

COURSE OUTLINE

**Business Administration 120 (C-ID Number: BUS 125)
Business Law I
(C-ID Title: Business Law)**

I. Catalog Statement

Business Administration 120 is a study of law as it influences business conduct, including growth of law and recent changes, especially the new Uniform Commercial Code, and principles of contracts, bailments, and agency.

Total Lecture Units: 3.0

Total Course Units: 3.0

Total Lecture Hours: 48.0

Total Faculty Contact Hours: 48.0

Prerequisite: None.

II. Course Entry Expectations

Skills Level Ranges: Reading 6; Writing 5; Listening/Speaking 5; Math 1.

III. Course Exit Standards

Upon successful completion of the required coursework, the student will be able to:

1. Explain the historical development of the law, operation of the court system and sources of commercial law.
2. Explain the social, political and ethical implications of the law and their application to actual and hypothetical business transactions.
3. Distinguish between torts and crimes and describe the purpose of criminal and tort law.
4. Evaluate when a promise is enforceable, the elements of a contract, performance, and the remedies available in the event of breach.
5. Distinguish between contracts governed by the Uniform Commercial Code and those governed by the common law of contracts.
6. Analyze cases. Identify issues and apply the appropriate legal rules to the fact patterns to reach defensible legal conclusions.
7. Demonstrate the ability to utilize the internet to research legal issues and utilize other computer skills to enhance effective business communications and presentations through the use of appropriate business and legal terminology. Analyze whether a source is a reliable source for legal information.

8. Perform legal research, to include evaluating and interpreting a court citation and locating a court case on an assigned topic.
9. Categorize the types of government agencies, powers and functions, controls through congressional action, executive action, and the courts.
10. Differentiate the relationship between state and federal systems, jurisdiction, and the importance of alternate dispute resolution methods to the participants
11. Demonstrate how cases progress through the court system from problem, to filing, to trial, and appeal.
12. Appraise the relationship between law and ethics.
13. Describe the various agency relationships and the duties and liabilities of agents and principals.
14. Describe the Constitutional basis for federal governmental regulation of business, including limits of government power.
15. Explain a corporation's legal structure and differentiate it from other forms of business organization, the meaning of limited liability for the owners; describe the relationship of the various stakeholders

IV. Course Content

Total Faculty Contact Hours = 48

<p>hours</p> <p>A. Law and Society</p> <ol style="list-style-type: none"> 1. Explain the difference between: <ol style="list-style-type: none"> a. Constitutional and statutory law b. Common and civil law c. Substantive and procedural law d. Public, administrative, and private law e. Equity and <u>Stare Decisis</u> 2. Describe the written sources of law <ol style="list-style-type: none"> a. Compilations b. Court decisions 3. Explain the general purpose of law and specific objectives of law 4. Discuss the concept of justice 5. Explain the difference between: <ol style="list-style-type: none"> a. Tort and crime b. Slander, libel, and defamation c. Trademarks, patents, and copyrights d. Private and public nuisance e. Trespass and conversion f. Conspiracy, inducement, and wrongful interference g. Original and appellate jurisdiction 6. Discuss the functions of the Federal and California court systems 7. Trace the steps in a lawsuit 8. Discuss the function of administrative agencies and arbitration <p>B. Principles of Contracts</p>	<p>12</p> <p>12</p>
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hours

