

BERKELEY HEIGHTS PUBLIC SCHOOLS
BERKELEY HEIGHTS, NEW JERSEY

**GOVERNOR LIVINGSTON HIGH SCHOOL
BUSINESS EDUCATION**

BUSINESS LAW
#0529

Curriculum Guide

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This curriculum may be modified through varying techniques,
strategies, and materials, as per an individual student's
Individualized Educational Plan (IEP)

Approved by the Berkeley Heights Board of Education
at the regular meeting held on 9/21/06.

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PHILOSOPHY/RATIONALE

In our fast paced global economy, whether a consumer, aspiring entrepreneur, or a business owner, it is important for everyone to know how the business world functions. Business Law provides students with opportunities to grasp an understanding, as well as to be exposed to business ethics, individual and public rights and duties, and business contracts.

Business Law students will first gain an understanding of citizenship by grasping the fundamentals of the legal system and its creation followed by a survey of our constitution, court systems, and the legal structures in the US government. Based on an understanding of rights and duties, ethical reasoning, and a brief review of civil and criminal law the students will be able to formulate an appreciation of the legal process and structure.

With a working background of law and our legal system, the focus of this course then directs its energy toward business contracts and their extensive affect on daily lives. Contract requirements provide the structure for understanding the creation of a valid contract. Students gain the ability to evaluate the validity and enforceability of a contract. Once the requirements of contract construction are understood, the students will review the various ways these contracts can be executed and discharged. Remedies for breach of contracts, transfer of duties, and avoidance complete the study of Business Law. Also, included in the course are several areas of practical application through the review of property ownership, insurance, employment, agency, credit, and sales. These areas of daily life are explored and discussed within the legal domain.

The familiarity with legal structures and systems coupled with a background in contracts and business law enhances the student's business background. This course provides the students with an awareness of the function of law in business, as well as in their personal lives. This course is a valuable and necessary knowledge base for those students planning to major in business majors at the post-secondary education level..

This course is a semester offering in business education earning 2.5 credits. It addresses the New Jersey Core Curriculum Content Standards in the areas of Career Education and Consumer, Family, and Life Skills and Technological Literacy. The NJ Core Curriculum Content Standards can be accessed at www.state.nj.us

COURSE PROFICIENCIES

COURSE OBJECTIVES

1. To develop an understanding of the characteristics of the American legal system. (8.1/12A1, 3,5,6,9; 8.2/12A3, C2; 9.1/12B5; 9.2/12A3, B2)
2. To encourage students to become more responsible citizens through an understanding of law and ethical reasoning. (8.1/12B2,3,4; 9.2/12A1,2,4, D1,2,3,4,5, F-6)
3. To understand the need for ethical standards for business leaders, managers and consumers. (8.1/12B2,3,4; 9.2/12A1,2,4, D1,2,3,4,5)
4. To identify the rights and duties of the individual and how they are protected by law. (8.1/12 B2,3,4,7,12; 9.2/12A2,3)
5. To encourage a more in-depth understanding of business and the creation of contracts. (8.1/12A1,9, B2,3,4,6,7; 8.2/A2, B2,5, C1,3; 9.1/B2,3,4; 9.2/12A1,2,3,4,5, E1,2,3,4,5,6,7,8, F1,2,3,4,5)
6. To develop an appreciation of the functionality of business law in one's personal life and its importance in the facilitation of commerce and industry. (8.1/12B2,3,7; 8.2/A2, B2,5, C1,3; 9.2/12A2,3, E1,2,3,4,5,6,7,8)
7. To develop problem-solving skills, decision-making abilities and critical-thinking skills. (8.1/B2,3,7,9,11; 9.1/12A1,2,3, B2; 9.2/12A1,2, C1,2)
8. To make legal decisions in a theoretical and practical setting. (8.1/B2,3,7,9,11; 9.1/12A1,3, B1,2; 9.2/12A1,2)
9. To provide opportunities to develop a positive work attitude and pride in one's work. (9.1/12A1,3, B1,2,4; 9.2/12A1,2,3, B1,2,3)
10. To identify self-management and organizational skills needed in the business setting. (9.1/12A1,3,4, B1,2,4,5; 9.2/12E1,2,3,4,5,6,7,8)
11. To work independently and cooperatively in a safe environment conducive to educational growth. (9.2/12C1,2, E1,5, F1,2,3,4,5)

