



**COWLEY COLLEGE  
& Area Vocational Technical School**

**COURSE PROCEDURE FOR**

**BUSINESS LAW  
BUS1350 3 Credit Hours**

**Student Level:**

This course is open to students on the college level in either the freshman or sophomore year.

**Catalog Description:**

**BUS1350 - BUSINESS LAW (3 hrs)**

A basic introductory law course covering the legal and social environment within which business operates, including the structure, processes, and procedures of the American legal system. A substantial portion of the course is devoted to contracts.

**Prerequisites:**

None

**Controlling Purpose:**

This course is designed to develop an understanding of the legal framework of business that will be meaningful to the students in their lives as citizens, self-employed, and employees. This course will assist students to understand legal terms, legal difficulties and under what circumstances the advice of an attorney should be sought. It will assist students to make decisions within the framework of rules of law.

**Learner Outcomes:**

After completion of this course, the student will have an understanding of how law was created, how laws change and are updated. Additionally, they will gain an understanding of business contracts and the legality or illegality thereto.

**Units Outcomes and Criterion Based Evaluation Key for Core Content:**

The following defines the minimum core content not including the final examination period. Instructors may add other content as time allows.

**Evaluation Key:**

- A = All major and minor goals have been achieved and the achievement level is considerably above the minimum required for doing more advanced work in the same field.
- B = All major goals have been achieved, but the student has failed to achieve some of the less important goals. However, the student has progressed to the point where the goals of work at the next level can be easily achieved.
- C = All major goals have been achieved, but many of the minor goals have not been

achieved. In this grade range, the minimum level of proficiency represents a person who has achieved the major goals to the minimum amount of preparation necessary for taking more advanced work in the same field, but without any major handicap of inadequacy in his background.

- D = A few of the major goals have been achieved, but the student's achievement is so limited that he is not well prepared to work at a more advanced level in the same field.
- F = Failing, will be computed in GPA and hours attempted.
- N = No instruction or training in this area.

| <b>UNIT 1: The Legal System</b>  |   |   |   |   |   |  |
|--|---|---|---|---|---|--|
| Outcomes: Upon completion of this unit, students will be able to define the legal system and procedures. |   |   |   |   |   |  |
| A  | B | C | D | F | N | Specific Competencies                              |
|  |   |   |   |   |   | Demonstrate the ability to:                        |
|  |   |   |   |   |   | Define law   |
|  |   |   |   |   |   | Be able to identify several sources of law         |
|  |   |   |   |   |   | Distinguish the difference between crime and torts |
|  |   |   |   |   |   | Explain the function of the courts                 |
|  |   |   |   |   |   | Identify the different classifications of courts   |
|  |   |   |   |   |   | Describe the basic procedure for a trial           |

## UNIT 2: Contracts

Outcomes: Upon completion of this unit, students will have knowledge of legal and valid agreements and contracts.

| A | B | C | D | F | N | Specific Competencies   |
|---|---|---|---|---|---|---|
|   |   |   |   |   |   | Demonstrate the ability to:   |
|   |   |   |   |   |   | Describe what a contract is and how it differs from an agreement                          |
|   |   |   |   |   |   | State the five requirements for a valid contract  |
|   |   |   |   |   |   | Define a counteroffer   |
|   |   |   |   |   |   | List the requirements for a valid offer and acceptance                                    |
|   |   |   |   |   |   | State what types of mistakes invalidate a contract  |
|   |   |   |   |   |   | Identify the situations in which fraud, duress, or undue influence are present            |
|   |   |   |   |   |   | Identify classifications of individuals who may not have the capacity to contract         |
|   |   |   |   |   |   | Discuss when part payment constitutes consideration                                       |
|   |   |   |   |   |   | Explain what types of contracts are void for illegality                                   |
|   |   |   |   |   |   | Identify which contracts the statute of frauds requires to be in writing                  |
|   |   |   |   |   |   | Explain the difference between assignment of a contract and delegation of duties under it |
|   |   |   |   |   |   | Explain the potential remedies for breach of contract                                     |

### UNIT 3: Sales

Outcomes: Upon completion of this unit, students will understand the different types of sales and consumer protection laws.

| A | B | C | D | F | N | Specific Competencies   |
|---|---|---|---|---|---|---|
|   |   |   |   |   |   | Demonstrate the ability to:   |
|   |   |   |   |   |   | Define a sale of goods and distinguish it from a contract to sell         |
|   |   |   |   |   |   | Define an auction sale and describe its peculiarities to the law of sales |
|   |   |   |   |   |   | Understand the importance of determining when title and risk of loss pass |
|   |   |   |   |   |   | Define a warranty and distinguish between express and implied warranties  |
|   |   |   |   |   |   | Explain the purpose of consumer protection laws                           |
|   |   |   |   |   |   | State the objectives of laws requiring disclosure and uniformity          |
|   |   |   |   |   |   | Explain how warranties may be excluded or surrendered                     |

#### **Projects Required:**

Comprehensive case studies

#### **Textbook:**

Contact Bookstore for current textbook.

#### **Materials/Equipment Required:**

None

#### **Attendance Policy:**

Students should adhere to the attendance policy outlined by the instructor in the course syllabus.

#### **Grading Policy:**

The grading policy will be outlined by the instructor in the course syllabus.

#### **Maximum class size:**

Based on classroom occupancy

#### **Course Timeframe:**

The U.S. Department of Education, Higher Learning Commission, and the Kansas Board of Regents define credit hour and have specific regulations that the college must follow when developing, teaching, and assessing the educational aspects of the college. A credit hour is an amount of work represented in intended learning outcomes and verified by evidence of student achievement that is an institutionally-established equivalency that reasonably approximates not less than one hour of classroom or direct faculty instruction

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and a minimum of two hours of out-of-class student work for approximately fifteen weeks for one semester hour of credit or an equivalent amount of work over a different amount of time. The number of semester hours of credit allowed for each distance education or blended hybrid courses shall be assigned by the college based on the amount of time needed to achieve the same course outcomes in a purely face-to-face format.

**Refer to the following policies:**

[402.00 Academic Code of Conduct](#)

[263.00 Student Appeal of Course Grades](#)

[403.00 Student Code of Conduct](#)

**Disability Services Program:**

Cowley College, in recognition of state and federal laws, will accommodate a student with a documented disability. If a student has a disability, which may impact work in this class which requires accommodations, contact the Disability Services Coordinator.