

**PELLISSIPPI STATE COMMUNITY COLLEGE
MASTER SYLLABUS**

**LEGAL ENVIRONMENT OF BUSINESS
BUSN 2370**

Class Hours: 3.0

Credit Hours: 3.0

Laboratory Hours: .0

Revised: Spring 2016

Catalog Course Description:

The course studies the principles of the American legal system as they relate to the conduct of business in our society.

Entry Level Standards:

College-level competencies in reading and writing

Prerequisites:

None

Textbook(s) and Other Course Materials:

Goldman, Arnold J. and William D. Sigismond, *Business Law Principles and Practices*, 9ed., Cengage Learning, 2014. ISBN: 978-1285939247. This ISBN includes the textbook **and** access to on-line publisher- produced video material.

I. Week/Unit/Topic Basis:

Week	Chapter(s)	Topic(s)
1	1-3	Foundations of law and the role of ethics in business: why laws are important; the U. S. legal system and its Constitutional foundation; the impact of unethical behavior in the workplace; Ethical challenges in the workplace; Criminal and business crimes: theft, identity theft, cyber crimes, RICO
2	4-5	Tort law: intentional torts, negligence, strict liability; interference with business relationship; defamation and privacy; interference with a business relationship; theft of trade secrets; cyber torts; litigation: process of law suits and trials; alternatives for settling disputes: arbitration, mediation
3	6-8	Contract elements, contract terminology, sources of contract law; Contract formation: offer and acceptance, consideration
4	9-11	Contract formation: capacity, legality, Statute of Frauds: contracts that must be in writing to be enforceable; electronic signatures;
5	12-14	Contract formation: assignment of rights and delegation of duties; formalities required for assignment; termination of contracts: discharge by

		agreement, performance, operation of law; Breach of Contract: legal and equitable remedies; defenses: fraud, duress, undue influence, mistake
6	15-16	UCC & Sales: formation of sales contracts; parole evidence rule; electronic transactions; transfer of title and risk of loss
7	17	UCC & Sales: performance, breach and remedies for breach: breach of warranty; remedies available to buyer; remedies available to sellers
	18	Product liability, warranties
8	19-20	Negotiable Instruments: nature and types of negotiable instruments; issue, transfer, endorsement and discharge of negotiable instruments; rights and duties of parties; holder in due course; defenses;
9	21-22	Negotiable Instruments: checks and the banking system in the Twenty-first Century: bank-customer relationship, duty of bank to honor checks, bank's liability for wrongful payment of check; obligations of depositor; electronic funds transfer, e-money, online banking
		Drafting: Promissory Note
10	23	Employer-Employee Relationship: creation, rights of employers, rights of employees; terminating the relationship: in violation of law, against public policy, wrongful employer acts, in bad faith; legislation affecting employer-employee relations: health and safety, privacy, pension, health insurance, wages, hours and minors; Veteran's benefits; hiring of aliens
11	24-25	Principal-Agent Relationship: who is principal and who is agent; creation of relationship; obligations of the agent to the principal; obligations of the principal to the agent; termination of relationship; notifying third parties of termination; liability of principal to third parties: contractual and tort; liability of agent to third parties: contractual and tort; criminal liability
12	26-27	Business Organization and Regulation: forms of business ownership: sole proprietorship, partnership, limited partnership; limited liability company; limited liability partnership; joint venture; syndicate; cooperative; Corporations and franchising: profit and nonprofits; forming a corporation; rights and liabilities of stockholders; financing a corporation; managing a corporation; terminating a corporation; franchising and licensing; Government regulation of business: authority, monopolies, fair competition, taxes, securities, corporate conduct, general public welfare; enforcing government regulations
13	29-32	Real and personal property; Real property; Personal property as a part of business assets (asset purchase agreements); Bailments: requirements for valid bailment, how bailment is created, how bailment ends, liabilities; duties, rights and liabilities of hotelkeepers and common carriers;
14	34-38	Consumer and Credit Protection: bankruptcy, debt collection, legal interest charges; Insurance: understanding the insurance policy: when protection begins, insurable interest, exclusions, amount of coverage, deductible clause, claims; Property and Casualty Insurance, Renter's Insurance; Automobile Insurance; No-fault; Life Insurance; Health Insurance; Disability, dental, long-term care

II. Course Goals*:**The course will**

- A. Encourage student understanding of business and legal ethics. I, II
- B. Introduce the student to legal principles governing business organization, operation, and enforcement. I, II, III, VII
- C. Increase the capacity of students to understand the basic law of contracts. I, II, III, IV, V
- D. Introduce the student to purchase, sale, and lease of goods under the Uniform Commercial Code. I, II, VI, VII
- E. Foster student understanding of negotiable instruments. I, II, VI, VII
- F. Encourage student understanding of agency, employment, and labor law. I, II, III, IV V, VI
- G. Increase the capacity of students to understand business organizations and regulation. I, II, III, IV, V, VI, VII
- H. Expose student to wills and estate planning, real and personal property, and bailments. I, II, III, IV, V, VI
- I. Introduce the student to consumer and creditor protection. I, II, III, IV
- J. Enhance student understanding of types of insurance. I, II, III, IV, V

III. Expected Student Learning Outcomes*:

Students will be able to:

