

Business Law Curriculum

P. Coombs, McGraw High School Business Education

<p>Course: Business Law</p>	<p>Standard 2: Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Standard 3a: Universal Foundation Skills: Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace.</p>			
Performance Indicators - LW DAT	Essential Questions	Essential Knowledge & Skills	Classroom Ideas	Assessment Ideas
<ul style="list-style-type: none"> ▪ Discuss the moral and ethical issues relating to the legal system we know ▪ Compare/contrast our legal system with other countries' systems ▪ Analyze and evaluate the impact of historical legislation on today's society ▪ List and identify major points of pivotal case laws discussed in class ▪ Work collaboratively with other students to problem solve and analyze cases 	<p>What is the purpose of our legal system?</p>	<ul style="list-style-type: none"> ▪ Origin of the legal system in the United States of America ▪ How ethics may be reflected in our law ▪ Impact of the Constitution ▪ Resolving disputes ▪ Implications of the Miranda ruling ▪ Crimes and torts: similarities and differences 	<p>Discussion: What's your verdict? & Law in the Media</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Amendments to the Constitution - What would you change?</p> <p>Mind Map our legal structure in NYS</p> <p>Timeline - Ralph Nader</p> <p>Coop Grps. For case analysis</p>	<p>Case for Legal Thinking: Facts, Appeal, Decision - Who should win? What is the legal reasoning that led you to this decision? Research Case law.</p> <p>Position Paper: Are we ever justified in violating the law?</p> <p>Ethics and the law: What about the honest mistake? - Arguing for the innocent and standing up for the wrong.</p>
<ul style="list-style-type: none"> ▪ List and analyze the steps to creating a legal and binding contract ▪ Discuss and evaluate the role of contracts and legal business as it relates to minors and the law ▪ Explain the ramifications for breaching a contract ▪ Work collaboratively with other students to problem solve and analyze cases 	<p>When is a contract necessary?</p>	<ul style="list-style-type: none"> ▪ Components of a legal and binding contract ▪ Duress and undue influence ▪ Making promises vs. contracts ▪ Minors and the law: What constitutes a contract ▪ Illegal contracts ▪ Written contracts 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Role Play - Teams Negotiate</p> <p>Discuss experiences with promises and contracts</p> <p>Mind Map for Breach of Contract</p>	<p>Prepare and write arguments to support your opinion regarding advertising claims.</p> <p>Create a contract</p> <p>Practice the principle of comity with another country.</p>

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Performance Indicators	Essential Questions	Essential Knowledge & Skills	Classroom Ideas	Assessment Ideas
<ul style="list-style-type: none"> ▪ Work collaboratively with other students to problem solve and analyze cases ▪ Identify and explain how the UCC governs the sale of goods ▪ Distinguish between payment, delivery, and transfer of title of goods ▪ Compare and contrast the various methods of acquiring property ▪ Discuss trade practices that are prohibited ▪ Explain liability ▪ Evaluate how the law affects premarital and marital relationships 	<p>How are laws reflected in our personal lives?</p>	<ul style="list-style-type: none"> ▪ Teenagers and obligations ▪ Breaching contracts - what are the options ▪ Shopping and contracts ▪ Transferring ownership of goods ▪ Protecting consumers ▪ The relationship between law and marriage 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Contracts on the web - eBay</p> <p>Jigsaw a "Buyer Beware" List</p> <p>Analyze the "fine print" on sales receipts</p> <p>Product Liability - who is at fault? - Group Research on cases</p> <p>Compare State by State Marriage laws by age/gender</p> <p>The law and marriage - how does it affect you?</p>	<p>Create an employment contract for a small business</p> <p>Create "fine print" that is appropriate and legal for use in a small business</p> <p>Research, analyze, and review in writing historical cases relating to product liability</p> <p>Case for Legal Thinking: Ivana Trump v. Donald Trump - practice judging with review, discussion, and decisions</p>
<ul style="list-style-type: none"> ▪ Work collaboratively with other students to problem solve and analyze cases ▪ Identify and explain the forms of property and the limitations ▪ Compare and contrast the Adv./Disadv. Of ownership ▪ Explain and discuss how bailment arises and ends ▪ Describe and distinguish licenses and easements ▪ Explain "reasonable care" as it relates to your real property ▪ Compare/Contrast social insurance 	<p>How can laws protect my personal assets?</p>	<ul style="list-style-type: none"> ▪ Laws governing purchases ▪ Creating bailment ▪ Proving ownership ▪ Determining to own or lease a home, property of other asset of value ▪ Protecting your property ▪ Purpose and use of wills 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>eBay - transference of ownership</p> <p>Table the features and types of co-ownership</p> <p>Classify your assets as real or personal</p> <p>Discuss your legal responsibility of maintaining your property</p> <p>What insurance do you need?</p>	<p>Prepare a real estate advertisement to sell your house, property or both.</p> <p>Prepare an advertisement to sell one of your personal possessions.</p> <p>Prepare a Tenant agreement</p>

