Class Hours: 3.0  Credit Hours: 3.0
Laboratory Hours: 0.0  Date Revised: Spring 00

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 Reference Materials Basic to the Course:
West Business Law, Clarkson, Miller, and Blaire, West Publishing
Credit Union Guide, CUNA, current edition

I. Week/Unit/Topic Basis:

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