

ITT Technical Institute

BU2760 Business Law

.Onsite Course

SYLLABUS

Credit hours: 4.5

Contact/Instructional hours: 45 (45 Theory Hours)

Prerequisite(s) and/or Corequisite(s):

Prerequisites: BU1110 Introduction to Business or equivalent or PL1110 Introduction to Paralegal or equivalent, EN1320 Composition I or equivalent

Course Description:

This course examines the legal environment in business, focusing on legal and ethical issues. Students review tort law, criminal law, cyber crimes, contracts, bankruptcy, employment law and property law.

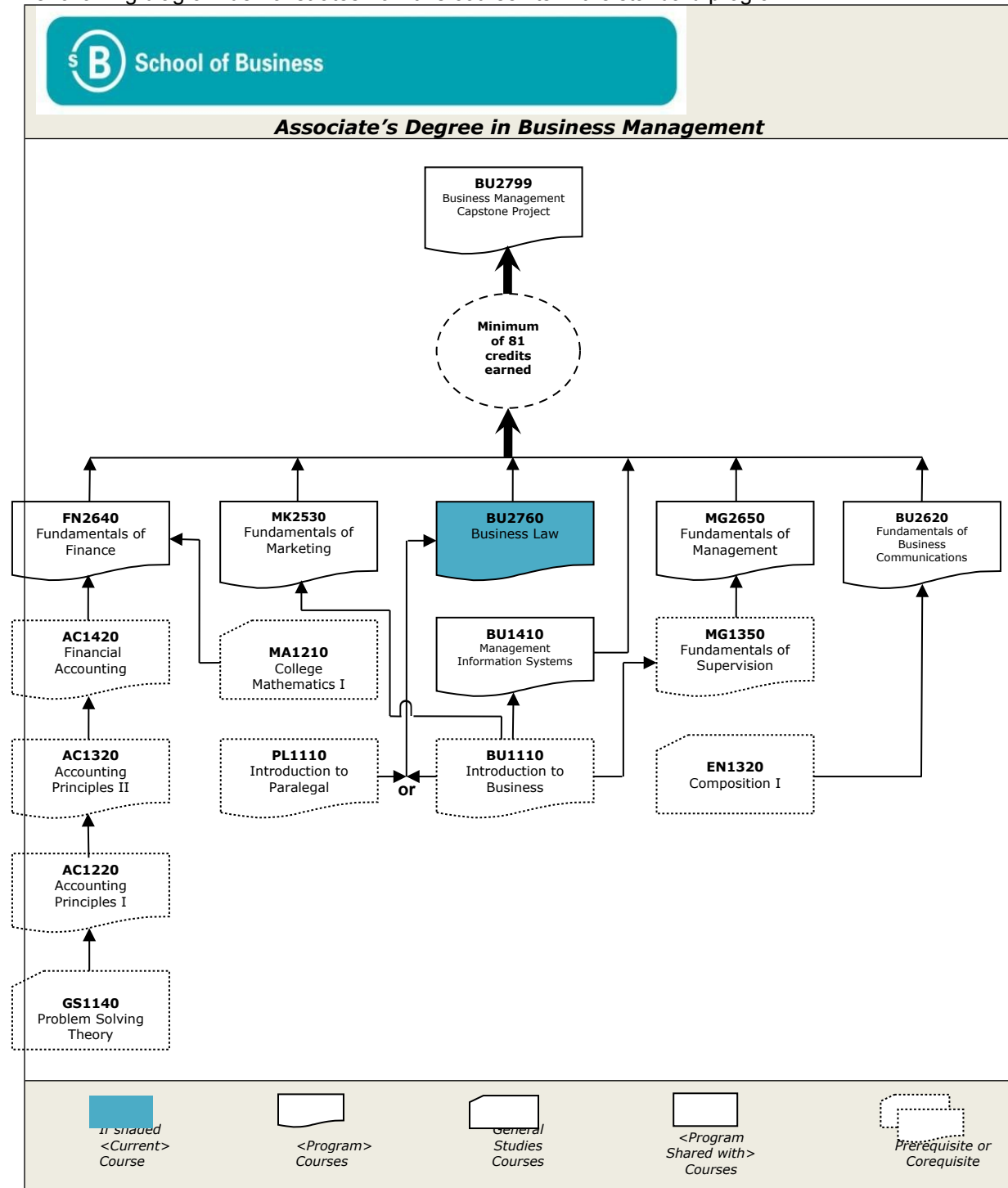
Outside Work:

For purposes of defining an academic credit hour for Title IV funding purposes, ITT Technical Institute considers a quarter credit hour to be the equivalent of: (a) at least 10 clock hours of classroom activities and at least 20 clock hours of outside preparation; (b) at least 20 clock hours of laboratory activities; or (c) at least 30 clock hours of externship, practicum or clinical activities. ITT Technical Institute utilizes a "time-based option" for establishing out-of-class activities which would equate to two hours of out-of-class activities for every one hour of classroom time. The procedure for determining credit hours for Title IV funding purposes is to divide the total number of classroom, laboratory, externship, practicum and clinical hours by the conversion ratios specified above. A clock hour is 50 minutes.

A credit hour is an artificial measurement of the amount of learning that can occur in a program course based on a specified amount of time spent on class activities and student preparation during the program course. In conformity with commonly accepted practice in higher education, ITT Technical Institute has institutionally established and determined that credit hours awarded for coursework in this program course (including out-of-class assignments and learning activities described in the "Course Outline" section of this syllabus) are in accordance with the time-based option for awarding academic credit described in the immediately preceding paragraph.

Where Does This Course Belong?

The following diagram demonstrates how this course fits in the standard program:



Course Summary

Major Instructional Areas

1. Basic Framework of the U.S. Legal System
2. Fundamentals of Business Law and Legality in Business
3. Essentials of Contracts and the Contract Life Cycle
4. Modes of Commercial Transactions
5. Structures and Formation of Business Organizations
6. Basics of Property Law

Detailed Topical Outline

1. Legal Environment of Business and E-Commerce
 - 1.1. Functions and sources of law in the U.S.
 - 1.2. Federal and state court systems
 - 1.3. Judicial decisions and alternative dispute resolution
 - 1.4. Constitutional concepts and clauses
2. Torts, Crimes, and Intellectual Property
 - 2.1. Intentional torts against persons
 - 2.2. Negligence
 - 2.3. Doctrine of strict liability
 - 2.4. Intellectual property protection from infringement
 - 2.5. Cyber piracy
3. Criminal Law and Cyber Crimes
 - 3.1. Elements of a crime
 - 3.2. White-collar crimes
 - 3.3. Cyber crimes
 - 3.4. Search and seizure
 - 3.5. Self-incrimination
4. Agencies and Liability
 - 4.1. Principal-agent relationships
 - 4.2. Employer-employee relationships
 - 4.3. Principal and independent contractor relationships
 - 4.4. Principal, agent, and independent contractor liability
5. Equal Opportunity in Employment
 - 5.1. Employment discrimination
 - 5.2. Equal employment legislation
 - 5.3. Sexual harassment
 - 5.4. Workers' compensation
6. Contract Concepts and Formation
 - 6.1. Elements of a valid contract
 - 6.2. Written contracts
 - 6.3. Statute of frauds
 - 6.4. Capacity and lawfulness of contracts
7. Contract Termination and Remedies
 - 7.1. Self-incrimination
 - 7.2. Elements of a crime
 - 7.3. White-collar crimes
 - 7.4. Cyber crimes
8. Real and Personal Property
 - 8.1. Real property
 - 8.2. Personal property

- 8.3. Statute of frauds
- 9. Bankruptcy
 - 9.1. Creditors' rights and debtors' rights
 - 9.2. Bankruptcy and reorganization
- 10. Types of Business Organizations
 - 10.1. Sole proprietorships
 - 10.2. Partnerships
 - 10.2.1. General partnerships
 - 10.2.2. Limited partnerships
 - 10.3. Corporations
 - 10.4. Other business organizational forms
- 11. Business Ethics
 - 11.1. Law and ethics
 - 11.2. Sarbanes-Oxley Act

Course Objectives

1. Apply critical thinking and problem-solving skills to analyze the ethical and legal issues in a given court case.
2. Explain the process of bringing, maintaining, and resolving a case in U.S. courts.
3. Apply the theories of tort law to analyze the legal issues in a business dispute.
4. Apply the principles of criminal law to analyze the types and degrees of business or cyber crimes.
5. Prepare an enforceable contract based on the provided facts.
6. Use critical thinking to explain how a business can, and when it should, use the bankruptcy laws to reorganize or liquidate.
7. Distinguish a principal from an agent in the context of employment.
8. Demonstrate an understanding of the laws that apply to buying, selling, and lease of real property.