- 1. Recognize ethical challenges in the workplace. (A, B)
- 2. Understand the difference between statutes and case law. (B)
- 3. Outline the structure of the federal and state court systems in the United States. (B)
- 4. Discuss the differences between civil law and criminal law. (A,B)
- 5. Demonstrate knowledge of the primary sources of law in the United States. (B)
- 6. Analyze contracts to make sure requisite elements are present. (B,C)
- 7. Discuss legality of contracts and Statute of Frauds. (B, C)
- 8. Understand alternatives for settling contractual disputes. (B, J)
- 9. Identify and compute damages which may be recovered for breach of contract. (B,C, D)
- 10. Analyze UCC forms. (B,C,D)
- 11. Outline the scope of Article 2 of the UCC. (B, D)

12. Recognize the types of negotiable instruments. (B, E)
13. Explain the liability of parties to a negotiable instrument. (B, E)
14. Summarize the Check Clearing for the 21st Century Act. (B, E)
15. Discuss electronic funds transfer, online banking, and E-money. (B, E)
16. Understand how the employer-employee relationship is formed and how it is terminated. (B, F)
17. Demonstrate knowledge of legislation affecting employer-employee relations. (B, F)
18. Demonstrate knowledge of legislation affecting employees' health and privacy. (B, F)
19. Understand how the principal-agent relationship is formed and how it is terminated. (B, F)
20. Discuss the obligations of the principal to the agent and the agent to the principal. (B, F)
21. Summarize sole proprietorships, partnerships, and limited liability organizations. (B, G)
22. Discuss how government regulations of business are enforced. (B, G)
23. Explain the difference between real and personal property. (B, H)
24. Understand the forms of property ownership. (B, H)
25. Understand the types of tenancy. (B, H)
26. Explain how bailments are created and terminated. (B, H)
27. Summarize the difference between testacy and intestacy. (B, H)
28. Demonstrate knowledge of living wills and health care proxies. (B, H)
29. Discuss remedies available for violations of consumer protection laws. (B, I, J)
30. Discuss protections for borrower, including types of credit, fair debt collection, legal interest rates, and debt relief. (B, I)
31. Discuss protections for creditor, including security interests. (B, I)
32. Recognize when purchase money security interest has been created by purchase on credit. (C,E)
33. Describe types of insurance policies. (B, J)
34. Understand standard clauses in insurance policies (B, J)

* Capital letters after Expected Student Learning Outcomes reference the course goals listed above.

IV. Evaluation:

- A. Testing Procedures: (50-60% of grade)

Students are evaluated primarily on the basis of tests. The instructor's policies on exams, quizzes, homework, attendance, and grades will be provided on a supplement to the course syllabus.

B. Laboratory Expectations:

N/A

C. Field Work: (40-50% of grade)

Students will complete several out-of-class skills projects, which may include:

- Writing exercises
- Drafting contracts clauses
- Completing UCC forms
- Viewing videos and answering questions related to the covered material
- Research Tennessee's statutes of frauds
- Analyzing contracts

D. Other Evaluation Methods:

1. Class participation, group work, and homework will also comprise the final grade for the course. The instructor will provide full details the first week of class via a syllabus supplement.
2. All tests and papers will be graded for spelling and English usage in addition to content and format.

E. Grading Scale:

A	93-100
B+	88- 92
B	83- 87
C+	78- 82
C	73- 77
D	65- 72
F	64 and below

V. Policies:

A. Attendance Policy:

Pellissippi State expects students to attend all scheduled instructional activities. As a minimum, students in all courses (excluding distance learning courses) must be present for at least 75 percent of their scheduled class and laboratory meetings in order to receive credit for the course. Individual departments/programs/disciplines, with the approval of the vice president of Academic Affairs, may have requirements that are more stringent. In very specific circumstances, an appeal of the policy may be addressed to the head of the department in which the course was taken. If further action is warranted, the appeal may be addressed to the vice president of Academic Affairs.

B. Academic Dishonesty:

Academic misconduct committed either directly or indirectly by an individual or group is subject to disciplinary action. Prohibited activities include but are not limited to the following practices:

- Cheating, including but not limited to unauthorized assistance from material, people, or devices when taking a test, quiz, or examination; writing papers or reports; solving problems; or completing academic assignments.
- Plagiarism, including but not limited to paraphrasing, summarizing, or directly quoting published or unpublished work of another person, including online or computerized services, without proper documentation of the original source.
- Purchasing or otherwise obtaining prewritten essays, research papers, or materials prepared by another person or agency that sells term papers or other academic materials to be presented as one's own work.
- Taking an exam for another student.
- Providing others with information and/or answers regarding exams, quizzes, homework or other classroom assignments unless explicitly authorized by the instructor.
- Any of the above occurring within the Web or distance learning environment.

Please see the Pellissippi State Policies and Procedures Manual, Policy 04:02:00 Academic/Classroom Conduct and Disciplinary Sanctions for the complete policy.

C. Accommodations for disabilities:

Students that need accommodations because of a disability, have emergency medical information to share, or need special arrangements in case the building must be evacuated should inform the instructor immediately, privately after class or in her or his office. Students must present a current accommodation plan from a staff member in Disability Services (DS) in order to receive accommodations in this course. Disability Services may be contacted by sending email to disabilityservices@pstcc.edu, or by visiting Alexander 130. More information is available at <http://www.pstcc.edu/sswd/>.

D. Other Policies:

Computer Usage Guidelines:

College-owned or -operated computing resources are provided for use students of Pellissippi State Community College. All students are responsible for the use of Pellissippi State's computing resources in an effective, efficient, ethical and lawful manner.