

PELLISSIPPI STATE TECHNICAL COMMUNITY COLLEGE  
MASTER SYLLABUS

**BUSINESS LAW**  
**CUE 2400**

**Class Hours: 3.0**

**Credit Hours: 3.0**

**Laboratory Hours: 0.0**

**Date Revised: Spring  
00**

NOTE: This course is not designed for transfer credit.

**Catalog Course Description:**

A study of the principles of law as applied to business transactions, including contracts, employment, negotiable instruments and security agreements.

**Entry Level Standards:**

None

**Prerequisites:**

None

**Textbook(s) and Other Course Materials:**

*West Business Law*, Clarkson, Miller, and Blaire, West Publishing  
Credit Union Guide, CUNA, current edition

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

<b>Week</b>	<b>Topic</b>
1	Legal Systems of the United States
2	Administrative Law
3	Torts and Crimes; Quiz 1
4	Contract
5	Agency
6	Estates and Trusts; Quiz 2
7	Business Organizations
8	Corporate Securities
9	Personal Property and Sales; Quiz 3
10	Real Property
11	Real Estate Transfers and Liens

- |    |                                     |
|----|-------------------------------------|
| 12 | Loan and Financing Transactions     |
| 13 | Creditors Rights and Debtors Relief |
| 14 | Payments and Transfer of Funds      |
| 15 | Consumer Protection; Review         |
| 16 | Final Exam                          |

## **II. Course Objectives\*:**

- A. Understand how business law and administrative rulings affect credit union activities in lending to members. I, II
- B. Explain procedural framework of the legal systems of the United States. I, II
- C. Convey sense of business planning and strategy that will minimize the occurrence of legal problems. I, II

\*Roman numerals after course objectives reference goals of the Business and Community Services department.

## **III. Instructional Processes\*:**

Students will:

1. Take part in course assignments such as team discussions; team case studies; team projects; experiential exercises; oral, written, PowerPoint, and/or email presentations; Internet research; etc. to help develop teamwork, leadership, and followership skills. *Communication Outcome, Personal Development Outcome, Cultural Diversity & Social Adaptation Outcome, Information Literacy Outcome, Transitional Strategy, Active Learning Strategy*
2. Perform course assignments such as team discussions; team case studies; team projects; experiential exercises; oral, written, PowerPoint, and/or em presentation; Internet research; etc. to help develop critical thinking, problem solving, goal setting, and planning skills. *Communication Outcome, Personal Development Outcome, Cultural Diversity & Social Adaptation Outcome, Problem Solving and Decision Making Outcome, Information Literacy Outcome, Transitional Strategy, Active Learning Strategy*
3. Practice elements of the work ethic such as professionalism, preparedness, punctuality, honesty, cooperation, dependability, contribution, effectiveness, and good manners. *Personal Development Outcome, Transitional Strategy*

\*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. Describe the organization and levels of the state and federal court system. B
2. Elaborate on the supervisory and regulatory role of the National Credit Union

Administration. A

3. Distinguish between tort and criminal law and explain how they are related to credit unions and the business environment. A
4. Interpret the essentials and formal requisite for the formation of a contract. A
5. Understand the formation, scope, and termination of an agency relationship. A, C
6. Distinguish between testate and intestate distribution of the estate on property after death of its owner. A
7. Identify and distinguish among partnerships, corporations, and other forms of business organizations. A
8. Classify and describe the various kinds of securities used in corporate financing. A, C
9. Understand the essential terminology and rules of Uniform Commercial Code, Article 2. C
10. Classify the respective categories of interests in real estate. C
11. List the characteristics, forms, and types of mortgages and their lien statutes. A
12. Explain the nature of unsecured installment credit and its legal essentials. C
13. Explain extra judicial nonlegal collection methods and those requiring judicial or legal process. A, C
14. Contrast some of the requirements and rules of UCC, Article 4, Bank deposits and collections, and Federal Reserve and Clearinghouse regulations. C
15. Review major federal consumer credit protection measures. A, C

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

**V. Evaluation:**

A. Testing Procedures: 100% of grade

Three quizzes - 20% each  
One final - 40%

B. Laboratory Expectations:

N/A

C. Field Work:

N/A

D. Other Evaluation Methods:

N/A

E. Grading Scale:

90 - 100 A

80 - 89 B  
70 - 79 C  
60 - 69 D  
Below 60 F

**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.