**PELLISSIPPI STATE TECHNICAL COMMUNITY COLLEGE**
**MASTER SYLLABUS**

**BUSINESS LAW**
**MGT 2060**

<table>
<thead>
<tr>
<th>Class Hours: 3.0</th>
<th>Credit Hours: 3.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Laboratory Hours: 0.0</td>
<td>Date Revised: Spring 02</td>
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</tbody>
</table>

**Note:** This course is not designed for transfer credit.

**Catalog Course Description:**

A study of the principles of law as it applies to business transactions, including contracts, employment, negotiable instruments, security agreements, administrative regulation and laws relating to consumerism, antitrust and environmental areas.

**Entry Level Standards:**

The student should be able to read and write at the college level and to reason logically.

**Prerequisite:**

MGT 2000

**Textbook(s) and Other Reference Materials Basic to the Course:**


**I. Week/Unit/Topic Basis:**

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
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<tbody>
<tr>
<td>1</td>
<td>Introduction to the Course; Introduction to the Law &amp; Legal Reasoning</td>
</tr>
<tr>
<td>2</td>
<td>Ethics and Business Decision Making</td>
</tr>
<tr>
<td>3</td>
<td>Courts &amp; Alternative Dispute Resolution</td>
</tr>
<tr>
<td>4</td>
<td>Constitutional Authority or Regulate Business</td>
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<tr>
<td>5</td>
<td>Torts &amp; Strict Liability</td>
</tr>
<tr>
<td>6</td>
<td>Contracts: Nature &amp; Terminology; Agreement</td>
</tr>
<tr>
<td>7</td>
<td>Consideration; Capacity and Legality</td>
</tr>
<tr>
<td>8</td>
<td>Genuineness of Assent; The Statute of Frauds</td>
</tr>
<tr>
<td>9</td>
<td>Third Party Rights; Performance &amp; Discharge</td>
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</tbody>
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II. Course Objectives*:

A. Demonstrate a fundamental understanding of the process of law development. II, IV
B. Demonstrate an understanding of what makes a contract. III, VI
C. Exhibit a knowledge of the Uniform Commercial Code's relationship to the sales contract. VI
D. Demonstrate an understanding of the Sales Agreement. I, II, VI
E. Demonstrate an understanding of the security agreement and insurance. II
F. Demonstrate an understanding of the law of agency. I, II, VI

*Roman numerals after course objectives reference goals of the Management program.

III. Instructional Processes*:

Students will:

1. Practice elements of the work ethic such as professionalism, preparedness, punctuality, honesty, cooperation, dependability, contribution, effectiveness, good manners, etc. Personal Development Outcome, Transitional Strategy

2. Complete assignments designed to inform students of current changes or interpretations in employment law. Information Literacy Outcome, Active Learning Strategy, Transitional Strategy

3. Complete writing assignments such as case analyses and legal memoranda. Communication Outcome, Problem Solving and Decision Making Outcome, Information Literacy Outcome, Active Learning Strategy

4. Explore internet sites for legal sources and research. Technological Literacy Outcome, Information Literacy Outcome

*Strategies and outcomes listed after instructional processes reference Pellissippi State’s goals for strengthening general education knowledge and skills, connecting coursework to experiences beyond the classroom, and encouraging students to take active and responsible roles in the educational process.

IV. Expectations for Student Performance*:
Upon successful completion of this course, the student should be able to:

1. Differentiate the legal and ethical views of human conduct. A
2. Understand the concept of ethics as moral conduct in business. A, B, C, D, E, F
3. Discuss the moral minimum. A, B, C, D, E, F
4. Understand the impact of precedence in the law. A
5. Discuss the concept of the common law. A
6. Describe the federal and state court system. A
7. Explain the use of arbitration and other nonjudicial methods of alternative dispute resolution. A, B, C, D, E, F
8. Define torts and distinguish them from contracts and from crimes. A, B
9. Define negligence and explain its application. A
10. List the essential elements of a contract. B
11. Evaluate the validity of a contract. B
12. Define what constitutes consideration. B
13. Discuss the questions which determine the legality of a contract. B
14. State when a contract must be in writing. B
15. Define an assignment of contract rights. B
17. Differentiate personal and real property. B, D
18. Discuss ways the Uniform Commercial Code changes contract law as it affects sales contracts. B, C, D
19. Explain good faith as it affects sales contracts. B, C, D
20. Distinguish between a sale of goods and other transactions relating to goods. D
21. List points of difference between general contract law and the law of sales. B, C, D
22. Discuss simple negotiability. A, C
23. Describe a secured transaction. E
24. List the ways in which an agency relationship may be created. F
25. Explain and illustrate who may be a principal and who may be an agent. F
26. Differentiate between an agent and an independent contractor. F
27. Describe how a bailment is formed. B, D
28. Explain the standard of care a bailee is required to exercise over bailed property. B,D
29. Demonstrate a basic understanding of Equal Employment Law. A

*Letters after performance expectations reference the course objectives listed above.

V. Evaluation:

A. Testing Procedures:

Students are evaluated primarily on the basis of tests. A minimum of three major tests is recommended. The instructor will furnish details.

B. Laboratory Expectations:

N/A

C. Field Work:

Students will be responsible for a written report on some aspect of the law and/or the courts. Further details about the report will be given in class.

D. Other Evaluation Methods:

Students may be evaluated on the basis of class participation, groupwork, homework, attendance, and assigned projects. The instructor must provide full details during the first week via syllabus supplement.

E. Grading Scale:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>A</td>
<td>92 - 100</td>
</tr>
<tr>
<td>B+</td>
<td>89 - 91</td>
</tr>
<tr>
<td>B</td>
<td>82 - 88</td>
</tr>
<tr>
<td>C+</td>
<td>79 - 81</td>
</tr>
<tr>
<td>C</td>
<td>72 - 78</td>
</tr>
<tr>
<td>D</td>
<td>65 - 71</td>
</tr>
<tr>
<td>F</td>
<td>Below 65</td>
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VI. Policies:

Attendance Policy:

Pellissippi State Technical Community College expects students to attend all scheduled instructional activities. As a minimum, students in all courses must be present for at least 75 percent of their scheduled class and laboratory meetings in order to receive credit for the course.