STUDENT PROFICIENCIES

Students will be able to:

1. Explain the evolution of law.
2. Understand and express the importance of ethics as a fundamental business concept.
3. Use ethical reasoning to solve business problems.
4. Comprehend and explain the uniqueness and strengths of the U.S. legal structures and systems.
5. Define the rights and duties of individuals in our legal system.
6. Compare and contrast civil and criminal law, and procedural and substantive law.
7. Compare and contrast crimes and torts.
8. Ascertain the relationship of minors to the legal process.
9. Describe and appreciate the protection of consumers by our legal system.
10. Identify the elements of an enforceable contract.
11. List and explain each fundamental element required for enforceability of a contract.
12. Recognize flawed contracts and describe the ramifications of identified inadequacies.
13. Understand the remedies and consequences for breaching enforceable contracts.
14. Comprehend the Uniform Commercial Code function in regulating business contracts.
15. Identify the legal requirements for transfer of ownership of goods and services.
16. Explain the various ways ownership of property can be acquired, insured, and transferred.
17. Describe employment and agency relationships and their affect on business contracts.
18. Have an understanding of the importance of cooperation and a positive demeanor in a safe workplace environment.
19. Demonstrate the appropriate organizational and self management skills necessary to be successful in a personal or business setting.

METHODS OF EVALUATION

1. Teacher-prepared handouts.
2. Teacher-prepared worksheets.
3. Electronic notebooks (MS Excel)
4. Internet searches and summaries.
5. Written reports
6. Observation of student work habits.
7. Oral communication and classroom discussion activities.
8. Class work and homework assignments.
9. Tests and quizzes.
10. Projects and simulation activities

SCOPE AND SEQUENCE
COURSE OUTLINE/STUDENT OBJECTIVES

The student will be able to:

N J Core Curriculum Standards	Indicators	Course Outline/Student Objectives
8.1/12 8.2/12 9.1/12 9.2/12	A 1 B11 C1,2,3 A3 B1,2,3,4,5 A1,2,4,5 C2 D2,3 E8 F1	I. Evolution Of Law A. Compare Common and Civil Law B. Define English Common Law C. Interpret Equity Law D. Explain Constitutions, Statutes, and Administrative Agencies E. Define Case Law F. Compare Criminal and Civil Law G. Compare Procedural and Substantive Law H. Define Business Law
8.1/12 8.2/12 9.1/12 9.2/12	A1 B2,3,4,7,9,12 B5 C1,2,3 A1,3,4 B1,2,3,4,5 A1,2,4 B1,3 C1,2 D1,2,3,4,5 E7,8 F3,4,5	II. Ethics A. Explain Reasoning B. Identify Impartiality C. Identify Business Ethics D. Explain Consequential Reasoning E. Explain Deontological Reasoning F. Apply Universalizing G. Determine the Ethical Goals in Law
8.1/12 8.2/12 9.1/12 9.2/12	A1 B11 C1,2,3 A2,3 B1,2,3,4,5 A1,2,4,5 C2 D2,3 E8 F1	III. US Constitution A. Describe a Brief History of the US Government B. Examine the Bill of Rights C. Define Due Process D. Identify Amendments and Explain Their Purpose E. Evaluate the Constitution's Checks and Balances and Judge Its Purpose
8.1/12 8.2/12 9.1/12 9.2/12	A1,3,5,6 B11 C2,3 B4,5 A3,4,5 C1,2	IV. Court System A. Identify the State Court Structure B. Identify the Federal Court Structure C. Explain Jurisdiction in Relation to Enforcement of Law

