

**KANSAS CITY KANSAS COMMUNITY COLLEGE
LEAVENWORTH CENTER
BUSINESS LAW I**

CIP CODE: 52.0201, 52.0305, 52.0401, 52.1401

SEMESTER: Fall 2011

COURSE TITLE: Business Law I

COURSE NUMBER: BUSN-0204

CREDIT HOURS: 3

INSTRUCTOR: Donald R. Simon, *J.D./LL.M.*

OFFICE LOCATION: KCKCC - Leavenworth Center

OFFICE HOURS: By appointment only.

TELEPHONE: 816-728-6948 **EMAIL:** *dsimon@kckcc.edu*

PREREQUISITE(S): Accuplacer reading score of 75-120 or completion of READ-0092 with a C or better



If you are a Business major, you must have a “C” or better in all business courses to meet the requirements of the business degree program.

REQUIRED TEXT AND MATERIALS:

Mallor, Jane P., et al. *Business Law: The Ethical, Global, and E-Commerce Environment*. 14th ed. Boston, MA: McGraw-Hill, 2009. Print. (ISBN-13: 978-0073377643)

COURSE DESCRIPTION:

Business Law I acquaints students with the legal framework that regulates business activity in the United States. It includes a brief introduction to the history and philosophy of law and the American legal system as it relates to business activity. The course concentrates on the essential elements of legally enforceable contracts. The course also introduces students to the legal rules governing agency, partnerships, employment, and insurance.

METHOD OF INSTRUCTION:

A variety of instructional methods may be used depending on content area. These include but are not limited to: lecture, multimedia, cooperative/collaborative learning, labs and demonstrations, projects and presentations, speeches, debates, and panels, conferencing, learning experiences outside the classroom, and performance. Methodology will be selected to best meet student needs. **NOTE: IT IS EXTREMELY IMPORANT THAT STUDENTS KEEP UP ON THE ASSIGNED READINGS.**

COURSE OUTLINE:

- I. Introduction to the American Legal System
 - A. The Nature of Law
 - B. The Resolution of Private Disputes

- II. Introduction to the Law of Contract
 - A. Introduction to Contracts
 - B. The Agreement: Offer
 - C. The Agreement: Acceptance
 - D. Consideration
 - E. Reality of Consent
 - F. Capacity to Contract
 - G. Illegality
 - H. Writing

- III. Third Parties, Performance, and Breach
 - A. Rights of Third Parties
 - B. Performance and Remedies

- IV. Introduction to the Law of Agency
 - A. The Agency Relationship
 - B. Third Party Relations of the Principal and the Agent

- V. Survey of the Forms of Business Organization
 - A. Introduction to Forms of Business and Formation of Partnerships
 - B. Operation of Partnership and Related Forms

EXPECTED LEARNER OUTCOMES:

- A. The student will be able to define the nature of law in the U.S. and describe methods for the resolution of private disputes.
- B. The student will be able to list the requirements for enforceable contracts.
- C. The student will be able to identify the rights of third parties under contracts and standards for performance and breach of contract.
- D. The student will be able to describe the nature of relationships among the principal, the agent, and third parties under agency law.
- E. The student will be able to distinguish the various forms of business organization.

COURSE COMPETENCIES:

Upon completion of the course:

The student will be able to define the nature of law in the U.S. and describe methods for the resolution of private disputes.

- 1. The student will be able to describe the different kinds of law.
- 2. The student will be able to define legal reasoning.
- 3. The student will be able to name the various kinds of state and federal courts.

The student will be able to list the requirements for enforceable contracts.

The student will be able to list the basic elements that define a contract.

1. The student will be able to identify several basic contract types.
2. The student will be able to distinguish an offer from an invitation to offer.
3. The student will be able to identify the factors that govern the life of an offer.
4. The student will be able to distinguish between an acceptance and a counteroffer.
5. The student will be able to use the rules of consideration to predict the likely outcome of a contract dispute.
6. The student will be able to describe the status of a contract in which voluntary consent is absent.
7. The student will be able to describe the status of a contract involving a party who lacks capacity.
8. The student will be able to explain the concept of illegality as the term is used in contract law.
9. The student will be able to describe the circumstances under which a contract must be in writing.

The student will be able to identify the rights of third parties under contracts and standards for performance and breach of contract.

1. The student will be able to summarize the concepts of assignment and delegation.
2. The student will be able to summarize the concept of third party beneficiary.
3. The student will be able to define material breach and the basic theory of contract damages.

The student will be able to describe the nature of relationships among the principal, the agent, and third parties under agency law.

1. The student will be able to list examples of typical agency relationships.
2. The student will be able to explain the functions served by agency law.
3. The student will be able to describe various situations when the principal or the agent is liable in tort to third parties for the agent's actions.

The student will be able to distinguish the various forms of business organization.

1. The student will be able to list the advantages and disadvantages of the various forms of business organization.
2. The student will be able to describe the duties partners owe each other.

ASSESSMENT OF LEARNER OUTCOMES:

Student progress is evaluated by means that include, but are not limited to, exams, written assignments, and class participation. The grading scale and the process for calculating the course grades are to be determined by the individual instructors. This information will be included in each instructor's syllabus.

