

**NORTHEASTERN TECHNICAL COLLEGE
COURSE OUTLINE**

COURSE:	PREFIX	NO.	EFFECTIVE DATE	NEXT REVIEW DATE
	BUS	121	January 2008	January 2010
TITLE:			CREDITS	CONTACTS
				CLASS - LAB - TOTAL
Business Law I			3	3 0 3

PREREQUISITES: None

DESCRIPTION: **LEVEL I:** This course is a study of legal procedures, law and society, classifications and systems of law, the tribunals administering justice and their actions, contracts, sales, transfer of titles, rights and duties of the parties, conditions, and warranties.

LEVEL II: Upon successful completion, the student should be able to do the following:

1. Identify contracts by types, status, and the four prerequisites for enforceability.
2. Determine the form required for a contract to be enforceable in court.
3. Describe the rights and obligations of all parties to contracts.
4. Determine the position of title and the requirements for passing of title in sales contracts.
5. Describe the rights and obligations of parties to sales contracts under the doctrine of estoppel.
6. Describe the warranty rights of the buyer and liabilities of the seller under a sales contract.

TEXTBOOK(S) OR ALTERNATIVE:

Law for Business, Ashcroft and Ashcroft, 16th ED., Thomson.

MATERIALS (* specifying those to be purchased by student):

Law for Business

COLLATERAL READING: Current Events

CLASS MANAGEMENT ACTIVITIES (Attendance, tardies, testing, etc.):

ACADEMIC HONESTY:

During a test, as well as on any written assignment, paper, or project, anyone caught exchanging information or copying someone else's work will be given a grade of "F" on that work and face further disciplinary action. Refer to the "Student Code Book" on "Academic Dishonesty"; pp. 27-28.

ABSENCES:

Twenty percent will be the maximum number allowed (example for night 15 X 20% = 3). There are no excused absences except those verified by other instructors for field trips or school related assignments. A student with a doctor's excuse will be able to make up missed work, but the absence is still counted toward the twenty percent.

TARDIES:

A student is tardy if he/she arrives for class after the instructor has checked the class roll. Three tardies will count as one absence. Any student who shows up for class more than ten minutes late will be counted as absent for that class. Any student who is tardy more than eight times will be dropped from the class. Any student who departs class early will be treated the same as the tardy requirements. 3-1

ASSIGNED WORK:

If an assignment is given to the class while a student is absent, he/she is required to turn in the work on the first day back in class.

CLASSROOM ETIQUETTE:

An integral part of an education is developing a sense of integrity and responsibility not only toward ourselves but also towards others. In the classroom, as on the job or in your home, exhibiting appropriate behavior reflects on your maturity. Arriving late to class, being unprepared, inappropriate talking while class is in session, etc. negatively reflect on you and your fellow students. Please be considerate.

TESTING:

A pop test may be given on the day of the lecture which will be a short quiz. If a regularly scheduled test is missed, the night the test is given it will be placed in the Success Center and may be taken up through 5:00 P.M. the day of the next class meeting. After that time another type of test will be administered.

DISABILITIES STATEMENT:

Students with disabilities are encouraged to contact the Vice President for Student Services to discuss needs or concerns as they pursue an academic program and participate in campus life. The Vice President for Student Services will provide guidance regarding official documentation of disabilities and/or accommodation of needs. (See College Catalog).

STUDENT ID:

It is mandatory that every student wear his or her student ID at all times.

During the first week of classes, the instructor will issue a reminder to wear the ID. This reminder is a warning.

Then instructors are required to dismiss students without ID from class. The student may get his/her ID (or a new one from Student Services for \$3.00) and return to class before the midpoint of the class. If the student cannot get an ID and return to class by the midpoint, the instructor will record the absence.

RESOURCES (A-V, persons, tools/equipment):

Video Cassettes
Guest Speakers
Court Visits

**COURSE TOPICAL OUTLINE (List topics and sub-topics of course) and
CALENDAR of approximate length of time devoted to topic.**

- I. Introduction to Law
- II. Courts and Court Procedures
- III. Government Regulation of Business
- IV. Contracts - Nature and Classes
- V. Offer and Acceptance
- VI. Defective Agreements
- VII. Capacity to Contract
- VIII. Consideration
- IX. Illegal Agreements
- X. Form of Contracts
- XII. Third Parties and Contracts
- XIII. Termination of Contracts
- XIV. Nature of Personal Property
- XV. Special Bailments
- XVI. Sales of Personal Property
- XVII. Formalities of a Sale
- XVIII. Transfer of Title and Risk in Sales Contract
- XIX. Warranties, Product Liability and Consumer Protection

OBJECTIVES OF COURSE:

1. To give the student an understanding how our laws have developed and the way our court systems operate.
2. To give the students an understanding of contracts and sales and how they relate to their everyday life and why it is so important for them to know this essential information.
3. To give the student an understanding of what a bailment is and the different types they will come in contact with.

INSTRUCTIONAL METHODS TO COMPLETE OBJECTIVES:

1. Lecture on each chapter
2. General discussion on problems, questions and cases.
3. General discussion and visitors (experts) speaking to the class on various subjects.
4. Field trips to court (optional)

EVALUATIVE METHODS TO APPRAISE OBJECTIVES:

1. Questioning of individuals on their views about the questions, cases, and problems in the study guide.
2. Class discussions about how they feel to the above answered questions, problems, or cases.
3. Pop tests
4. Regular assigned tests

Tests:

- Test 1 - Chapters 1-4
- Test 2 - Chapters 5-9
- Test 3 - Chapters 10-13
- Test 4 - Chapters 14-15
- Test 5 - Chapters 16-19

GRADING SCALE:

- A = 100 - 93
- B = 92 - 85
- C = 84 - 77
- D = 76 - 70
- F = 69 - BELOW

Computation of Final Grade:

- | | |
|--------------------------|-------|
| Regular Assigned Tests | Equal |
| Class work and Pop Tests | 5% |