

# Business Law 1

## Course Outcome Summary

### Course Information

Organization	Madison Area Technical College
Developers	Anne W. Schacherl, Esq.
Development Date	6/1/2000
Revised Date	5/1/2001
Course Number	10-102-160
Instructional Level	Associate Degree
Potential Hours of Instruction	54
Total Credits	3

### Description

This survey course covers legal principles used in the business world. Contracts, sales, bailments, agency, employment, property law, torts, criminal law, marital property and bankruptcy are emphasized. The course is taught on a level suitable for an associate degree student. Federal, state and case law serve as the basis of study.

### Target Population

Associate Degree students seeking degrees in Accounting, Business Mid-Management and FinanceCrLfCrLfStudents seeking the Paralegal Certificate

### Types of Instruction

Instruction Type	Contact Hours	Credits
Classroom Presentation - Large Group Lecture	54	3

### Textbooks

Miller & Jentz. *Business Law Today, Standard Edition*. West Legal Studies Division. 2005. **Edition:** 7th Edition. **ISBN:** 0-324-02221-2. **Source:** MATC Bookstore.

### Exit Learning Outcomes

#### Core Abilities

- A. Critical thinking

### Competencies

#### Unit 1. Introduction to the Law and the Legal System

##### 1.A. Analyze the four primary sources of law

###### Linked Core Abilities

Critical thinking

###### Competence will be demonstrated:

1.A.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with

passing grades according to the grading scale contained in the Course Syllabus

1.A.2. by active participation in class discussions and class activities

1.A.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

1.A.1. you analyze Constitutional law

1.A.2. you analyze statutory law

1.A.3. you analyze administrative law

1.A.4. you analyze common law

1.A.5. you pass exams and quizzes with a minimum score of 70%

**1.B. Distinguish between criminal and civil law**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

1.B.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

1.B.2. by active participation in class discussions and class activities

1.B.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

1.B.1. you examine the interest protected in each type of suit

1.B.2. you analyze the party bringing each type of suit

1.B.3. you summarize the required burden of proof of each type of suit

1.B.4. you analyze the mandatory jury verdict for each type of suit

1.B.5. you analyze the permissible remedies for each type of suit

1.B.6. you pass exams and quizzes with a minimum score of 70%

**1.C. Analyze the three levels of federal courts**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

1.C.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

1.C.2. by active participation in class discussions and class activities

1.C.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

1.C.1. you explain the United States District Court

1.C.2. you explain the United States Court of Appeals

1.C.3. you explain the United States Supreme Court

1.C.4. you pass exams and quizzes with a minimum score of 70%

**1.D. Examine the three levels of state courts**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

1.D.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with

passing grades according to the grading scale contained in the Course Syllabus

1.D.2. by active participation in class discussions and class activities

1.D.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

1.D.1. you examine the State Circuit Court

1.D.2. you analyze the State Court of Appeals

1.D.3. you analyze the State Supreme Court

1.D.4. you pass exams and quizzes with a minimum score of 70%

**1.E. Distinguish between State and Federal court jurisdiction**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

1.E.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

1.E.2. by active participation in class discussions and class activities

1.E.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

1.E.1. you summarize exclusive federal court jurisdiction

1.E.2. you summarize concurrent federal court jurisdiction

1.E.3. you summarize state court jurisdiction

1.E.4. you pass exams and quizzes with a minimum score of 70%

**Unit 2. Torts**

**2.A. Analyze the three bases of tort liability**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

2.A.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

2.A.2. by active participation in class discussions and class activities

2.A.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

2.A.1. you summarize intentional tort liability

2.A.2. you summarize negligence liability

2.A.3. you summarize strict tort liability

2.A.4. you pass exams and quizzes with a minimum score of 70%

**2.B. Summarize the ten intentional torts against persons and property**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

2.B.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

2.B.2. by active participation in class discussions and class activities

2.B.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 2.B.1. you summarize the tort of assault
- 2.B.2. you summarize the tort of battery
- 2.B.3. you summarize the tort of false imprisonment
- 2.B.4. you summarize the tort of infliction of emotional distress
- 2.B.5. you summarize the tort of defamation
- 2.B.6. you summarize the tort of invasion of privacy
- 2.B.7. you summarize the tort of trespass to personal property
- 2.B.8. you summarize the tort of trespass to real property
- 2.B.9. you summarize the tort of conversion
- 2.B.10. you summarize the tort of nuisance
- 2.B.11. you pass exams and quizzes with a minimum score of 70%

**2.C. Examine the legally recognized defenses to the intentional torts**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 2.C.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 2.C.2. by active participation in class discussions and class activities
- 2.C.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 2.C.1. you examine the defense of consent
- 2.C.2. you examine the defense of self-defense
- 2.C.3. you examine the defense of defense of others
- 2.C.4. you examine the defense of defense of property
- 2.C.5. you pass exams and quizzes with a minimum score of 70%

**2.D. Analyze negligence liability**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 2.D.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 2.D.2. by active participation in class discussions and class activities
- 2.D.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 2.D.1. you summarize the Wisconsin comparative negligence system
- 2.D.2. you explain the legally recognized defenses to negligence liability in Wisconsin
- 2.D.3. you summarize the doctrine of open and obvious danger
- 2.D.4. you pass exams and quizzes with a minimum score of 70%

