

**EXAM INFORMATION****Items**

64

Points

71

Prerequisites

NONE

Grade Level

10-12

Course Length

ONE SEMESTER

Career ClusterBUSINESS MANAGEMENT AND
ADMINISTRATION**Performance Standards**

INCLUDED

Certificate Available

YES

DESCRIPTION

Students will gain an understanding of the law as it relates to them currently and the implications of the law in their future lives as well as the lives of their family and friends. They will also work to gain an understanding of basic legal vocabulary.

The course will include an understanding of the court system at the local, state, and national levels. Students will gain an understanding of contract law, their rights and responsibilities as citizens, utilization of financial transactions, employment and agency relationships, and the regulations governing different types of business organizations. As a culminating project, students will participate in one or more mock trials.

EXAM BLUEPRINT**STANDARD****PERCENTAGE OF EXAM**

1- Ethics & Law	6%
2- Origin Laws	7%
3- Court System	6%
4- Procedural Law	15%
5- Criminal Law	10%
6- Civil/Tort Law	10%
7- Contract Law	23%
8- Sales & Consumer Law	8%
9- Agency & Employment Law	7%
10- Business Organizations	8%



STANDARD 1

STUDENTS WILL ANALYZE THE RELATIONSHIP BETWEEN ETHICS AND THE LAW.

- Objective 1 Identify unethical and illegal conduct.
- Objective 2 Compare various ethical theories and explain the way social forces may sometimes conflict, such as the golden rule, the greatest good principle, duty based ethics, etc.

STANDARD 2

STUDENTS WILL EXPLAIN AND UNDERSTAND THE ORIGIN OF TODAY'S LAW.

- Objective 1 Identify sources of today's law: constitutions (state and federal), common law, statutory law, court decisions, state administrative law (regulations), and case law (cover FDA).
- Objective 2 Discuss the Constitution, particularly the Bill of Rights and additional amendments.
- Objective 3 Determine how courts interpret law and explain the role of precedent in the legal system.
- Objective 4 Discuss current issues involving cyberlaw as it relates to jurisdiction (US and international).

STANDARD 3

STUDENTS WILL UNDERSTAND AND EXPLAIN THE ROLE AND FUNCTION OF THE COURT SYSTEM ON THE LOCAL, STATE, AND NATIONAL LEVELS.

- Objective 1 Explain the structure and function of the federal and state court systems
- Objective 2 Identify the types of cases heard in each of the federal and state courts and the differences between original and appellate jurisdiction.
- Objective 3 Compare and contrast the juvenile and adult court systems.

Standard 3 Performance Evaluation included below (Optional)

STANDARD 4

STUDENTS WILL UNDERSTAND AND DISCUSS THE PROCESS OF PROCEDURAL LAW.

- Objective 1 Explain the advantages and disadvantages of negotiation, arbitration, mediation, litigation and conciliation.
- Objective 2 Identify the various people involved in a court trial (judge, attorneys, plaintiff/prosecutor, defendant, jury, paralegals, etc.).
- Objective 3 Compare and contrast the steps in a civil law suit with the steps in a criminal prosecution.
- Objective 4 Define the Statute of Limitations.

Standard 4 Performance Evaluation included below (Optional)



STANDARD 5

STUDENTS WILL DEMONSTRATE AN UNDERSTANDING OF CRIMINAL LAW.

- Objective 1 Differentiate among categories of criminal law (felonies, misdemeanors and infractions).
- Objective 2 Define different types of business crime (see required terminology list).
- Objective 3 Understand defenses to criminal acts (e.g., insanity and self-defense).
- Objective 4 Describe the penalties available for criminal law (restitution, fine, imprisonment, death).

STANDARD 6

STUDENTS WILL DEMONSTRATE AN UNDERSTANDING OF CIVIL/TORT LAW.

- Objective 1 Differentiate between and give examples of negligence, intentional and strict liability torts, defamation and invasion of privacy.
- Objective 2 Identify and explain the elements of torts (duty, breach, injury, causation).
- Objective 3 Describe the remedies available in tort law (punitive, compensatory, injunction).