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<ul style="list-style-type: none"> ▪ Work collaboratively with other students to problem solve and analyze cases ▪ Explain agency relationship ▪ Examine and discuss the scope of agency authority ▪ Describe the fiduciary responsibilities of an agent ▪ Analyze the purpose of groups such as OSHA ▪ Define and explain "hostile" environments ▪ Explain and analyze workers' compensation 	<p>How can the legal system impact you as a business owner?</p>	<ul style="list-style-type: none"> ▪ Creating agency relationships ▪ Deciding if you have been an agent ▪ Laws and regulations in the workplace ▪ Unionization - pros and cons ▪ Protection from employment discrimination ▪ Promoting safer workplaces 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Movie Norma Rae</p> <p>Compare and Contrast the advantages and disadvantages of unionization</p> <p>Bartering</p> <p>Hostile Environments - What can you do as an employee and employer? - Jigsaw Speaker</p>	<p>Create an argument for the Union in Norma Rae</p> <p>Create an argument for the management in Norma Rae</p> <p>Evaluate your employment application - what could improve to protect you from employment discrimination</p> <p>Log on to the US Dept of Labor and review the OSHA Act of 1970 - What does it say to you?</p> <p>Review: Tolbert v. Martin Marietta Corporation</p>
<ul style="list-style-type: none"> ▪ Work collaboratively with other students to problem solve and analyze cases ▪ Identify and analyze the different forms of business ownership ▪ Analyze Adv./Disadv. Each type ▪ Discuss and analyze the importance of the different businesses in our own community ▪ Discuss ways that government regulation in businesses has affected each of us 	<p>Why would I choose one form of business ownership over another?</p>	<ul style="list-style-type: none"> ▪ Sole proprietorships, partnerships, corporations, franchises, and cooperatives - advantages, disadvantages of each ▪ Young entrepreneurs and partnerships ▪ Local businesses: What do they produce and how does in contribute to our society ▪ Which small businesses locally fit us best? ▪ Historical decisions impacting the regulation of business 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Role Play - Different lawsuits with different forms of ownership - liability?</p> <p>Research and visit a local business</p> <p>Outline the possibilities for an LLC - what businesses might fit this outline?</p> <p>What is the role of government in business - how has recent legislation with MP3's affected the recording industry?</p>	<p>Research and design a partnership agreement with two other persons in class. Develop responsibilities and ownership as it relates to the business.</p> <p>Create a formal contract for a sale in your business</p> <p>Research existing regulations for businesses and write a reaction paper with your opinion regarding one regulation as discussed in class</p> <p>Select a major agency who regulates and identify a historical case that influenced the agency</p>

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<ul style="list-style-type: none"> ▪ Work collaboratively with other students to problem solve and analyze cases ▪ Explain the importance of commercial paper ▪ Discuss and analyze when and how commercial paper affects each of us ▪ Identify when an instrument is negotiable ▪ Analyze the rights and duties involved in EFT's ▪ Explain the rights of debtors and creditors ▪ Discuss liens and their purpose ▪ Comparing bankruptcy with other alternative 	<p>What are the legal implications of borrowing money and paying bills?</p>	<ul style="list-style-type: none"> ▪ Borrowing money - pros, cons, and options ▪ The Euro and buying power in the future ▪ Business transactions and the implications of community paper ▪ Secured and unsecured loans ▪ Credit ratings and credit history - how they affect potential buyers and the ability to purchase goods and services 	<p>Discussion: What's your verdict?</p> <p>Case analysis - Where do you stand? - Defending your opinions</p> <p>Jigsaw - Credit Cards - The good, the bad, and the real pay off</p> <p>Alternatives to credit cards</p> <p>Role play - Borrowing money and paying bills</p> <p>Researching and discussing options for getting a college education</p> <p>Secured/Unsecured flowchart</p> <p>Speaker</p>	<p>Create a monthly budget</p> <p>Research and compare credit card applications and rules</p> <p>Research and compare ways to finance a house, a car, or your education</p>

Learning Standards for Career Development and Occupational Studies

Standard 1: Career Development

Students will be knowledgeable about the world of work, explore career options, and relate personal skills, aptitudes, and abilities to future career decisions.

Standard 2: Integrated Learning

Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings.

Standard 3a: Universal Foundation Skills

Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace.

Standard 3b: Career Majors

Students who choose a career major will acquire the career-specific technical knowledge/skills necessary to progress toward gainful employment, career advancement, and success in postsecondary programs.