

**STATE UNIVERSITY OF NEW YORK
COLLEGE OF TECHNOLOGY
CANTON, NEW YORK**



MASTER SYLLABUS

**BUSINESS LAW I
BSAD 201**

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**SCHOOL OF BUSINESS AND LIBERAL ARTS
BUSINESS
SPRING 2019**

- A. **TITLE: BUSINESS LAW I**
- B. **COURSE NUMBER: BSAD 201**
- C. **CREDIT HOURS: 3**
- D. **WRITING INTENSIVE COURSE: NO**
- E. **GER CATEGORY: NONE**
- F. **SEMESTER(S) OFFERED: FALL AND SPRING**
- G. **COURSE DESCRIPTION:**

Text and case study of the American court system as well as the origin, nature, and classification of law with emphasis on general contract law and the impact of negligence, torts and criminal law on business.

H. **PRE-REQUISITES/CO-REQUISITES:**

- a. Pre-requisite(s): NONE
 b. Co-requisite(s): NONE
 c. Pre- or co-requisite(s): NONE

I. **STUDENT LEARNING OUTCOMES:**

<u>Course Student Learning Outcome [SLO]</u>	<u>PSLO</u>	<u>GER</u>	<u>ISLO</u>
1. Write and understand the process of writing case briefs.	Demonstrate knowledge of substantive law, case law, and precedent on business and society, and integrate social responsibility/ethical issues concerning legality.		Industry, Professional, Discipline Specific Knowledge and Skills Communication Skills <i>Written [W]</i>
2. Recognize and describe the sources of law in the United States.	Demonstrate knowledge of substantive law, case law, and precedent on business and society, and integrate social responsibility/ethical issues concerning legality.		Industry, Professional, Discipline Specific Knowledge and Skills

3. Describe the business-related torts.	Demonstrate knowledge of substantive law, case law, and precedent on business and society, and integrate social responsibility/ethical issues concerning legality.		Industry, Professional, Discipline Specific Knowledge and Skills
4. Demonstrate an understanding of how substantive law, case law, and precedent interact in business law.	Demonstrate knowledge of substantive law, case law, and precedent on business and society, and integrate social responsibility/ethical issues concerning legality.		Industry, Professional, Discipline Specific Knowledge and Skills Social Responsibility <i>Ethical Reasoning [ER]</i>
5. Describe the principles of law pertaining to contracts.	Demonstrate knowledge of substantive law, case law, and precedent on business and society, and integrate social responsibility/ethical issues concerning legality.		Industry, Professional, Discipline Specific Knowledge and Skills

KEY	<u>Institutional Student Learning Outcomes [ISLO 1 – 5]</u>
ISLO #	ISLO & Subsets
1	Communication Skills Oral [O], Written [W]
2	Critical Thinking <i>Critical Analysis [CA] , Inquiry & Analysis [IA] , Problem Solving [PS]</i>
3	Foundational Skills <i>Information Management [IM], Quantitative Lit./Reasoning [QTR]</i>
4	Social Responsibility

	<i>Ethical Reasoning [ER], Global Learning [GL], Intercultural Knowledge [IK], Teamwork [T]</i>
5	Industry, Professional, Discipline Specific Knowledge and Skills

J. **APPLIED LEARNING COMPONENT:** Yes ___X___ No _____

K. **TEXTS:** Cheeseman, H., *Business Law (10th Edition)* with the MyBusinessLawLab online supplement. Pearson Education, ISBN: 9780134728933

L. **REFERENCES:** Articles of current interest and other resources placed on the course online learning site.

M. **EQUIPMENT:** Technology Enhanced Classroom.

N. **GRADING METHOD:** A-F

O. **SUGGESTED MEASUREMENT CRITERIA/METHODS:** Participation, quizzes, final exam, assignments and projects.

P. **DETAILED COURSE OUTLINE:**

I. Legal Heritage and the Digital Age

- A. Introduction to Legal Heritage and the Digital Age
- B. What is Law
- C. Schools of Jurisprudential Thought
- D. History of American Law
- E. Sources of Law in the United States
- F. Digital Law

