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Business (BUSN) 2275 Business Law (3 Units) CSU:UC
[formerly Business 18]

Advisory: Eligibility for English 1500 strongly recommended

Total Hours: 48 hours lecture

Catalog Description: This course is a survey of the principles of business law with particular emphasis given to contracts, sales and lease contracts, negotiable instruments, agency law, and trade regulations, partnership and corporate law, professional liability, property law, wills, trusts, and estates. C-ID: BUS 125

Type Class/Course: Degree Credit

Text: Clarkson, Kenneth W., Frank B. Cross, and Roger LeRoy. *Business Law: Text and Cases – Legal, Ethical, Global, and Corporate Environment*. 12th Ed. Belmont, CA: South Western Publishing, 2012. Print.

Course Objectives:

By the end of the course, a successful student will be able to:

1. Explain the historical development of the law, operation of the court system, and sources of commercial law,
2. Explain the social, political, and ethical implications of the law and their application to actual and hypothetical business transactions,
3. Distinguish between torts and crimes and describe the purpose of criminal and tort law.
4. Evaluate when a promise is enforceable, the elements of a contract, performance, and the remedies available in the event of breach,
5. Distinguish between contracts generated by the Uniform Commercial Code and those governed by the common law of contracts,
6. Analyze cases. Identify issues and apply the appropriate legal rules to the fact patterns to reach defensible legal conclusions using the Issue, Rule, Analysis, and Conclusion (IRAC) method,
7. Demonstrate the ability to utilize the internet to research legal issues and utilize other computer skills to enhance effective business communications and presentations through the use of appropriate business and legal terminology. Analyze whether a source is reliable source for legal information,
8. Perform legal research, to include evaluating and interpreting a court citation and locating a court case on an assigned topic,
9. Categorize the types of government agencies, powers and functions, controls through congressional action, executive action, and the courts,
10. Differentiate the relationship between state and federal systems, jurisdiction, and the importance of alternate dispute resolution methods to the participants,
11. Demonstrate how cases progress through the court system from problem, to filing, to trial, and appeal,



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12. Appraise the relationship between law and ethics,
13. Describe the various agency relationships and the duties and liabilities of agents and principals,
14. Describe the Constitutional basis for federal governmental regulation of business, including the limits of government power,
15. Explain a corporation's legal structure and differentiate it from other forms of business organization, the meaning of limited liability for the owners; describe the relationship of the various stakeholders, and
16. Outline basic elements in wills, estates, and trusts.

Course Scope and Content:

Unit I. Introduction to Law

- A. Classifications (equity, common law, etc.)
- B. Sources of and reasons for law
- C. Administrative agencies

Unit II. State and Federal Court Systems

- A. Jurisdiction
- B. Progress of a case through the court system
- C. Role of the judge, jury, lawyers, and the parties
- D. The appellate process, types of motions, rulings, judgments, and enforcement of judgments
- E. Alternative dispute resolution processes

Unit III. Law and Ethics

- A. Corporate and social responsibility
- B. Stakeholder relationships
- C. Ethical decision making

Unit IV. Contracts

- A. Common law
- B. Uniform Commercial Code
- C. Classification, terms and elements
 1. Performance
 2. Enforcement
 3. Breach
 4. Remedies
 5. Third person beneficiary contracts
 6. Assignment of contracts.

Unit V. Agency

- A. Creating agency relationship
- B. Duties of agents
- C. Duties of principals
- D. Liabilities under tort and contract of principals and agents

Unit VI. Torts

- A. Intentional torts
- B. Negligence
- C. Business torts
- D. Strict liability

E. Tort reform

Unit VII. Basics of Criminal Law

- A. How crimes affect business

Unit VIII. Business Formation

- A. Sole proprietorships
B. Partnerships, limited partnerships, limited liability partnerships
C. Limited liability companies
D. Corporations, corporate structure, and governance

Unit IX. The U.S. Constitution and Business Activities

- A. Applications of constitutional law to commercial activities

Unit X. Foundations and elements of simple wills, small estates, and basic trusts

Learning Activities Required Outside of Class:

The students in this class will spend a minimum of 6 hours per week outside of the regular class time doing the following:

1. Studying class notes
2. Answering questions
3. Completing required reading
4. Written work reflecting critical analysis of law concepts and theories

Methods of Instruction:

1. Lectures
2. Case studies, scenario development and analysis
3. ~~Audiovisual~~ Multimedia presentations
4. Group explorations
5. Demonstrations

Methods of Evaluation:

1. Writing assignments including:
 - a. topic paper written under American Psychological Association (APA) style guide
 - b. chapter reviews
 - c. chapter critical analysis reflections
 - d. case studies using the Issue, Rule, Analysis and Conclusion (IRAC) method
2. Problem-solving demonstrations including:
 - a. exams
 - b. quizzes
 - c. case study recommendations and solutions
3. Other subjective examinations using combinations of
 - a. multiple choice questions
 - b. true and false questions
 - c. short answer questions



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- d. fill in the blank responses
4. Participation including:
- a. role-playing and group activities
 - b. oral presentations and demonstrations
 - c. discussion responses
 - d. scenario reflections
5. Projects including:
- a. multimedia presentations
 - b. business scenario responses
 - c. action plans
 - d. formal written reports
 - e. portfolios
 - f. community service projects
 - g. building new case studies