes, the instructor will issue a reminder to wear the ID. This reminder is a warning. Then instructors are required to dismiss students without ID from class. The student may get his/her ID (or a new one from Student Services for $3.00) and return to class before the midpoint of the class. If the student cannot get an ID and return to class by the midpoint, the instructor will record the absence.

RESOURCES (A-V, persons, tools/equipment):

Video
DVD’s
Internet Research
Guest Speakers
Court Visits

COURSE TOPICAL OUTLINE (List topics and sub-topics of course) and CALENDAR of approximate length of time devoted to topic.

TENTATIVE TOPICS

I. Introduction to Law
II. Courts and Court Procedures
III. Government Regulation of Business
IV. Contracts - Nature and Classes
V. Offer and Acceptance
VI. Defective Agreements
VII. Capacity to Contract
VIII. Consideration
IX. Illegal Agreements
X. Form of Contracts
XII. Third Parties and Contracts
XIII. Termination of Contracts
XIV. Nature of Personal Property
XV. Special Bailments
XVI. Sales of Personal Property
XVII. Formalities of a Sale
XVIII. Transfer of Title and Risk in Sales Contract
XIX. Warranties, Product Liability and Consumer Protection
LEARNING OUTCOMES/OBJECTIVES OF COURSE:
1. To give the student an understanding how our laws have developed and the way our court systems operate.
2. To give the student an understanding of contracts and sales and how they relate to their everyday life and why it is so important for them to know this essential information.
3. To give the student an understanding of what a bailment is and the different types they will come in contact with.

INSTRUCTIONAL METHODS TO COMPLETE LEARNING OUTCOMES/OBJECTIVES:
1. Lecture on each chapter
2. General discussion on problems, questions and cases.
3. General discussion and visitors (experts) speaking to the class on various subjects.
4. Field trips to court (optional)

EVALUATIVE METHODS TO APPRAISE LEARNING OUTCOMES/OBJECTIVES:
1. Questioning of individuals on their views about the questions, cases, and problems in the study guide.
2. Class discussions about how they feel to the above answered questions, problems, or cases.
3. Pop tests
4. Regular assigned tests

Tests:
  Test 1 - Chapters 1-4
  Test 2 - Chapters 5-9
  Test 3 - Chapters 10-13
  Test 4 - Chapters 14-15
  Test 5 - Chapters 16-19

GRADING SCALE:
- A = 100 - 90
- B = 89 - 80
- C = 79 - 70
- D = 69 - 60
- F = 59 - BELOW

Computation of Final Grade:
- Regular Assigned Tests
- Class work and Pop Tests 5%