	D2,3,4,5 F1	IV. Court System (continued)
8.1/12 8.2/12 9.1/12 9.2/12	A1,9 B2,3,11,12 B5 C2 A1,2 B5 A1,2,4 B2 C1,2 D1,2,3,4,5 E8 F6	V. Criminal Law A. Identify the Elements of a Crime B. Identify the Classifications of a Crime C. Explain Business Related Crimes D. Explain the Rights and Responsibilities Defined in Criminal Law E. Explain the Defenses to Criminal Charges F. Interpret Criminal Cases and Judgments
8.1/12 8.2/12 9.1/12 9.2/12	A1,9 B2,3,4,11,12 B5 C2 A1,2 B5 A1,2,4 B2 C1,2 D1,2,3,4,5 E8 F6	VI. Tort Law A. Compare Torts and Crime B. Identify the Elements of a Tort C. Classify Torts D. Define Negligence E. Examine Strict Liability F. Interpret Civil Cases and Judgments
8.1/12 8.2/12 9.1/12 9.2/12	A1,3,5,6,9 B2,3,4,6,7,9, 10 11,12 A2,3 B2,5 C1,2,3 A1,2 B1,2,3,4,5 A1,2,4,5 B1,2,3 C1,2 D1,2,3,4,5 E1,2,3,4,5,6, 7,8 F1,2,3,4,5,6	VII. Contracts A. Analyze a Contract B. Define an Offer 1. Requirements 2. Termination C. Define Acceptance. 1. Requirements 2. Termination D. Test for Genuine Assent 1. Duress 2. Undue influence 3. Mistake 4. Misrepresentation 5. Fraud E. Formulate Valid Consideration 1. Adequacy 2. Value 3. Bargaining 4. Gifts

		<p>VII. Contracts (continued)</p> <ul style="list-style-type: none"> 5. Promissory Estoppel F. Estimate Legal Capacity <ul style="list-style-type: none"> 1. Competent parties 2. Minors 3. Disaffirmance 4. Ratification G. Categorize Legal Contracts <ul style="list-style-type: none"> 1. Illegal agreement rationale 2. Usury 3. Licensing 4. Restraint of trade 5. Obstruction of law 6. Marriage H. Explain Enforcement of Contracts I. Examine Contract Form <ul style="list-style-type: none"> 1. Statute of frauds 2. Parol evidence rule 3. Interpretation of contracts J. Discuss Discharge of Agreements <ul style="list-style-type: none"> 1. Assignment 2. Delegation 3. Agreement 4. Impossibility 5. Operation of law 6. Tender of performance K. Define Breach of Contracts <ul style="list-style-type: none"> 1. Remedy 2. Money damages 3. Specific performance 4. Denial of remedies 5. Mitigation of damages 6. Bankruptcy
<p>8.1/12</p> <p>8.2/12</p> <p>9.1/12</p> <p>9.2/12</p>	<p>A1,9</p> <p>B2,3,11,12</p> <p>B5</p> <p>C2</p> <p>A1,2,3</p> <p>B1,2,4,5</p> <p>A1,2,3</p> <p>B1,2,3</p> <p>C2</p> <p>D1,2,3,4,5</p> <p>E1,2,3,4,5,6</p> <p>7,8</p> <p>F1,3,5</p>	<p>VIII. Sales Contracts</p> <ul style="list-style-type: none"> A. Define a Sale B. Explain the U.C.C. – Uniform Commercial Code C. Explain Unconscionable Sales Contracts D. Integrate the Statute of Frauds and Sales E. Contrast Merchants and Agents F. Define Transfer of Ownership G. Explain Title and Risk of Loss H. Define Consumer protection I. Examine Product Liability J. Analyze Warranties.

