

WASHTENAW COMMUNITY COLLEGE
COURSE-SYLLABUS APPROVAL FORM (CSAF)

For help screens, select a field and press F1

SECTION I. COURSE SUBMISSION INFORMATION

1. **Course:** (Enter proposed discipline, number & title here. If changing the number or title of an existing course, give old number or title in box 4 below.)
Discipline/No: BMG 122 **Title:** Business Law II

Division Code: BUS Department Code: BUSD Effective Term: 2000

2. **Type of Approval:** (applies to both new courses and changes)
 Full Approval
 Conditional Approval
 This proposal previously received conditional approval for the Term: _____

3. **Reason for Submission:** This Course is being submitted for: (check all that apply)
 New Course Approval (Skip the rest of Section I and go directly to Section II.)
 Five-year Syllabus Review No changes to course
 Major Change(s)
 Minor Change(s) (If not due for review, submit sections I, II, and revised parts of Section III.)
 Reactivation of Inactive Course
 Inactivation (Submit Sections I and II only.)

4. **Change Information:** (Check all that apply. Make proposed changes in Section III, Course Syllabus.)

Minor Changes <input type="checkbox"/> Course Discipline/Number (was _____) <input type="checkbox"/> Course Title (was _____) <input checked="" type="checkbox"/> Course Description <input type="checkbox"/> Capacity (was: _____) <input type="checkbox"/> Pre or Corequisites <input type="checkbox"/> Course Objectives (minor changes) <input type="checkbox"/> Distribution of Contact Hours (contact hours were: lect: _____ lab _____ clin _____ exp _____) <input type="checkbox"/> Distance Learning - minor (Attach Preliminary Approval Form for Distance Learning & the Section Handout.) <input type="checkbox"/> Other _____	Major Changes (Major changes will be reviewed by Curriculum Committee.) <input type="checkbox"/> Credit hours (credits were: _____) <input type="checkbox"/> Core Elements: (Elements to be added: <u>Keep 7,8,9,10</u>) (Elements to be removed: <u>1,11,22,23</u>) <input type="checkbox"/> Grading <input type="checkbox"/> Course Objectives (major changes) <input type="checkbox"/> Total Contact Hours (total contact hours were: _____) <input type="checkbox"/> Honors (Attach Honors Section Approval Form.) <input type="checkbox"/> Distance Learning - major (Attach Preliminary Approval Form for Distance Learning & the Student Handout for the Distance Section.) <input type="checkbox"/> Other _____
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5. **Rationale for changes:**
Course description describes relationship to other offerings.

SECTION II. COURSE REVIEW INFORMATION AND SIGNATURES

1. **Department Review** (To be completed by department chair; if recommendation is no, initial and return to preparer with rationale attached.)

Will significant new resources be required? yes no (If yes, explain _____)
Have departments that may be affected by this course been consulted? yes no (Explain _____)
Does the department support approval of this course? yes no

Print: Cheryl Gracie Faculty/Preparer Signature: _____ Date: 12/17/2000
Print: Granville Lee Department Chair Signature: _____ Date: 12/18/2000

2. **Division Review** (To be completed by division dean; if recommendation is no, initial and return with rationale attached.)

Will significant new resources be required? yes no (If yes, have they been secured? yes no)
Is this a curricular priority for your division? yes no (Comment _____)
What is your estimate of projected enrollment? _____

Recommendation Yes No
Division Dean's Signature: _____ Date: 12/15/00

3. **Curriculum Committee Review** (Attach additional comments if necessary.)

Recommendation Yes No
Curriculum Committee Chair's Signature: _____ Date: _____

4. **Vice President for Instruction and Student Services Approval** (Attach additional comments if necessary.)

Approval Yes No
Vice President's Signature: _____ Date: 1/15/01

Data File: 4/1/01 ACS Code: 21 Catalog File Date: 4/1/01 CIF File Date: 4/1/01
Core Elements Approved: 7, 8, 9, 10 New Syllabus Date: _____

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SECTION III. COURSE SYLLABUS

For help screens, select a field and press F1.