1. Name the elements of a contract
2. Name the parties to a contract
3. Explain the differences between:
 - a. Formal, simple, express, and implied contracts
 - b. Void and voidable contracts
 - c. Executed and executory contracts
 - d. Bilateral and unilateral contracts
 - e. Unilateral and mutual mistakes
 - f. Concealment, fraud, duress, and undue influence
 - g. Joint, several, and joint and several contracts
 - h. Creditor, donee, and incidental beneficiary
 - i. Liquidated damages and liquidated debt
4. Define:
 - a. Quasi contracts
 - b. Offer and acceptance
 - c. Capacity to contract
 - d. Consideration
5. Explain communication of an acceptance
6. Define:
 - a. Minor
 - b. Disaffirmance and ratification
 - c. Necessaries
 - d. Misrepresentation
 - e. Rescission
 - f. Forbearance
 - g. Past consideration
 - h. Composition of creditors
 - i. Promissory estoppel
7. Discuss mistakes and voiding a contract
8. Name the elements of fraud and misrepresentation
9. Explain adequacy of consideration, substitutes for consideration and legality of consideration
10. Discuss effect of illegal and partially illegal contracts
11. Discuss public policy
12. Give examples of contracts in restraint of trade
13. Define:
 - a. Usury
 - b. Unconscionable
 - c. Statute of frauds
 - d. Parole evidence rule
 - e. Novation
 - f. Conflict of laws
 - g. Statute of limitations
 - h. Accord and satisfaction

- i. Mitigation of damage
 - 14. Explain applications of statute of frauds to contracts
 - 15. Discuss transfer of contract rights by assignment
 - 16. Explain discharge of contracts by performance, agreement, impossibility, and operation of law
 - 17. Name the remedies for breach of contract

- C. Principles of Bailment 12
hours
 - 1. Define the bailment relationship
 - 2. Identify the parties
 - 3. Distinguish bailment from a sale, pledge, pawn, lease, or license
 - 4. Identify 3 types of bailments: gratuitous, mutual benefit, and sole benefit to bailee
 - 5. Discuss bailor's rights and responsibilities
 - 6. Discuss bailee's rights and responsibilities
 - 7. Discuss special bailments
 - a. Hotel keepers
 - b. Common carriers
 - c. Warehousemen
 - d. Lessee of personal property
 - e. Parking lots
 - f. Restaurants
 - g. Safe deposit box
 - h. Constructive bailments

- D. Principles of Agency 12
hours
 - 1. Explain the difference between:
 - a. Special, general, and universal agent
 - b. Express, incidental, customary, and apparent authority
 - c. Independent contractor and employee
 - 2. Define:
 - a. Agency
 - b. Agency coupled with an interest
 - c. Ratification
 - d. Respondeat superior
 - 3. Explain an agent's duties to a principal: loyalty, obedience, performance, reasonable care, accounting and information
 - 4. Explain a principal's duties to an agent: performance compensation, reimbursement, and indemnity
 - 5. Explain liabilities of:
 - a. An agent to a third party
 - b. A third party to an agent
 - c. A principal to a third party

6. Explain termination of agency by acts of the parties: terms of contract, mutual agreement, revocation, and renunciation
7. Explain termination of agency by operation of law: death or insanity, bankruptcy, impossibility, national emergency
8. Explain termination of agency coupled with an interest
9. Explain when notice of termination is required
10. Explain duties and rights of employee and employer

V. Methods of Instruction

The following methods of instruction may be used in the course:

1. lecture/discussion;
2. guest speakers from businesses, films, videos;
3. group activities (e.g. mock trials).

VI. Out of Class Assignments

The following out of class assignments may be used in the course:

1. reports (e.g. written and oral on case studies);
2. written and oral case briefs.

VII. Method of Evaluation

The following methods of evaluation may be used in the course:

1. chapter quizzes;
2. unit examinations;
3. case briefs;
4. IRAC essays (Issues, Rules, Application/Analysis, & Conclusion);
5. final examination (multiple choice, fill-in, short essay).

VIII. Textbook

Clarkson, *West's Business Law*, Custom edition.

Mason: South-Western Publications, 2012.

10th Grade Textbook Reading Level. ISBN 1-133-44716-3

IX. Student Learning Outcomes

1. understand and discuss the roots of American law and specific objectives of business law;
2. demonstrate a theoretical and practical understanding of court procedures by acting as student judges and deciding hypothetical contract cases;
3. define, recognize, and use legal terminology;
4. understand and apply the common-law and statutory requirements for forming an enforceable contract;

5. understand and apply the principles of the laws of agency and bailment.