

**KANSAS CITY KANSAS COMMUNITY COLLEGE  
BUSINESS LAW II  
FALL 2010**

**CIP CODE:** 52.0201, 52.0305, 52.0401, 52.1401

**SEMESTER:** Spring 2010

**COURSE TITLE:** Business Law II

**COURSE NUMBER:** BUSN-0206

**CREDIT HOURS:** 3

**INSTRUCTOR:** Donald R. Simon, Esq.

**OFFICE LOCATION:** KCKCC - Leavenworth Center

**OFFICE HOURS:** By appointment

**TELEPHONE:** 773-882-4912      **EMAIL:** [dsimon@kckcc.edu](mailto:dsimon@kckcc.edu)

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



Business Law I is recommended, but not required

**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:**

Jane P. Mallor, et. al., *Business Law: The Ethical, Global, and E-Commerce Environment* (14<sup>th</sup> ed.).

**COURSE DESCRIPTION:**

Business Law II further acquaints students with the legal framework that regulates business activity in the United States. This course introduces students to the legal rules governing sales, commercial paper, credit, and property (both real and personal).

**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. Sales**

- A. Formation and Terms of Sales Contracts
  - 1. Terms of sales contracts
  - 2. Title and risk of loss
  - 3. Sales on trial
  
- B. Product Liability
  - 1. Theories of product liability recovery
  - 2. Disclaimers and remedy limitations
  
- C. Performance of Sales Contracts
  - 1. General rules of sales contracts
  - 2. Delivery and payment
  
- D. Remedies for Breach of Sales Contracts
  - 1. Seller's remedies
  - 2. Buyer's remedies

### **II. PROPERTY**

- A. Personal Property and Bailments
  - 1. Nature and Classifications of Property
  - 2. Acquiring Ownership of Personal property
  - 3. Bailments
  - 4. Special Bailments
  
- B. Real Property
  - 1. Rights and Interests in Real Property
  - 2. Acquisition of Real Property

### **III. CREDIT**

- A. Introduction to Credit and Secured Transactions
  - 1. Types of Credit
  - 2. Suretyship
  - 3. Liens on Personal Property
  - 4. Security Interests in Real Property
  
- B. Security Interests in Personal Property
  - 1. Attachment of the Security Interest
  - 2. Perfecting the Security Interest
  
- C. Bankruptcy
  - 1. The Bankruptcy Act
  - 2. Chapter 7: Liquidations
  - 3. Chapter 11: Reorganizations
  - 4. Chapter 13: Consumer Debt Adjustments



#### **IV. COMMERCIAL PAPER**

- A. Negotiable Instruments
  - 1. Nature and Kinds of Negotiable Instruments
  - 2. Requirements for Negotiability
  
- B. Negotiation and Holder in Due Course
  - 1. Negotiation and Endorsements
  - 2. Holder in Due Course
  - 3. Rights of a Holder in Due Course
  - 4. Changes in the Holder in Due Course Rules
  
- C. Liability of the Parties
  - 1. Contractual Liability
  - 2. Warranty Liability
  - 3. Other Liability Rules
  - 4. Discharge of Negotiable Instruments
  
- D. Checks and Documents of Title
  - 1. Drawer and Drawee Relationship
  - 2. Forged and Altered Checks
  - 3. Check Collection and Funds Availability
  - 4. Electronic Banking
  - 5. Documents of Title

#### **EXPECTED LEARNER OUTCOMES:**

- 1. The student will be able to describe the major aspects of sales contracts and product liability lawsuits.
- 2. The student will be able to describe and discuss the primary legal aspects of personal and real property.
- 3. The student will be able to describe the various aspects of credit and secured transactions.
- 4. The student will be able to discuss and describe the important aspects of commercial paper.

#### **COURSE COMPETENCIES:**

**The student will be able to describe the major aspects of sales contracts and product liability lawsuits.**

- 1. The student will be able to describe the relevant terms of sales contracts.
- 2. The student will be able to discuss the various ways of passing title and risk in sales contracts.
- 3. The student will be able to describe the major theories of product liability law.
- 4. The student will be able to demonstrate knowledge of the development of product liability law.
- 5. The student will be able to describe the various ways that sellers and buyers can breach sales contracts.
- 6. The student will be able to describe the various remedies available to buyers and sellers.