A. COURSE DETAILS (discipline # and title will automatically be entered in 1 and 2 below upon saving or previewing)

1. Course Discipline & No.: <u>BMG 122</u>		2. Course Title: <u>Business Law II</u>	
3. Course Description: Text and case study of agency relationships, (including employment), formation and operation of partnerships, formation and operation of corporations, security laws, sales agreements, consumer rights, secured transactions, bankruptcy, computer law and international law. This course, when taken with BMG 111, Business Law I, provides an in depth study of legal issues affecting business. Students are expected to make use of computer technologies to learn in both an individual and collaborative environment using the Internet.			
4. Credit Hours: <u>3</u> If Variable credit, Give Range: <u> </u> to <u> </u> If repeatable for credit, how many times? <u> </u>	5. Class Capacity: <u> </u> (If nonstandard, attach Class Capacity Exception form.)	6. Course Options: <input checked="" type="checkbox"/> Distance learning (Attach preliminary distance approval form and Section Handout.) <input type="checkbox"/> Honors (Complete Part G.) <input type="checkbox"/> P/NP Grading (Attach rationale.)	
7. Contact Hours per Semester in: Lecture: <u>45</u> Lab: <u> </u> Clinical: <u> </u> Experiential: <u> </u> Total Contact Hrs: <u> </u>	8. Prerequisite(s): <u>BMG 111</u> <u> </u> <u> </u>	9. Corequisite(s): (limit to 2) <u> </u> <u> </u>	
10. a. Course Purpose: <input type="checkbox"/> Program Specialty <input checked="" type="checkbox"/> Program Support <input type="checkbox"/> Nonprogram Specialty <input type="checkbox"/> Transfer <input type="checkbox"/> Enrichment <input type="checkbox"/> Basic Skills	b. Is this course a requirement for a program? <input type="checkbox"/> Yes (specify the program(s) below) <u> </u> <u> </u> <input checked="" type="checkbox"/> No	c. Indicate schools to which you want Curriculum Services to send syllabus: (If transfer is approved, attach documentation.) <input type="checkbox"/> EMU <input type="checkbox"/> UM <input type="checkbox"/> Other <u> </u>	

B. MAJOR INSTRUCTIONAL UNITS A major instructional unit is a grouping of topics that naturally relate to one another. List in order the major instructional units. Add additional numbers as needed.

1. Sales Transactions
2. Warranties, Product Liability and Consumer Law
3. Secured Transaction & Bankruptcy
4. Forms of Business
5. Securities Regulation
6. Agency
7. Employment
8. International Law
9. Cyberlaw in the Legal Environment

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C. CORE ELEMENT INFORMATION

1. Core Element Submission Information: (Please check all that apply)

- This course has been previously approved for core elements. List **previously** approved core elements: 1, 7, 8, 9, 10, H, 22, 23
- Please review this course for core elements marked in part 2 below. (Mark only core elements being added or those needing review because of proposed major changes to the course.)
- This course does not meet any core elements. Explain _____

2. Proposed Core Element(s): (Mark the boxes of only the elements to be reviewed at this time. For detailed information on the criteria for determining whether a course meets a core element, refer to the Core Element Annotations in the Curriculum Manual.)