Learning Materials and References

Required Resources

Complete Textbook Package	New to this Course	Carried over from Previous Course(s)	Required for Subsequent Course(s)
Cheeseman, H. R. (2013). Business Law (Custom 7th ed.). Boston, MA: Pearson Custom.I.	■		

Recommended Resources

ITT Tech Virtual Library (accessed via Student Portal | <https://studentportal.itt-tech.edu>)

Periodicals

Periodicals>EBSCO Host Business Source Premier > *American Business Law Journal*
Periodicals>EBSCO Host Business Source Premier> *Business Ethics Quarterly*

Databases

School of Study> School of Business> Databases

- LexisNexis Academic

This extensive legal database is organized into five categories and provides access to cases and statutes as well as a wide range of legal newspapers, magazines, and journals. Statutes, codes, administrative regulations, court rules, and opinions of relevant jurisdictions are frequently available online in whole or part or through commercial resources such as LexisNexis.

School of Study> School of Business> Recommended Links> Law

- BitLaw

This site is a comprehensive resource for technology and intellectual property law. You will find related statutes, regulations, and commentaries pulled together in a single place and searchable with Google Custom Search.

- FindLaw for Small Business

The Small Business Center provides resources for small business owners, including information on business plans, incorporation and legal structures, employment law, intellectual property, and business contracts and forms.

Professional Associations

American Arbitration Association: <http://www.adr.org/>

The American Arbitration Association provides services to individuals and organizations who wish to resolve conflicts out of court.

American Bar Association—Business Law Section: http://www.americanbar.org/groups/business_law.html

The American Bar Association serves members, the legal profession and the public by defending liberty and delivering justice as the national representative of the legal profession.

Other References

- Academy of Legal Studies in Business (ALSB): <http://www.alsb.org/>
This is the official home page of the ALSB, featuring publications and links.
- Better Business Bureau (BBB): <http://www.bbb.org/>
BBB reports provide information on over 2 million organizations. The reports also feature consumer and business tips and dispute resolution.
- Findlaw.com: <http://www.findlaw.com/>
This is a comprehensive legal Web site for students and professionals provides access to cases, codes, news, and a career center.
- Questia: <http://www.questia.com/Index.jsp>
This is an online comprehensive library provides resources for taking notes, writing, and making footnotes.

NOTE: All links are subject to change without prior notice.

Information Search

Use the following keywords when searching in the ITT Tech Virtual Library databases for additional resources that may be used for supporting your work on the course assignments:

- Constitutional law
- Torts
- Contracts
- E-Commerce
- Credit
- Secured transactions
- Corporations
- Principals and agents
- Partnerships
- Sole proprietorships
- Sarbanes-Oxley
- Business ethics

Suggested Learning Approach

In this course, you will be studying individually and within a group of your peers. As you work on the course deliverables, you are encouraged to share ideas with your peers and instructor, work

collaboratively on projects and team assignments, raise critical questions, and provide constructive feedback.

Use the following advice to receive maximum learning benefits from your participation in this course:

DO	DON'T
<ul style="list-style-type: none">▪ Do take a proactive learning approach.▪ Do share your thoughts on critical issues and potential problem solutions.▪ Do plan your course work in advance.▪ Do explore a variety of learning resources in addition to the textbook.▪ Do offer relevant examples from your experience.▪ Do make an effort to understand different points of view.▪ Do connect concepts explored in this course to real-life professional situations and your own experiences.	<ul style="list-style-type: none">▪ Don't assume there is only one correct answer to a question.▪ Don't be afraid to share your perspective on the issues analyzed in the course.▪ Don't be negative about the points of view that are different from yours.▪ Don't underestimate the impact of collaboration on your learning.▪ Don't limit your course experience to reading the textbook.▪ Don't postpone your work on the course deliverables—work on small assignment components every day.