8.1/12	A1,9	IX. Property A. Explain the Classification of Property B. Define Property Acquisition C. Classify Property Ownership D. Analyze Insuring Property Against Risk
8.2/12	B2,3,11,12	
9.1/12	B5	
9.2/12	C2	
	A1,2	
	B5	
	A1,2,4	
	B2	
	C1,2	
	D1,2,3,4,5	
	E8	
	F6	
8.1/12	A1,9	X. Employment And Agency A. Define Agency and the Parties Involved B. Identify Agency Authority C. Explain the Duties of an Agent D. Examine Employment Contracts E. Contrast the Duties of an Employer and Employee
8.2/12	B2,3,11,12	
9.1/12	B5	
9.2/12	C2	
	A1,2,3	
	B1,2,4,5	
	A1,2,3,4,5	
	B1,2,3	
	C2	
	D1,2,3,4,5	
	E1,8	
	F1	
8.1/12	A -1,9	XI. Debtors Creditors And Bankruptcy A. Identify the Laws Protecting Creditors B. Identify the Laws Protecting Debtors C. Examine the Use of Credit. D. Analyze Bankruptcy.
8.2/12	B -2,3,11,12	
9.1/12	B -5	
9.2/12	C -2	
	A -1,2	
	B -5	
	A -1,2,4	
	B -2	
	C -1,2	
	D -1,2,3,4,5	
	E -8	
	F -6	

NEW JERSEY CORE CURRICULUM CONTENT STANDARDS
CODE SHEET

Standards:

1. Visual and Performing Arts
2. Comprehensive Health & Physical Ed.
3. Language Arts Literacy
4. Mathematics
5. Science
6. Social Studies
7. World Languages
8. Technological Literacy
9. Career Education and Consumer, Family and Life Skills

Strands:

A, B, C, D

CPI (Cumulative Progress Indicators):

1, 2, 3, 4, 5, etc.

Sample:

From the Visual and Performing Arts Core Curriculum Content Standards –

First Standard, then Grade level, then Strand, and last CPI #s

1.1/4A1,2,4

RESOURCES/ACTIVITIES GUIDE

Text:

Adamson, John E. *Law for Business and Personal Use*. 17th ed. Thomson South-Western, 2006.

Activities and Study Guide:

Adamson, John E. *Law for Business and Personal Use*. 17th ed. Thomson South-Western, 2006.

SUGGESTED AUDIO VISUAL/COMPUTER AIDS

Exam Review CD:

Adamson, John E. *Law for Business and Personal Use*. 17th ed. Thomson South-Western, 2006.

Interactive Study Guide:

Adamson, John E. *Law for Business and Personal Use*. 17th ed. Thomson South-Western, 2006.

Web Site:

Adamson, John E. *Law for Business and Personal Use*. 17th ed. Thomson South-Western, 2006.

Videos:

Business Law

“*12 Angry Men*”. Dir. Sidney Lumet. Metro Goldwyn Mayer Studios; 1957. (DVD-96m)

“*Trial By Jury*”. Cambridge Educational. Films Media Group, 2005. (DVD 25m)

“*Your Court System And You*”. Representative Bob Franks – NJ. Committee for Citizen Awareness. (VHS-30m)

“*Business Law: The Basics*”. Standard Deviants School. Cerebellum Corporation, 2002. (VHS-26m)

“*Business Law: Torts*”. Standard Deviants School. Cerebellum Corporation, 2002. (VHS-26m)

“*Business Law: Contract Law*”; Standard Deviants School; Cerebellum Corporation: 2002. (VHS-26m)

“*Business Law: Contract Law: The Sequel*”. Standard Deviants School. Cerebellum Corporation, 2002. (VHS-26m)

“*Business Law: Breaking the Deal*”. Standard Deviants School. Cerebellum Corporation, 2002. (VHS-26m)

“*Coming To Terms: An Introduction of Contracts*”. ACT Multimedia Products and Services, 2000. (VHS-60m)

SUGGESTED MATERIALS

Resources for Students

Ideas-in-Action Website

Greene, Cynthia L. *Entrepreneurship: Ideas in Action*. 3rd ed. Thomson South-Western, 2006.

Resources for Teacher

Instructors Wraparound Edition

Greene, Cynthia L. Entrepreneurship: Ideas in Action. 3rd ed. Thomson South-Western, 2006.

Instructors Resource CD

Greene, Cynthia L. Entrepreneurship: Ideas in Action. 3rd ed. Thomson South-Western, 2006.