- | | |
|--|--|
| <ul style="list-style-type: none"> <input type="checkbox"/> 1. To read and listen in a critical and perceptive way; to speak in an organized, clear, and effective manner. <input type="checkbox"/> 2. To use information sources and information gathering techniques; to cite sources when producing written communications. <input type="checkbox"/> 3. To develop, organize, and express thoughts in writing using Standard English. <input type="checkbox"/> 4. To apply basic mathematics through the level of elementary algebra. <input type="checkbox"/> 5. To represent and solve problems using mathematical techniques. <input type="checkbox"/> 6. To interpret elementary descriptive statistics. <input type="checkbox"/> 7. To comprehend and use concepts and ideas. <input type="checkbox"/> 8. To develop, express, test, and evaluate ideas. <input type="checkbox"/> 9. To analyze problems, develop solutions, and evaluate results in a clear, logical, and consistent manner. <input type="checkbox"/> 10. To distinguish between fact and opinion; to recognize biases and fallacies in reasoning. <input type="checkbox"/> 11. To use computer systems to achieve professional, educational, and personal objectives. <input type="checkbox"/> 12. To apply the protocols of computer use and respect the legal and other rights of individuals or organizations. <input type="checkbox"/> 13. To be aware of the artistic experience in personal and cultural enrichment, growth, and communication. | <ul style="list-style-type: none"> <input type="checkbox"/> 14. To be aware of the nature and variety of the human experience through the methods and applications of the humanities <input type="checkbox"/> 15. To understand the basic principles of scientific inquiry. <input type="checkbox"/> 16. To have a knowledge of basic human biological principles, including those related to wellness. <input type="checkbox"/> 17. To understand the basic principles of the natural sciences, and their relationship to the environment. <input type="checkbox"/> 18. To understand the basic principles and applications of technology. <input type="checkbox"/> 19. To understand the principle of integrating technological elements into systems. <input type="checkbox"/> 20. To understand the relationship of technology to individuals, society, and the environment. <input type="checkbox"/> 21. To understand the methods and applications of the social sciences in exploring the dynamics of human behavior. <input type="checkbox"/> 22. To understand those principles and values, including individual rights and civic responsibilities, which maintain and enhance democracy and freedom in a pluralistic society. <input type="checkbox"/> 23. To have a working knowledge of the history, structure, and function of American social, political, and economic institutions. <input type="checkbox"/> 24. To be aware of the contemporary global community, especially its geographical, cultural, economic, and historical dimensions. |
|--|--|

DIRECTIONS: Each core element marked above must be included in the appropriate core element boxes next to the course objectives in SECTION D which directly support that core element.

3. Courses That Partially Satisfy A Core Element In Combination With Other Courses:

- If this course is part of a combination of courses that together meet a core element, mark this box. The courses must all be submitted and reviewed together for core element approval.

Other course(s) required _____

Dean's Comments:

Curriculum Committee's Comments:

Vice President's Comments:

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D. INSTRUCTIONAL OBJECTIVES AND CORE ELEMENTS SUPPORTED

DIRECTIONS: (These Units should match those listed in Section B.) Use student outcome based language. (Example: The student will develop and support a thesis in an essay.) If the objective is being used to directly support a core element, write the core element number in the box to the right. If needed, additional information on how the core element is to be met and/or assessed for accomplishment can be included under the objective. If desired you may add a section of "overall course objectives" which are not associated with a specific unit. This may be particularly helpful for addressing core elements.

Overall Course Objectives

Core Elements

Students will build on skills acquired in BMG 111 to...

- | | | | | |
|--|--|-----|--------------|--|
| <ol style="list-style-type: none"> 1. Recognize and describe the fundamental legal principles involved in the following areas of law <ol style="list-style-type: none"> a. Sales Transactions b. Warranties and Product Liability c. Consumer Law d. Secured Transactions e. Forms of Business f. Securities Regulation g. Agency h. Employment i. International Law j. Cyberlaw in the Legal Environment 2. Apply fundamental legal principles, (referred to in item 1 above), to hypothetical case discussions to determine the potential legal liability of the parties involved and make recommendations for protective action. 3. Discuss applications with other students in order to consider critically the alternative viewpoints, (including identification of biases and fallacies in reasoning), and potential for legal dispute. 4. Research the answer to a legal question involving an area of business law not specifically covered in BMG 111 or this course using readily available community legal resources, including those available on the Internet. | <table border="1" style="width: 100px; height: 100px; border-collapse: collapse;"> <tr> <td style="text-align: center; vertical-align: top;">7,8</td> </tr> <tr> <td style="text-align: center; vertical-align: top;">7,8,9,
10</td> </tr> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> </table> | 7,8 | 7,8,9,
10 | |
| 7,8 | | | | |
| 7,8,9,
10 | | | | |
| | | | | |

