PELLISSIPPI STATE TECHNICAL COMMUNITY COLLEGE
MASTER SYLLABUS

BUSINESS LAW
MGT 2060

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, 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>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Introduction to the Course; Legal Systems of the World</td>
</tr>
<tr>
<td>2</td>
<td>Ethics and Social Responsibility</td>
</tr>
<tr>
<td>3</td>
<td>Judicial and Alternative Dispute Resolution; Intentional Torts, Negligence, and Strict Liability</td>
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<tr>
<td>4</td>
<td>Product Liability; Criminal Law and Business Crimes</td>
</tr>
<tr>
<td>5</td>
<td>Contracts-Formation and Commercial Law; Contract Performance and International Trade</td>
</tr>
<tr>
<td>6</td>
<td>Sole Proprietorships and other Business Organizations; Corporations and Conducting Business in Foreign Countries</td>
</tr>
<tr>
<td>7</td>
<td>Credit Transactions, Negotiable Instruments, and Bankruptcy</td>
</tr>
<tr>
<td>8</td>
<td>Agency</td>
</tr>
</tbody>
</table>
II. Course Objectives*

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

*Roman numerals after course objectives reference goals of the Business and Computer Technologies department.

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, Cultural Diversity & Social Adaptation Outcome, Transitional Strategy
2. Complete assignments designed to inform students of current changes or interpretations in employment law. Communication Outcome, Cultural Diversity and Social Adaptation Outcome, Information Literacy Outcome, Active Learning Strategy
3. Complete writing assignments such as case analyses and legal memoranda. Communication Outcome, Problem Solving and Decision Making Outcome
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
4. Discuss the strengths and weaknesses of the corporate citizenship ethics model. A
5. Understand the impact of precedence in the law. A
6. Discuss the concept of the common law. A
7. Describe the federal and state court system. A
8. Explain the use of arbitration and other nonjudicial methods of alternative dispute resolution. A
9. Define torts and distinguish them from contracts and from crimes. A,B
10. Define negligence and explain its application. A
11. Discuss various kinds of warranties. A
12. Define the doctrine of strict liability. A
13. Define and list the essential elements of a crime. A
14. Discuss the elements of criminal fraud. A
15. List the essential elements of a contract. B
16. Evaluate the validity of a contract. B
17. Define what constitutes consideration. B
18. Discuss the questions which determine the legality of a contract. B
19. State when a contract must be in writing. B
20. Define an assignment of contract rights. B
22. Differentiate personal and real property. B,D
23. Discuss ways the Uniform Commercial Code changes contract law as it affects sales contracts. B,C,D
24. Explain good faith as it affects sales contracts. B,C,D
25. Explain how the Uniform Commercial Code controls broken sales contracts. B,C,D
26. Distinguish between a sale of goods and other transactions relating to goods. D
27. List points of difference between general contract law and the law of sales. B,C,D
28. Define and differentiate sole proprietorship, partnerships, limited liability companies, and franchises. B,C,D

29. Describe the liability of owners in the various non-corporate forms of business. B,C,D

30. Define a franchise and the parties to a franchise arrangement. B,C,D

31. List and describe the major characteristics of a corporation. B,C,D

32. Define common stock and describe the preferences associated with preferred stock. B,C,D

33. Explain the Uniform Commercial Code's relationship to secured transactions. B,C,D,E

34. Discuss simple negotiable instruments such as checks and notes. B,C,D

35. Describe a secured transaction. E

36. List the ways in which an agency relationship may be created. F

37. Explain and illustrate who may be a principal and who may be an agent. F

38. Differentiate between an agent and an independent contractor. F

39. Describe how a bailment is formed. B,D

40. Explain the standard of care a bailee is required to exercise over bailed property. B,D

41. Demonstrate a basic understanding of the concepts of Employment Law. D

42. Explain the contractual nature of the employment relationship. B,F

43. Discuss the role of government in consumer protection. F

44. Identify unfair and deceptive practices that violate Section 5 of the Federal Trade Commission Act. B,F

*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, group work, 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>Score Range</th>
<th>Grade</th>
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</thead>
<tbody>
<tr>
<td>92 - 100</td>
<td>A</td>
</tr>
<tr>
<td>89 - 91</td>
<td>B+</td>
</tr>
<tr>
<td>82 - 88</td>
<td>B</td>
</tr>
<tr>
<td>79 - 81</td>
<td>C+</td>
</tr>
<tr>
<td>72 - 78</td>
<td>C</td>
</tr>
<tr>
<td>65 - 71</td>
<td>D</td>
</tr>
<tr>
<td>Below 65</td>
<td>F</td>
</tr>
</tbody>
</table>

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.