GRADING SCALE:

100 - 90%	=A
89 - 80%	=B
79 - 70%	=C
69 - 60%	=D
59 -	=F

GRADING BREAKDOWN:

Quizzes/Assignments	=50%
Negotiation Exercises	=15%
Final Exam	=25%
Participation	=10%
Extra Credit	+10%

ATTENDANCE:

Class attendance dramatically affects learning. Therefore, it is important that all students attend class. More than one absence will result in a reduced grade. Additional absences may result in the student being withdrawn at the instructor's request.

LATE WORK:

Unless arrangements are made **in advance** or prior to the next class period following a missed assignment, **late work will NOT be accepted**. It is the student's responsibility to find out what work has been missed. **NO** test will be allowed to be made up unless arrangements have been made **prior to** the test date. If a student misses a test, and their absence is not excused, they will receive a zero.

SPECIAL NOTES:

This syllabus is subject to change at the discretion of the instructor. Material included is intended to provide an outline of the course and rules that the instructor will adhere to in evaluating the student's progress. However, this syllabus is not intended to be a legal contract. Questions regarding the syllabus are welcome at any time.

Kansas City Kansas Community College is committed to an appreciation of diversity with respect for the differences among the diverse groups comprising our students, faculty, and staff that is free of bigotry and discrimination. Kansas City Kansas Community College is committed to providing a multicultural education and environment that reflects and respects diversity and that seeks to increase understanding and tolerance.

Kansas City Kansas Community College offers equal educational opportunity to all students as well as serving as an equal opportunity employer for all personnel. Various laws, including Title IX of the Educational Amendments of 1972, require the college's policy on non-discrimination be administered without regard to race, color, age, sex, religion, national origin, physical handicap, or veteran status and that such policy be made known.

Kansas City Kansas Community College complies with the Americans with Disabilities Act. If you need accommodations due to a documented disability, please contact the Director of the Academic Resource Center at 288-7670.

Fall – year _____
Spring – year _____
Summer – year _____

KANSAS CITY KANSAS COMMUNITY COLLEGE

COMPETENCY INDEX

Course Number/Section/Title: **BUSN-0204**

Business Law I

Student Name: _____

Student Number:

Instructor: _____
Continuing Ed.

Division: Business &

RATING SCALE for Competency Achievement

- 4 Superior
- 3 Good
- 2 Average
- 1 Inferior
- 0 Failure
- NA Not Addressed

DIRECTIONS:

Evaluate the student by checking or highlighting the appropriate number to indicate the degree of competency achieved.

COURSE COMPETENCIES:

Rating	Course Competency
4 3 2 1 0 NA 1.	The student will be able to describe the different kinds of law.
4 3 2 1 0 NA 2.	The student will be able to define legal reasoning.
4 3 2 1 0 NA 3.	The student will be able to name the various kinds of state and federal courts.
4 3 2 1 0 NA 4.	The student will be able to list the basic elements that define a contract.
4 3 2 1 0 NA 5.	The student will be able to identify several basic contract types.
4 3 2 1 0 NA 6.	The student will be able to distinguish an offer from an invitation to offer.
4 3 2 1 0 NA 7.	The student will be able to identify the factors that govern the life of an offer.
4 3 2 1 0 NA 8.	The student will be able to distinguish between an acceptance and a counteroffer.
4 3 2 1 0 NA 9.	The student will be able to use the rules of consideration to predict the likely outcome of a contract dispute.
4 3 2 1 0 NA 10.	The student will be able to describe the status of a contract in which voluntary consent is absent.

- 4 3 2 1 0 NA 11. The student will be able to describe the status of a contract involving a party who lacks capacity.
- 4 3 2 1 0 NA 12. The student will be able to explain the concept of illegality as the term is used in contract law.
- 4 3 2 1 0 NA 13. The student will be able to describe the circumstances under which a contract must be in writing.
- 4 3 2 1 0 NA 14. The student will be able to summarize the concepts of assignment and delegation.
- 4 3 2 1 0 NA 15. The student will be able to summarize the concept of third party beneficiary.
- 4 3 2 1 0 NA 16. The student will be able to define material breach and the basic theory of contract damages.
- 4 3 2 1 0 NA 17. The student will be able to list examples of typical agency relationships.
- 4 3 2 1 0 NA 18. The student will be able to explain the functions served by agency law.
- 4 3 2 1 0 NA 19. The student will be able to describe various situations when the principal or the agent is liable in tort to third parties for the agent's actions.
- 4 3 2 1 0 NA 20. The student will be able to list the advantages and disadvantages of the various forms of business organization.
- 4 3 2 1 0 NA 21. The student will be able to describe the duties partners owe each other.

FOR AUDITOR'S USE ONLY:

Please check one of the following:

_____ I certify that the student completed the course and the competencies as indicated.
(Check for all students receiving a grade of A, B, C, D, F).

_____ I certify that the student completed 25% of the course competencies, as indicated.
(Check only if a "W" is indicated on the grade roster AND the student completed 25% of the competencies).

_____ I certify that the student *did not* complete 25% of the course competencies.

Instructor Signature: _____

Date _____