Course Outline

<p>Unit 1: LEGAL ENVIRONMENT OF BUSINESS AND E-COMMERCE</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> Describe the function and sources of U.S. law. Compare federal and state court systems. Explain judicial and alternative dispute resolution. Describe Constitutional concepts and clauses that affect the business environment. Describe legal issues in e-commerce. 			<p>Out-of-class work: 6 hours</p>
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> Cheeseman, Chapters 1-4 	Assignment	Unit 1 Assignment 1: Jurisdiction Case Study	3%

<p>Unit 2: TORTS AND INTELLECTUAL PROPERTY</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> Define intentional and unintentional torts. Describe the elements necessary to prove negligence. Analyze a tort based on a given fact pattern. Explain the doctrine of strict liability. Describe intellectual property issues regarding infringement and cyber privacy. 			<p>Out-of-class work: 7 hours</p>
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> Cheeseman, Chapters 5-7 	Assignment	Unit 2 Assignment 1: Foreseeability Case Study	3%

<p>Unit 3: CRIMES AND "CYBER CRIMES"</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> Recognize the elements that constitute a crime. Differentiate between various white-collar crimes, such as bribery, embezzlement, and fraud. Identify ways in which computers and other given technology become mechanisms for cyber crime. Describe constitutional protections and safeguards regarding search and seizure and self-incrimination. 			<p>Out-of-class work: 10 hours</p>
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> Cheeseman, Chapter 8 	Assignment	Unit 3 Assignment 1: Fourth Amendment Case Study	3%
	Quiz	Unit 3 Quiz 1	4%

Unit 4: AGENCIES AND LIABILITY

Upon completion of this unit, students are expected to: <ul style="list-style-type: none"> • Define a principal-agency relationship. • Compare agency formation with agency termination. • Review the liabilities of principals, agents, and independent contractors. • Analyze a given scenario to determine whether an agency relationship exists. 			Out-of-class work: 8 hours
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 29-30 	Assignment	Unit 4 Assignment 1: Agency Case Study	3%

Unit 5: EMPLOYMENT LAW Upon completion of this unit, students are expected to: <ul style="list-style-type: none"> • Describe the actions to take in a workers' compensation case. • Describe legislation aimed at eliminating employment discrimination. • Research enforcement issues relating to protective legislation. • Review given scenarios to determine whether discrimination has occurred. • Define the elements of workplace sexual harassment. 			Out-of-class work: 7 hours
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 31-33 	Quiz	Unit 5 Quiz 2	4%

Unit 6: CONTRACT CONCEPTS AND FORMATION Upon completion of this unit, students are expected to: <ul style="list-style-type: none"> • Recognize the elements of a valid business contract, including offer, acceptance, consideration, capacity, and legality. • Differentiate between express and implied contracts. • Apply business law concepts that affect the drafting of business contracts. • Analyze current cases involving business contracts to determine validity. 			Out-of-class work: 12 hours
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
	Assignment	Unit 6 Assignment 1: Contracts Case Study	3%
	Exam	Midterm Exam	15%

<p>Unit 7: CONTRACT TERMINATION AND REMEDIES</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> • Explain the concept of breach of contract. • Identify potential contract ramifications for using the Internet for the purpose of E-Commerce. • Describe the remedies for breach of contract. • Draft an enforceable contract. 			<p>Out-of-class work: 10 hours</p>
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READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 14-16 	Assignment	Unit 7 Assignment 1: Breach of Contract Case Study	3%
	Project	Unit 7 Project Part 1: Submit Project Draft	4%
	Quiz	Unit 7 Quiz 3	4%

<p>Unit 8: REAL AND PERSONAL PROPERTY</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> • Identify the types of real property. • Identify the types of personal property. • Analyze transactions involving real property and personal property. • Explain the impact of the Statute of Frauds on contracts related to real and personal property. 			<p>Out-of-class work: 8 hours</p>
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READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 47 and 48 	Assignment	Unit 8 Assignment 1: Personal Property Case Study	3%