STANDARD 7

STUDENTS WILL DEMONSTRATE AN UNDERSTANDING OF CONTRACT LAW.

- Objective 1 Demonstrate an understanding of the contractual relationship and list the elements required to create a contract (offer, acceptance, genuine agreement, consideration, capacity and legality).
- Objective 2 Identify the classifications of contracts (valid, void, voidable, unenforceable, express, implied, bilateral, unilateral, oral and written).
- Objective 3 Define consideration as it applies to contract law and list examples of valid consideration for both benefit and detriment.
- Objective 4 Differentiate among the ways that a contract can be affirmed (ratification) or disrupted (fraud, non-disclosure, misrepresentation, mistake, duress, undue influence).
- Objective 5 Define breach of contract and name legal remedies available for resolution (damages, specific performance, rescission, restitution).
- Objective 6 Define the conditions which allow contract rights to be assigned/delegated.
- Objective 7 Name the ways a contract may be terminated or discharged (performance, expiration, etc.).
- Objective 8 Identify those who lack contractual capacity (minors, mentally impaired, intoxicated).
- Objective 9 Identify contracts that should be in writing under the Statute of Frauds.

Standard 7 Performance Evaluation included below (Optional)



STANDARD 8

STUDENTS WILL COMPARE AND CONTRAST SALES AND CONSUMER LAWS.

- Objective 1 Describe the Uniform Commercial Code (UCC). Cover and differentiate the Securities and Exchange Act.
- Objective 2 Differentiate among goods, services, and real property.
- Objective 3 Explain the two types of warranties for sale of goods (expressed and implied).
- Objective 4 List and explain consumer protection laws (Truth in Lending Act and Consumer Product Safety Act).
- Objective 5 Define common, unfair and deceptive practices (bait-and-switch, usury, identity theft) and the cooling-off rule.
- Objective 6 Explain when title and risk of loss pass in a sale of goods.

STANDARD 9

STUDENTS WILL ANALYZE THE ROLE AND IMPORTANCE OF AGENCY LAW AND EMPLOYMENT LAW AS THEY RELATE TO THE CONDUCT OF BUSINESS.

- Objective 1 Identify the nature of an agency relationship and discuss the ways agency relationships may be created and terminated.
- Objective 2 Explain the duties agents and principals owe each other.
- Objective 3 Demonstrate an understanding of employee rights (job interview, drug testing, background checks, justified and unjustified discrimination, laws affecting minors and collective bargaining).
- Objective 4 Identify legislation and agencies that regulate employment rights, conditions and worker benefits (Americans with Disabilities Act, Occupational Safety and Health Act, Fair Labor Standards Acts, Equal Employment Opportunity Commission and unemployment compensation).

STANDARD 10

STUDENTS WILL UNDERSTAND AND DESCRIBE THE MAJOR TYPES OF BUSINESS ORGANIZATIONS.

- Objective 1 Identify and discuss the advantages and disadvantages of business organizations: sole proprietorship, partnership, limited partnership, corporation (profit and non-profit; privately and publicly held, stock/shareholder), franchise and limited liability company.
- Objective 2 Understand how bankruptcy affects business.
 - 1. Describe the types of bankruptcy: Chapter 7 – Liquidation, Chapter 11 - Reorganization, Chapter 13 - Reorganization of Debts.
 - 2. Know what items may not be discharged in a bankruptcy.



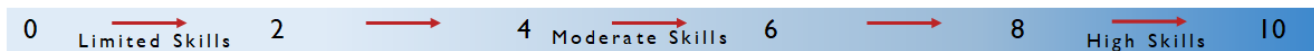
Business Law Performance Standards (Optional)

Performance assessments may be completed and evaluated at any time during the course. The following performance skills are to be used in connection with the associated standards and exam. To pass the performance standard the student must attain a performance standard average of **8 or higher** on the rating scale. Students may be encouraged to repeat the objectives until they average **8 or higher**.