Unit Objectives

Unit #1 Sales Transactions

- | | | | | | | |
|---|--|--|--|--|--|--|
| <ol style="list-style-type: none"> # 1 Explain the scope of the UCC's Article (on sales of goods) and Article 2A (on leases of goods). # 2 Describe the ways in which the UCC changes the common law of contracts with respect to contract formation # 3 Identify rules that apply only to contracts between merchants # 4 Define various contract terms that help to determine when the risk of loss passes from a seller or lessor to a buyer of lessee. # 5 Describe when each party to a sales or lease contract has an insurable interest in the goods. | <table border="1" style="width: 100px; height: 100px; border-collapse: collapse;"> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> <tr> <td style="text-align: center; vertical-align: top;"> </td> </tr> </table> | | | | | |
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- # 6 Describe the performance obligations of sellers and lessors under the UCC
- # 7 Describe the perfect tender rule, and identify and discuss its exceptions
- # 8 Describe the performance obligations of buyers and lessees under the UCC
- # 9 Explain the options available in the event that one of the parties to a sales or lease contract repudiates the contract prior to the time for performance.
- # 10 Identify and describe the remedies available to the nonbreaching party when a sales or lease contract is breached.

Unit #2 Warranties, Product Liability and Consumer Law

- # 1 Describe the types of warranties that may arise in a sales or lease transaction
- # 2 List the requirements for an action in strict product liability and apply to hypothetical case situations.
- # 3 Describe the defenses that can be raised against product liability claims
- # 4 Identify and explain the specific ways in which consumers are protected against deceptive advertising and sales practices
- # 5 Explain how the government protects consumers who are involved in credit transactions.

Unit #3 Secured Transaction & Bankruptcy

- # 1 Explain how and way security interests are perfected
- # 2 Describe how priority disputes among creditors are decided.
- # 3 Identify the various remedies available to creditors and explain how and when creditors use these remedies to collect debts.
- # 4 Identify and explain the typical steps in a bankruptcy proceeding
- # 5 Compare and contrast the types of relief available under Chapter 7, Chapter 11, Chapter 12, and Chapter 13 of the Bankruptcy Code.

Unit #4 Forms of Business

- # 1 Define the major traditional forms of business organizations
- # 2 Compare the advantages and disadvantages of doing business as a sole proprietorship, a partnership, and other forms of business organizations
- # 3 Explain why limited liability companies and partnerships are attractive to businesspersons
- # 4 Compare the major characteristics of the following business organizational forms: joint ventures, syndicates, joint stock companies, business trusts, and cooperatives.

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- # 5 Explain how a franchising relationship arises and define the terms franchise, franchiser, and franchisee.
- # 6 Describe the essential elements of a partnership
- # 7 Describe the basic characteristics of the corporate entity
- # 8 Describe the role of corporate directors and officers
- # 9 Identify and explain the rights of shareholders, including the right to bring a derivative suit.
- # 10 Describe the phases of corporate termination

Unit #5 Securities Regulation

- # 1 Define what is meant by the term securities
- # 2 Describe the purpose and provisions of the Securities Act of 1933
- # 3 Explain the purpose and provisions of the Securities Exchange Act of 1934
- # 4 Identify federal laws that specifically regulate investment companies
- # 5 Identify the major features of state securities law and compare them to federal

Unit #6 Agency

- # 1 Describe the duties that agents and principals owe to each other.
- # 2 Describe the liability of the principal and the agent with respect to third parties

Unit #7 Employment

- # 1 Distinguish between employees and independent contractors
- # 2 Discuss the employment-at-will doctrine
- # 3 Describe the major laws relating to health and safety in the workplace
- # 4 Identify and describe the types of discrimination that are prohibited by federal laws
- # 5 List and describe the three major federal statutes that prohibit employment discrimination
- # 6 Distinguish between disparate-treatment discrimination and disparate-impact discrimination
- # 7 Summarize the remedies available to victims of employment discrimination
- # 8 Discuss how employers can defend against claims of employment discrimination