II. Courts and Jurisdiction

- A. Introduction to Courts Jurisdiction
- B. State Court Systems
- C. Federal Court System
- D. Supreme Court of the United States
- E. Jurisdictions of Federal Courts
- F. Standing to Sue, Jurisdiction and Venue
- G. Jurisdiction in Cyberspace

III. Judicial, Alternative, and E-Dispute Resolution

- A. Introduction of Judicial, Alternative, and E-Dispute Resolution
- B. Pretrial Litigation Process
- C. Pleadings
- D. Discovery
- E. Pretrial Motion
- F. Settlement Conference
- G. Trial
- H. Appeal
- I. Alternative Dispute Resolution

J. E-Courts and E-Dispute Resolution

IV. Constitutional Law for Business and E-Commerce

- A. Introduction to Constitutional Law Business and E-Commerce
- B. Constitution of the United States
- C. Supremacy Clause
- D. Commerce Clause
- E. Commerce and the Constitution
- F. Bill of Rights and Other Amendment
- G. Freedom of Speech
- H. Freedom of Religion
- I. Equal Protection
- J. Due Process
- K. Privileges and Immunities

V. Nature of Traditional and E-Contracts

- A. Introduction to Nature of Traditional and E-Contracts
- B. Definition of a Contract
- C. Sources of Contract Law
- D. Objective Theory of Contracts
- E. E-Commerce
- F. Classifications of Contracts
- G. Express and Implied Contracts
- H. Equity

VI. Agreement

- A. Introduction to Agreement
- B. Agreement
- C. Offer
- D. Special Offers
- E. Termination of an Offer by Act of the Parties
- F. Termination of an Offer by Operation of Law
- G. Acceptance

VII. Consideration and Promissory Estoppel

- A. Introduction to Consideration and Promissory Estoppel
- B. Consideration
- C. Gift Promise
- D. Promises That Lack Consideration
- E. Special Business Contracts
- F. Settlement of Claims
- G. Equity: Promissory Estoppel

VIII. Capacity and Legality

- A. Introduction to Capacity and Legality
- B. Minors
- C. Mentally Incompetent Persons
- D. Intoxicated Persons

- E. Legality
- F. Special Business Contracts and Licensing Statutes
- G. Unconscionable Contracts

IX. Genuineness of Assent and Undue Influence

- A. Introduction to Genuineness of Assent and Undue Influence
- B. Mistake
- C. Fraud
- D. Types of Fraud
- E. Duress
- F. Equitable Doctrine: Undue Influence

X. Statute of Frauds and Equitable Exceptions

- A. Introduction to Statute of Frauds and Equitable Exceptions
- B. Statute of Frauds for Common Contracts
- C. UCC Statutes of Fraud
- D. Equitable Exception: Part Performance
- E. Formality of the Writing
- F. Parol Evidence Rule
- G. Equitable Exception: Promissory Estoppel

XI. Third-Party Rights and Discharge

- A. Introduction to Third-Party Rights and Discharge
- B. Assignment of a Right
- C. Delegation of a Duty
- D. Third-Party Beneficiary
- E. Covenants
- F. Conditions
- G. Discharge of Performance
- H. Statute of Limitations

XII. Remedies for Breach of Traditional and E-Contracts

- A. Introduction to Remedies for Breach of Traditional and E-Contracts
- B. Performance and Breach
- C. Monetary Damages
- D. Compensatory Damages
- E. Consequential Damages
- F. Nominal Damages
- G. Mitigation of Damages
- H. Liquidated Damages
- I. Rescission and Restitution
- J. Enforcement of Remedies
- K. Equitable Remedies
- L. Torts Associated with Contracts

XIII. E-Commerce and Digital Law

- A. Introduction to E-Commerce and Digital Law
- B. Internet

- C. E-Mail Contracts
- D. E-Commerce and Web Contracts
- E. E-Licensing
- F. Privacy in Cyberspace
- G. Domain Names

Q. LABORATORY OUTLINE: N/A