Students Name _____

Class _____

PERFORMANCE RATING SCALE



STANDARD 3 Court System

Score:

- Analyze court decisions relating to current social and legal issues.
 - Analyze a resolved, current (within 10 years) business law case from a source other than the textbook.
 - Identify the law classification, issue, and question of law/facts in dispute.
 - List the material facts, parties involved (defendant, plaintiff, witnesses), principles of law used to arrive at a decision, damages sought.
 - If case has been decided, report on decision made and identify the principle(s) of law used to arrive at the decision.

STANDARD 4 Procedural Law

Score:

- Participate in a mock trial.
 - Actively participate in a mock trial by preparing for and acting your assigned part.
 - Understand the setup and expectations of behavior in a courtroom.
 - Understand the procedures of a trial (e.g. opening/closing arguments, objections, examination, judgement/verdict).
- Analyze a live or prerecorded court session.
 - Identify the law classification (criminal or civil case and the specific crime or tort).
 - Identify the issue and question of law/facts in dispute.
 - List the material facts, parties involved (defendant, plaintiff, witnesses), principles of law used to arrive at a decision, damages sought.
 - Report on decision made and identify the principle(s) of law used to arrive at the decision.



STANDARD 7 Contract Law

Score:

- Analyze a contract.
 - Identify and verify that all elements of the contract are present.
 - Explain the benefits and detriments to each party in the contract.
 - Describe any restrictions listed in the contract.
 - Analyze the contract for legality.

PERFORMANCE STANDARD AVERAGE SCORE:



Business Law Vocabulary List

STANDARD 1 – Ethics

ethics
unethical/illegal conduct

STANDARD 2 – Origin of Laws

constitution
common law
due process
statutory law
case law (court decisions)
administrative law
Bill of Rights
precedent

STANDARD 3 – Court Systems

jurisdiction (original/appellate)
grand and petit juries
juvenile court
appellate court
State courts
Federal courts

STANDARD 4 – Process of Procedural Law

Statute of Limitations
plaintiff
defendant
prosecutor
litigation
arbitration
mediation
conciliation
civil law
 complaint
 preponderance of evidence
 judgment
 civil law remedies

criminal law
 arrest
 proof beyond a reasonable doubt
 verdict
 criminal law penalties

compensatory
punitive
liquidated
nominal damages
restitution

STANDARD 5 – Criminal Law

felony
misdemeanor
infraction
crime
forgery
embezzlement
fraud
perjury
insanity
self-defense

STANDARD 6 – Tort Law

negligence
 duty of care
 breach of duty
 breach caused injury
 actual injury
liable
slander
invasion of privacy
defamation
strict liability
proximate cause
assumption of risk
tort
reasonable person standard/test



proximate cause
injunction

STANDARD 7 – Contract Laws

classification of contracts
 valid/void/voidable
 unenforceable
 express/implied
 bilateral/unilateral
 written/oral
offer and acceptance
genuine agreement
consideration
capacity
legality
pledge/gifts
benefit/detriment
assignment/delegation
performance
nondisclosure
misrepresentation
mistake
duress
undue influence
minors and contracts
majority
Statute of Frauds
discharged/terminated contracts
breach of contract
ratification

STANDARD 8 – Sales/Consumer Laws

goods
real property

risk of loss
shipment contract
destination contract
identity theft
expressed warranty
implied warranty
Uniform Commercial Code (UCC)
usury
consumer protection laws
 bait and switch
 Truth in Lending Act
price fixing
cease and desist

STANDARD 9 – Agency/Employment Laws

fiduciary
gratuitous
terms of agency
agent and principal (including duties)
independent contractor
justified discrimination
unjustified discrimination
OSHA
equal employment acts
employee rights, conditions, benefits
unemployment compensation
collective bargaining
garnishment

STANDARD 10 – Business Organizations

sole proprietorship
partnership (limited/general)
corporation (private/public/non-profit)
franchise
stock (common/preferred)
shareholder
bankruptcy (Chapter 7/11/13)