**The student will be able to describe and discuss the primary legal aspects of personal and real property.**

1. The student will be able to discuss and describe the various classifications of property.
2. The student will be able to describe the various ways of acquiring personal property.
3. The student will be able to describe the various types of bailments..
4. The student will be able to describe the important rights and interests in real property.
5. The student will be able to describe the various ways of acquiring real property.

**The student will be able to describe the various aspects of credit and secured transactions.**

1. The student will be able to discuss the major types of credit.
2. The student will be able to describe suretyship and liens on personal property.
3. The student will be able to describe the various security devices used in real property.
4. The student will be able to describe the methods of attaching security interests in personal property.
5. The student will be able to describe how to perfect security interests in personal property.
6. The student will be able to describe the major provisions of the Bankruptcy Act.
7. The student will be able to describe the various types of bankruptcy.

**The student will be able to discuss and describe the important aspects of commercial paper.**

1. The student will be able to describe the types of commercial paper.
2. The student will be able to describe the requirements of negotiability.
3. The student will be able to describe the major features of holder in due course rules.
4. The student will be able to describe the liability rules of commercial paper.
5. The student will be able to describe the legal aspects of checks and documents of title



## ASSESSMENT OF LEARNER OUTCOMES:

Assessment methods may include, but are not limited to, the following: assignments, in-class quizzes, pop quizzes, class participation, and a comprehensive final exam.

### GRADING SCALE:

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

### GRADING BREAKDOWN:

Assignments (x6)	=40%
Midterm	=25%
Final exam	=25%
Participation	=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 evaluation 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 complies with the Americans with Disabilities Act. If you need accommodations due to a documented disability, please contact Valerie Webb, Room 3354 or 288-7670 VTDD.*

*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

## COMPETENCY INDEX

Course Number/Section/Title: **BUSN-0206**

**Business Law II**

Student Name: \_\_\_\_\_

Student Number: \_\_\_\_\_

Instructor: \_\_\_\_\_

Division: Business & Technology

### 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.

<b>Rating</b>	<b>Course Competency</b>
4 3 2 1 0 NA	1. The student will be able to describe the relevant terms of sales contracts.
4 3 2 1 0 NA	2. The student will be able to discuss the various ways of passing title and risk in sales contracts.
4 3 2 1 0 NA	3. The student will be able to describe the major theories of product liability law.
4 3 2 1 0 NA	4. The student will be able to demonstrate knowledge of the development of product liability law.
4 3 2 1 0 NA	5. The student will be able to describe the various ways that sellers and buyers can breach sales contracts.
4 3 2 1 0 NA	6. The student will be able to describe the various remedies available to buyers and sellers.
4 3 2 1 0 NA	7. The student will be able to discuss and describe the various classifications of property.
4 3 2 1 0 NA	8. The student will be able to describe the various ways of acquiring personal property.
4 3 2 1 0 NA	9. The student will be able to describe the various types of bailments.
4 3 2 1 0 NA	10. The student will be able to describe the important rights and interests in real property.
4 3 2 1 0 NA	11. The student will be able to describe the various ways of acquiring real property.
4 3 2 1 0 NA	12. The student will be able to discuss the major types of credit.
4 3 2 1 0 NA	13. The student will be able to describe the various security devices used in real property.

- 4 3 2 1 0 NA 14. The student will be able to describe the methods of attaching security interests in personal property.
- 4 3 2 1 0 NA 15. The student will be able to describe how to perfect security interests in personal property.
- 4 3 2 1 0 NA 16. The student will be able to describe the major provisions of the Bankruptcy Act.
- 4 3 2 1 0 NA 17. The student will be able to describe the various types of bankruptcy.
- 4 3 2 1 0 NA 18. The student will be able to describe the types of commercial paper.
- 4 3 2 1 0 NA 19. The student will be able to describe the requirements of negotiability.
- 4 3 2 1 0 NA 20. The student will be able to describe the major features of holder in due course rules.
- 4 3 2 1 0 NA 21. The student will be able to describe the liability rules of commercial paper.
- 4 3 2 1 0 NA 22. The student will be able to describe the legal aspects of checks and documents of title.

Please check one of the following:

\_\_\_\_\_ I certify that the student completed the course and the competencies indicated as indicated.

\_\_\_\_\_ I certify that the student completed 25% of the course competencies, as indicated.

Instructor Signature: \_\_\_\_\_