COURSE OUTLINE

Course Number  
BUS 107

Course Title  
Business Law I

Credits  
3

Hours:  
Lecture/Lab/Other
3 Lecture, 0 lab

Pre-requisite Course  
none

Implementation  
sem/year
Fall 2018

Catalog description (as it appears in 2014-2015 edition):

Foundation course dealing primarily with contracts: the making of contracts, contractual elements, contracts in action, discharge of contracts, and remedies. Orientation to the legal system includes examination of law history and purpose. Uniform Commercial Code applications are stressed.
3 credit hours

Is course New, Revised, or Modified? [Modified courses are those which have a new prefix or course number] No

Revision date:  
This outline was updated
August, 2018

Course coordinator:  
(Name, telephone number, email address)

Erin Rybicki, JD, M.Ed.
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Information resources: (Describe the primary information resources that support the course, including books, videos, journals, electronic databases, websites, etc. To request new materials for your course, use the library request form at: www.mccc.edu/student_library_course_form.shtml)

Supplemental Materials:
All materials should be provided to the students via their Blackboard course. This course is offered in an online delivery option. Therefore, supplemental materials are supplied online and students are expected to submit assignments through Blackboard.

**Other learning resources:** (Describe any other student learning resources that are specific to this course, including any special tutoring or study group support, learning system software, etc.)
N/A

**Course Competencies/Goals:**

*The student will be able to:*

- **Course Competency One:** Students can explain the role of stare decisis in business law in conjunction with federal and state government court systems.
- **Course Competency Two:** Students can distinguish between law and ethics and apply the principles of business ethics to analyze practical business ethics scenarios.
- **Course Competency Three:** Students can recognize and determine the elements of business torts and negligence, and the role of civil litigation and alternative dispute resolution in business.
- **Course Competency Four:** Students can recognize and determine the elements of white collar crime, business and financial crimes, and related criminal offenses.
- **Course Competency Five:** Students can explain the principles of contract law, distinguish the elements of a valid contract, and apply the appropriate remedies for breach of contract.

**Units of study in detail**

**Unit I Understanding Business Law & Ethics Foundations**

*Learning Objectives*

*The student will be able to...*

- Discuss the United States legal system, sources of law, distribution of powers and how these concepts relate to the work of the paralegal. (CG 1)
- Explain the essential differences between criminal and tort law, including the sources, penalties and significant parallel concepts. (CG 1)
- Explain the role of the judicial system within the three branches of government. (CG 1)
- Explain the structure of the federal and state court systems. (CG 1)
- Apply the principles of business ethics to real-world scenarios. (CG 2)
- Research and analyze current business ethics issues and formulate possible solutions. (CG 2)
Unit II Understanding Civil Litigation and Business Law

Learning Objectives
The student will be able to...

- Describe the initiation of a complaint and the defendant’s requirement to respond (answer.) (CG 3)
- Describe the paralegal’s role in civil litigation during the discovery process, as it applies to tort law and negligence cases. (CG 3)
- Describe the elements of business torts including appropriation, defamation of character, libel, slander, false light, conversion, and related business torts. (CG 3)
- Identify business torts and negligence in the news and emerging cases, and to communicate the appropriate principles of law presented in the news article/case. (CG 3)
- Explain the defenses to business torts, and the circumstances wherein the defenses will apply to business torts. (CG 3)
- Analyze hypothetical business law scenarios and apply tort law principles to the issues presented.
  - (CG 3) Explain the principles of professional malpractice. (CG 3)
  - Explain both sides of the tort reform debate, with a focus on business law perspectives. (CG 3)
  - Define the elements of negligence and provide an example of each element. (CG 3)
  - Explain the defenses to negligence and the circumstances when defenses may apply. (CG 3)
  - Explain the elements and application of strict liability. (CG 3)
  - Understand the ethical implications of vicarious liability, in a variety of applications. (CG 3)
  - Explain the elements and examples and ethical implications of vicarious liability, and analyze vicarious liability in hypothetical scenarios. (CG 3)
- Recognize situations in which contributory negligence is imputed. (CG 3)
- Explain and apply the concepts of product liability. (CG 3)
- Understand the concept of joint liability and identify those situations in which tortfeasors are jointly and severally liable for their acts. (CG 3)

Unit III Understanding White Collar Crime: Business and Financial Crimes

Learning Objectives
The student will be able to...