<p>Unit 9: BANKRUPTCY</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> • Define creditors' and debtors' rights. • Explain the concept of secured transactions. • Describe the instances in which bankruptcy is an appropriate avenue. • Evaluate a given scenario to determine under which chapter a potential bankruptcy case should be filed. 			<p>Out-of-class work: 10 hours</p>
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READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 26-28 	Assignment	Unit 9 Assignment 1: All Mixed Up Case Study	3%
	Quiz	Unit 9 Quiz 4	4%

<p>Unit 10: TYPES OF BUSINESS ORGANIZATIONS</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> • Differentiate sole proprietorships, partnerships, and corporations. • Describe the legal obligations of partnerships, limited partnerships, and corporations. • Evaluate business forms to determine the advantages and disadvantages of each. • Analyze a given scenario to determine the best business form to be created. • Explain how small businesses are formed and dissolved. 			<p>Out-of-class work: 8 hours</p>
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 34-36 	Assignment	Unit 10 Assignment 1: Business Organizations Case Study	3%

<p>Unit 11: BUSINESS ETHICS</p> <p>Upon completion of this unit, students are expected to:</p> <ul style="list-style-type: none"> • Explain the relationship between law and ethics. • Explain the moral theories of business ethics. • Describe corporate governance under the Sarbanes-Oxley Act. • Analyze cases involving ethical dilemmas in business. 			<p>Out-of-class work: 10 hours</p>
READING ASSIGNMENT	GRADED ACTIVITIES/DELIVERABLES		
	Grading Category	Activity/Deliverable Title	Grade Allocation (% of all graded work)
<ul style="list-style-type: none"> • Cheeseman, Chapters 37 and 42 	Exam	Unit 11 Final Exam	22%
	Project	Unit 11 Final Project (ePortfolio)	16%

Note: Your instructor may add a few learning activities that will change the grade allocation for each assignment in a category. The overall category percentages will not change.

Evaluation and Grading

Evaluation Criteria

The graded assignments will be evaluated using the following weighted categories:

Category	Weight
Quiz	16%
Assignment	27%
Exam	37%
Project	20%
TOTAL	100%

Grade Conversion

The final grades will be calculated from the percentages earned in the course, as follows:

Grade	Percentage	Credit
A	90–100%	4.0
B+	85–89%	3.5
B	80–84%	3.0
C+	75–79%	2.5
C	70–74%	2.0
D+	65–69%	1.5
D	60–64%	1.0
F	<60%	0.0

Academic Integrity

All students must comply with the policies that regulate all forms of academic dishonesty or academic misconduct, including plagiarism, self-plagiarism, fabrication, deception, cheating, and sabotage. For more information on the academic honesty policies, refer to the Student Handbook and the Course Catalog.

Outside Work

Unit Number	Title of Activity	Type of Activity	Estimated Time of Activity (minutes)
1	Reading	Reading	210
1	Case Study	Assignment	150
2	Reading	Reading	180
2	Case Study	Assignment	150
2	Project Prep	Project	90
3	Reading	Reading	120
3	Case Study	Assignment	150
3	Quiz Prep	Quiz Prep	145
3	Project Prep	Project	180
4	Reading	Reading	120
4	Case Study	Assignment	150
4	Project Prep	Project	180
5	Reading	Reading	160
5	Project Prep	Project	180
5	Quiz Prep	Quiz Prep	105
6	Reading	Reading	195
6	Case Study	Assignment	150
6	Project Prep	Project	180
6	Exam Prep	Exam Prep	180
7	Reading	Reading	135
7	Case Study	Assignment	150
7	Quiz Prep	Quiz Prep	120
7	Project Prep	Project	180
8	Reading	Reading	140
8	Case Study	Assignment	150
8	Project Revision	Project	180
9	Reading	Reading	150
9	Case Study	Assignment	150
9	Project Revision	Project	180
9	Quiz Prep	Quiz Prep	115
10	Reading	Reading	150
10	Case Study	Assignment	150
10	Project Revision	Project	180
11	Reading	Reading	120
11	Exam Prep	Exam Prep	360
11	Project Revision	Project	120

(End of Syllabus)

