

Course: BUSN201 Business Law I
Department: Business Administration

Course Description:

This course introduces the origins of the law, its nature and classification. It covers the federal and state court systems with emphasis on Massachusetts civil procedures. The student will study contract law in detail with comprehensive emphasis on problems dealing with consumer laws in relation to deceptive and false advertising and the legal effects of warranties as they relate to the commercial world of business. Examines legal remedies (including the new method of arbitration in the settlement of disputes).

Prerequisites: ENGL092 Preparing for College Reading II and ENGL099 Introductory Writing; waiver by placement testing results; or departmental approval.

COURSE OUTCOMES	SAMPLE OUTCOMES ACTIVITIES	SAMPLE ASSESSMENT TOOLS
Upon successful completion of this course students should:	To achieve these outcomes students may engage in the following activities:	Student learning may be assessed by:
1. Introduce students to the study of law and how it governs conduct in business. (WC, IL, CCT, GL)	<ul style="list-style-type: none"> • Explore the nature of law and legal rights. • Explore the sources of law that relate to the business world. • Explore the classification of law governing the business world. 	<ul style="list-style-type: none"> • Analyze readings and cases to identify relevant laws.
2. Recognize legal and ethical issues when making business decisions. (WC, CCT, IG)	<ul style="list-style-type: none"> • Use current examples of ethical issues that impact a business' legal obligations. • Explore cases and identify legal and ethical issues associated. 	<ul style="list-style-type: none"> • Analyze and report on ethical issues as they relate to business cases.
3. Identify the nature and classification of contracts. (WC, IL, CCT, IG)	<ul style="list-style-type: none"> • Explore the ways in which contracts arise. • Distinguish between bilateral and unilateral contracts. • Explore the theory behind quasi-contractual liability. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to classifications of contracts and prepare reports applying legal theory.
4. Determine whether a contractual obligation exists. (WC, IL, CCT, IG)	<ul style="list-style-type: none"> • Explore the requirements of an offer and contractual intent. • Explore the ways that an offer may terminate. • Explore what constitutes acceptance of an offer. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to offer and acceptance and prepare reports applying legal theory.

<p>5. Determine contractual capacity and the genuine assent. (WC, IL, CCT, IG)</p>	<ul style="list-style-type: none"> • Explore contractual capacity and a party's ability to avoid a contract. • Distinguish between unilateral and mutual mistakes and their impact on contracts. • Explore fraud, misrepresentation, and nondisclosure and their impact on contracts. • Explore how undue influence and duress impact contracts. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to contractual capacity and genuine assent and prepare reports applying legal theory.
<p>6. Determine principles of consideration and exceptions under the law. (WC, IL, CCT, IG)</p>	<ul style="list-style-type: none"> • Explore theories of consideration. • Analyze common situations to determine if pre-existing duties, past consideration, or moral obligations constitute consideration. • Explore legal exceptions to the law of consideration. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to consideration and exceptions and prepare reports applying legal theory.
<p>7. Identify general principles of illegality, agreements related to public welfare, and the regulation of business. (WC, IL, CCT, IG)</p>	<ul style="list-style-type: none"> • Explore general principles and exceptions of illegality including torts, unconscionability, and good faith and fairness. • Discuss agreements that interfere with public service, obstruct justice, or are detrimental to public welfare. • Explore local, state, and national laws that regulate business practices. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to illegality and the regulation of business and prepare reports applying legal theory.
<p>8. Identify contracts that must be in writing, effects of non-compliance, and the construction and interpretation of contracts. (WC, IL, CCT, IG)</p>	<ul style="list-style-type: none"> • Explore contracts which must be in writing under the Statute of Frauds and the effect of non-compliance. • Explore the Parol Evidence Rule and related exceptions. • Explore basic rules of contract construction. • Explore rules used by courts in interpreting the intent of the parties. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to Statute of Frauds and interpretation of contracts and prepare reports applying legal theory.
<p>9. Determine contractual rights and duties under third-party contracts and assignments. (WC, IL, CCT, IG)</p>	<ul style="list-style-type: none"> • Distinguish between third-party intended and incidental beneficiaries and the right to enforce contracts. • Explore basic rules related to assignment of rights, delegation of duties, and exceptions under a contract. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to third-party contracts and assignments and prepare reports applying legal theory.

10. Identify the ways in which a contract may be discharged. (WC, IL, CCT, IG)	<ul style="list-style-type: none"> • Explore conditions related to contracts and the duty to perform. • Explore normal discharge of contracts. • Explain ways that contracts are discharged by agreement. • Explore discharge of contracts due to external causes. • Explore discharge of contracts by impossibility and operation of law. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to discharge of contracts and prepare reports applying legal theory.
11. Identify the ways a contract has been breached and remedies for breach of contract. (WC, QL, IL, CCT, IG)	<ul style="list-style-type: none"> • Explore what constitutes breach of contract, including anticipatory breach. • Explore the range of remedies available for breach of contract. • Explore liquidated damages, limitation of remedies, and limited liability clauses. 	<ul style="list-style-type: none"> • Analyze readings, examples and cases related to breach of contract and remedies and prepare reports applying legal theory.
12. Use effective written communication skills and apply these skills to a variety of business-related tasks and settings. (WC, IL, CCT, IG)	<ul style="list-style-type: none"> • Read case studies and write responses to question prompts. 	<ul style="list-style-type: none"> • Written assignment

This course includes the following core competencies: Written Communication (WC), Quantitative Literacy (QL), Information Literacy (IL), Critical and Creative Thinking (CCT), Integrative Learning (IG), and Global Learning (GL).