**2.E. Analyze the basis for tort liability under the theory of strict liability**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

2.E.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

2.E.2. by active participation in class discussions and class activities

2.E.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

2.E.1. you summarize those industries for which strict liability applies

2.E.2. you pass exams and quizzes with a minimum score of 70%

**Unit 3. Introduction to Contract Law**

**3.A. Summarize the elements of a valid contract**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

3.A.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

3.A.2. by active participation in class discussions and class activities

3.A.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

3.A.1. you summarize the element of agreement

3.A.2. you summarize the element of capacity

3.A.3. you summarize the element of consideration

3.A.4. you summarize the element of legality

3.A.5. you summarize the element of form

3.A.6. you pass exams and quizzes with a minimum score of 70%

**3.B. Distinguish between the recognized contract classifications**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

3.B.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

3.B.2. by active participation in class discussions and class activities

3.B.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

3.B.1. you distinguish between express and implied contracts

3.B.2. you distinguish between formal and informal contracts

3.B.3. you distinguish between executed and executory contracts

3.B.4. you distinguish between bilateral and unilateral contracts

3.B.5. you pass exams and quizzes with a minimum score of 70%

**3.C. Summarize the requirements of a valid contract agreement**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 3.C.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 3.C.2. by active participation in class discussions and class activities
- 3.C.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 3.C.1. you summarize the legal requirements of an offer
- 3.C.2. you examine the legal requirements of an acceptance
- 3.C.3. you pass exams and quizzes with a minimum score of 70%

**3.D. Analyze the requirements of legal capacity**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 3.D.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 3.D.2. by active participation in class discussions and class activities
- 3.D.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 3.D.1. you summarize the requirement of legal age for making a contract
- 3.D.2. you analyze the requirement of legal capacity for making a contract
- 3.D.3. you pass exams and quizzes with a minimum score of 70%

**3.E. Summarize the requirements of valid contract consideration**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 3.E.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 3.E.2. by active participation in class discussions and class activities
- 3.E.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 3.E.1. you summarize contract consideration
- 3.E.2. you explain the difference between disputed and undisputed debts
- 3.E.3. you summarize the rules regarding past consideration
- 3.E.4. you explain the rules regarding charitable subscriptions
- 3.E.5. you pass exams and quizzes with a minimum score of 70%

**Unit 4. Advanced Contract Concepts**

**4.A. Examine when a contract is illegal**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 4.A.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 4.A.2. by active participation in class discussions and class activities

4.A.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

4.A.1. you examine which contracts are illegal under Wisconsin law

4.A.2. you summarize the legal significance of entering into an illegal contract

4.A.3. you pass exams and quizzes with a minimum score of 70%

**4.B. Analyze the Statute of Frauds**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

4.B.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

4.B.2. by active participation in class discussions and class activities

4.B.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

4.B.1. you summarize the Statute of Frauds

4.B.2. you summarize the requirement of a writing under the Statute of Frauds

4.B.3. you identify those contracts subject to the Statute of Frauds in Wisconsin

4.B.4. you pass exams and quizzes with a minimum score of 70%

**4.C. Analyze the rules of contract interpretation**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

4.C.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

4.C.2. by active participation in class discussions and class activities

4.C.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

4.C.1. you summarize the rule regarding interpretation of the contract as a whole

4.C.2. you examine the rule regarding custom and past dealing

4.C.3. you summarize the rule regarding conflicts between form and additions to form

4.C.4. you analyze the rule regarding interpretation against the drafting party

4.C.5. you explain the parol evidence rule

4.C.6. you pass exams and quizzes with a minimum score of 70%

**4.D. Distinguishes the rules of contract discharge**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

4.D.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus

4.D.2. by active participation in class discussions and class activities

4.D.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 4.D.1. you distinguish complete performance from substantial performance
- 4.D.2. you distinguish substantial performance from material breach of contract
- 4.D.3. you pass exams and quizzes with a minimum score of 70%

**4.E. Summarize the legally recognized defenses to a suit for breach of contract**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 4.E.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 4.E.2. by active participation in class discussions and class activities
- 4.E.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 4.E.1. you summarize fraud
- 4.E.2. you summarize mistake
- 4.E.3. you summarize undue influence
- 4.E.4. you summarize duress
- 4.E.5. you pass exams and quizzes with a minimum score of 70%

**4.F. Summarize the remedies available to the victim of a breach of contract**

**Linked Core Abilities**

Critical thinking

**Competence will be demonstrated:**

- 4.F.1. by completion and submission for evaluation all in-class and take-home quizzes, examinations, tests, projects, graded assignments and other work with passing grades according to the grading scale contained in the Course Syllabus
- 4.F.2. by active participation in class discussions and class activities
- 4.F.3. by consistent class attendance as per the requirements of the Course Syllabus

**Criteria - Performance will be satisfactory when:**

- 4.F.1. you summarize the legal remedies for breach of contract
- 4.F.2. you summarize the equitable remedies for breach of contract
- 4.F.3. you pass exams and quizzes with a minimum score of 70%