- Describe the basic criminal law process as it pertains to the investigation and prosecution of white collar crimes. (CG 4)
- Explain the basic elements of criminological theory, including mens rea and actus reus, as applies to business law. (CG 4)
- Distinguish between a criminal action and a civil action. (CG 4)
• Read and understand selected portions of state criminal code (NJ Title 2C.) (CG 4)
• Read and understand selected portions of federal law, which may include administrative code. (CG 4)
• Recognize how one incident can give rise to both a civil action and a criminal action. (CG 4)
• Analyze business crimes including conversion, embezzlement, fraud and related crimes. (CG 4)
• Analyze and recognize pyramid schemes and Ponzi schemes. (CG 4)
• Discuss the impact of business fraud on society. (CG 4)
• Explain the basis for some of the most prominent business crimes in U.S. history. (CG 4)
• Explain the role of the federal government (federal agencies) in prosecuting select business crimes. (CG 4)

Unit IV  Contract Law Basics

Learning Objectives

The student will be able to...
• Describe each of the elements of a valid contract. (CG 5)
• Explain the elements that constitute a void contract. (CG 5)
• Explain the elements that constitute a voidable contract. (CG 5)
• Describe the reasons that businesses use contracts and the role of contract managers. (CG 5)
• Explain how contracts are formed, and what processes are used for negotiations of contracts. (CG 5)
• Explain why business owners must understand their contractual duties, and when it is appropriate to hire legal counsel. (CG 5)
• Recognize the differences between contracts and unenforceable agreements. (CG 5)

Unit V  Contract Law Concepts

Learning Objectives

The student will be able to...
• Describe and provide examples of valid offers. (CG 5)
• Describe and provide examples of valid acceptance. (CG 5)
• Discuss rules of acceptance such as the mailbox rule and the mirror image rule. (CG 5)
• Describe the principles of legality and unconscionability in contract law. (CG 2, 5)
• Describe the requirements for contractual capacity and the three major considerations for capacity. (CG 5)
• Explain the role of contractual consideration and provide tangible examples of how valid consideration can be demonstrated in a contract. (CG 5)
• Provide a complete analysis of sample contract proposals to establish validity. (CG 5)
• Define and explain the role of the Uniform Commercial Code (UCC.)
• Recognize when the UCC applies and how the UCC affects certain contracts. (CG 5)
• Explain the role of warranties and related aspects of sales as applies to contract law. (CG 5)
**Evaluation of student learning:**

**Tests:** Tests cover all course level SLOs through multiple choice and essay questions.

**Presentation:** Student generated presentation with PowerPoints and public speaking components for for ethics, negligence and intentional torts in the news.

**Writing Assignment:** Ethics and Business Law writing assignment in APA format.

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**Course-specific Institutional Learning Goals (ILGs)/General Education Goals.**

**Institutional Learning Goal 1. Written and Oral Communication in English.** Students will communicate effectively in both speech and writing.

**Institutional Learning Goal 4. Technology.** Students will use computer systems or other appropriate forms of technology to achieve educational and personal goals.

**Institutional Learning Goal 5. Social Science.** Students will use social science theories and concepts to analyze human behavior and social and political institutions and to act as responsible citizens.

**Institutional Learning Goal 9. Ethical Reasoning and Action.** Students will understand ethical frameworks, issues, and situations.

**Institutional Learning Goal 10. Information Literacy:** Students will recognize when information is needed and have the knowledge and skills to locate, evaluate, and effectively use information for college level work.

**Institutional Learning Goal 11. Critical Thinking:** Students will use critical thinking skills understand, analyze, or apply information or solve problems.

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**Students with Disabilities**

Any student in this class who has special needs because of a disability is entitled to receive accommodations. Eligible students at Mercer County Community College are assured services under the Americans with Disabilities Act and Section 504 of the Rehabilitation Act of 1973. If you believe you are eligible for services, please contact Arlene Stinson, the Director of Academic Support Services. Ms. Stinson's office is LB221, and she can be reached at (609) 570-3525.

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**Academic Integrity Statement**

This course is entirely compliant with the academic integrity standards of the college. This course specifically covers the implications of plagiarism and academic integrity, and covers how students can ethically embark on legal research tasks and the use of technology in the online classroom and beyond. Students are required to read, review, and follow the standards set forth in the Mercer County Community College Student Handbook academic integrity standards before submitting any assignment. Academic Dishonesty will result in failure of this course.

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**Equal Opportunity Policy**

Mercer County Community College is committed to equal opportunity and affirmative action. Discrimination on the basis of race, creed, color, national origin, ancestry, age, gender, affectional or sexual orientation, marital status, familial status, liability for service in the Armed Forces of the United States, nationality, political views, religion, disability unrelated to job or program requirements or any other characteristic protected by law is prohibited. Questions regarding the equal opportunity policy and compliance statement may be directed to the Affirmative Action Officer, West Windsor Campus, (609) 586-4800, ext. 3270.