Unit #8 International Law

- # 1 Identify and discuss some basic principles and doctrines that frame international business transactions

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- # 2 Describe some ways in which U.S. businesspersons do business internationally
- # 3 Explain how parties to international contracts protect against various risks through contractual clauses and letters of credit
- # 4 Discuss how specific types of international business activities are regulated by governments
- # 5 Provide examples of the extraterritorial application of certain U.S. laws

Unit #9 Cyber law in the Legal Environment

- # 1 Describe the circumstances in which a court can exercise jurisdiction over a party who conducts business over the Internet
- # 2 Discuss the limits that the Constitution imposes on government restriction of Web site access and content
- # 3 Provide examples of laws that can be applied to criminal and tortuous acts in cyberspace
- # 4 Describe the legal protections that exist for trademarks, copyrights, and other intellectual property existing in digital form
- # 5 Describe the legal framework for transacting business in cyberspace

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E. INSTRUCTIONAL METHODS AND EVALUATION

1. Instructional Methods: (Check the appropriate boxes and describe as needed.)

- Lecture/Discussion _____
- Field Trips _____
- Clinical Instruction _____
- Team Assignments _____
- Self-Paced Learning _____
- Telecourse _____
- Internet Instruction _____
- Video Seminar _____
- Computer Simulations _____
- Laboratory Assignments _____
- On-Site Work Experience _____
- Interactive TV _____
- Other Case Analysis for each instructional unit

2. Evaluation Criteria:

- Attendance _____
- Quizzes _____
- Class Discussion _____
- Tests _____
- Papers _____
- Midterm _____
- Portfolio _____
- Final Exam _____
- Projects Internet research project of legal question
- Home Work _____
- Reports _____
- Presentations _____
- Clinical/Work _____
- Performances _____
- Other Case Analysis: Legal analysis of hypothetical situation

3. Attendance Requirements: (For Certification or nonevaluative purposes.)

F. EQUIPMENT, FACILITIES, TEXTS, MATERIALS, AND SUPPLIES

1. Special Equipment/Facilities : (Check the appropriate boxes and describe as needed.)

- Lab equipment _____
- Testing Center _____
- LRC Reserves book & study guide
- Student Competitions _____
- Computers homework assigned
- Off-Campus Sites _____
- CD ROM _____
- Student Tutors _____
- Field Trips _____
- Distance Learning Classroom _____

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Other Computer teaching station with data projector connected to Internet and loaded with Netscape and Adobe Acrobat reader

2. Texts: (Please indicate if no text is required.)

Title: Business Law Today, Fifth Edition
Author: Miller & Jentz Copyright Yr: _____
Publisher: West Publishing Est. Cost: _____

Title: Studyguide to above is optional
Author: _____ Copyright Yr: _____
Publisher: _____ Est. Cost: _____

Title: _____
Author: _____ Copyright Yr: _____
Publisher: _____ Est. Cost: _____

Title: _____
Author: _____ Copyright Yr: _____
Publisher: _____ Est. Cost: _____

Title: _____
Author: _____ Copyright Yr: _____
Publisher: _____ Est. Cost: _____

Other Texts: _____

3. Supplies and/or Uniforms Student will have to Own or Acquire for Course:
(e.g. calculators, uniforms, tools, and software, etc., excluding pen, pencil, paper, or textbooks.)

Descriptions	Cost Estimates
_____	_____
_____	_____
_____	_____

4. Reference Materials Students Will Use:
(e.g. journals, books, manuals, maps, LRC reserves, etc.)

5. Audio/Visual and Computer Materials Students Will Use:
(e.g. films, video tapes, slides, audio tapes, software, CDs, etc.)

Title	Source
Access to computer & Internet for homework	WCC computer labs.
_____	_____
_____	_____
_____	_____
_____	_____

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