



Hamburg Area School District

Course Guide

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|---------------------------|---------------------------------------------------------------------------------------------|
| Name: | Business Law 522 |
| Grade(s): | 10-12 |
| Length: | <i>Place an X next to the correct option</i> |
| | Full-Year (180 Sessions) |
| X | Semester (90 Sessions) |
| | Quarter (45 Sessions) |
| | Other (Specify): |
| Text: | Law for Business and Personal Use, 16th Ed. South-Western, Thomson John Adamson, 2004 |
| Date Approved or Updated: | 2020-2021 |

Description: Business Law will cover the student's relationship to law as a minor, as a consumer, and as a citizen in our society. Students will look at the basic criminal and civil wrongs people commit, the law enforcement, and the court systems involved. The many areas of contract law will be introduced as well as sales agreements and personal agreements.

**Hamburg Area School District
Course Plan
Business**

**Course Name: Business Law
Unit: Our Laws**

Time Line: 2 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| When you hear the word “law” what is the first thought that comes to your mind? What do you already know about the law? What do you want to learn about the law? | Identify what the law means to you. Describe your feelings towards the law, and discuss how you think you have come to those conclusions. | 3.1.12 A 3.1.12 D 1.6.11 A 1.6.11 F |
| What is the law? Why do we need the law and the court system? What is the origin of our legal system? | Explain the strategies in the evolution of the law. Describe the differences between common law and positive law. Describe the difference between law courts and equity courts. | 3.1.12 A 3.1.12 D 1.6.11 A |
| What are the sources of our law? What happens when laws conflict? | Explain how constitutional, statutory, case, and administrative laws are created. Explain how to resolve conflicts between constitutions, statutory, case, and administrative laws. | 3.1.12 A 3.1.12 D 1.1.11 E 1.1.11 D |
| Describe the main types of laws. | Describe the difference between criminal and civil, substantive and procedural, and business and other forms of law. | 3.1.12 A 3.1.12 D 1.1.11 E 1.1.11 D |

**Hamburg Area School District
Course Plan
Business**

**Course Name: Business Law
Unit: Ethics and Our Law**

Time Line: 2.5 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|-------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| Do you consider yourself to be an ethical person? How do you define ethics? | Define ethics. Describe the three elements that make up the definition of ethics. Describe business ethics. Compare and contrast ethics and business ethics. | 3.1.12 A 3.1.12 D 3.6.12 C 1.6.11 A |
| Should we base our ethical decisions on consequences? | Explain the basic forms of ethical reasoning (consequence-based and ethical rules). Identify ways in which people use consequences or ethical rules to determine how they will react to an ethical situation. | 3.1.12 A 3.1.12 D 3.6.12 C |
| How do our laws reflect ethics based on consequences? What is the ethical justification for a law? | Explain how our laws reflect ethics based on consequences and ethics based on reasoning. | 3.1.12 A 3.1.12 D 3.6.12 C 1.1.11 E 1.1.11 D |
| Why are we obligated to obey laws? Are we ever justified in violating the law? | Discuss why we are obligated to obey laws. Explain a time when it would be acceptable to violate a law (if ever)? | 3.1.12 A 3.1.12 D 3.6.12 C 1.6.11 A |

**Hamburg Area School District
Course Plan
Business**

**Course Name: Business Law
Unit: Our Criminal Laws**

Time Line: 2.5 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| What are crimes? List at least four business-related crimes. | Define the elements present in all crimes. Explain how duty, violation of duty, and criminal intent are elements on a crime. | 3.1.12 A 1.6.11 F 1.1.11 E |
| How would you classify crimes in our court system? What is the difference between a felony and a misdemeanor? | Describe crimes that commonly occur in the business environment. Explain the difference between a felony and a misdemeanor. | 3.2.12 C 3.2.12 D 3.1.12 A 1.1.11 D |
| What are the rights of an individual in the event that they are arrested? | Know the rights a person has when he/she is arrested. Recognize a person's potential criminal liability for the actions of others. | 3.2.12 C 3.1.12 A 1.6.11 F |
| List the six defenses that an individual could claim in a criminal case. | Understand the justifiability of the common defenses to criminal charges. Describe the punishments for crimes. | 3.2.12 C 3.1.12 A 1.1.11 D 1.1.11 E |

**Hamburg Area School District
Course Plan
Business**

**Course Name: Business Law
Unit: Sales Contracts**

Time Line: 2 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| What is a sale? | Define sale and explain how the UCC governs the sale of goods. Identify unconscionable contracts and contracts of adhesion. | 3.2.12 D 3.6.12 B 1.6.11 D |
| Must delivery and payment be made at the same time? | Distinguish between payment, delivery, and transfer of title of goods. | 3.2.12 D 3.6.12 B |
| What are the results of ownership? What is the difference between a merchant and a casual seller? | Discuss the benefits and burdens of ownership of property. Compare the various methods of acquiring property. Explain the unique role of merchants and why and how they are treated specially by the law. | 3.2.12 D 3.6.12 B 3.8.12 B |
| When is a signed writing not required under the statute? | Explain the need for statute of frauds. Discuss the instances in which the statute of frauds will be applied. | 3.2.12 D 3.6.12 B |

**Hamburg Area School District
Course Plan
Business**

**Course Name: Business Law
Unit: Consumer Protection**

Time Line: 3 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| Why does the law protect consumers? | Explain why and how the law focuses on the protection of consumers. | 3.1.12 E 3.8.12 A 1.6.11 D |
| Why is it important to have protection against unfair trade practices? | Discuss the trade practices that are prohibited by the consumer law. Explain the guidelines that are set up by the FTC. | 3.8.12 B 3.8.12 A 1.6.11 D |
| How does the state and local government protect us as consumers? What is product liability? | Discuss the contribution of local and state governments to consumer protection. Define product liability. Explain how strict liability law can protect consumers injured by defective products. | 3.8.12 B 3.8.12 A 1.6.11 F |
| What are express and implied warranties? List pros and cons of warranties. | Distinguish between implied and express warranties and explain the protection they provide. Explain the warranty of merchantability and how it may be limited or excluded. Differentiate between full and a limited warranty. | 3.8.12 B 3.8.12 A |

**Hamburg Area School District
Course Plan
Business**

Course Name: Business Law

Unit: Legal Considerations in Marriage and Divorce

Time Line: 3 cycles

BIG Ideas

| Essential Content/Essential Questions | Performance Objectives | Standards/Anchors |
|------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| What does marriage mean to you? | Discuss how the law affects premarital and marital relationships. Explain the uses of prenuptial agreements. | 3.8.12 B 3.8.12 A 1.6.11 D |
| What rights to married couples have? Why do people get married? | Name the rights and duties of husbands and wives. | 3.6.12 C 3.8.12 B 3.8.12 A 1.6.11 D 1.6.11 F |
| When is it acceptable to get a divorce? | Discuss ways other than divorce by which marriages can end. Identify grounds for a traditional and a no-fault divorce. | 3.8.12 B 3.8.12 A 1.6.11 D |
| What are the topics handled during a time of separation or divorce? How does the Marriage and Divorce Act affect a child or children? | Name topics usually covered in a separation agreement. Recognize the five main factors that are considered in awarding child custody in the event of a divorce. | 3.6.12 C 3.8.12 B 3.8.12 A 1.6.11 D |