

**District Overview:**

The overarching goal of the business department is to prepare students for the many places of their personal and professional lives. A basic understanding of the language of business and technology can drastically improve understandings and decision making for life choices. In the curriculum, students will not only be exposed to basic business concepts, but also the skills of presentation, critical thinking, teamwork, creativity, and other skills in high demand. The department will provide a myriad of experiential learning through interactions with experts in the field, location visits, simulations, industry certifications, and real-world problems taken from the business community. By infusing our curriculum with these real-world experiences, we can provide meaningful learning experiences that allow students to take ownership in their learning.

**Business and Consumer Law Description:**

Business and Consumer Law makes real-world connections through practical information about the U.S. legal system and regulations affecting businesses, families, and individuals in their related roles. A knowledge of business and consumer law is useful for all students because all students eventually assume roles as citizens, workers, and consumers in their communities and in society at large.

Students will explore areas such as ethics, criminal and civil law, consumer protection and contract law. This course strives to empower students to be active, engaged citizens by equipping them with practical, relevant content that they can use in their daily lives, while developing skills that are important for workplace success.

**Units:**

- Unit 1: What is Law?
- Unit 2: Contract Law
- Unit 3: Consumer Law



<b>Subject:</b> Business and Consumer Law	<b>Grade:</b> 11-12	<b>Suggested Timeline:</b> 6 Weeks
<b>Unit Title:</b> What is Law?		
<b>Unit Overview/Essential Understanding:</b> This unit introduces the fundamentals of the U.S. legal system, including the basics of law, such as criminal, civil, and tort law. In addition, the court system is examined, which is a foundation for forthcoming chapters. Students will learn the process of ethical decision making and expand into a study of how ethics and law differ while gaining an insight into how the legal system works. The unit will then introduce the criminal law system in the United States and outline classifications and types of crimes. The unit will end by introducing intentional and unintentional torts against person and property along with the concepts of liability, negligence, and risk.		
<b>Essential Questions:</b> <ul style="list-style-type: none"><li>• What are ethics and morality?</li><li>• What are the sources of law?</li><li>• What are the differences between a civil and a criminal case?</li><li>• What are the major crimes that can be committed against people and those committed against property?</li><li>• What are the differences between a tort and a crime?</li></ul>		
<b>Unit Objectives:</b> Students will be able to: <ul style="list-style-type: none"><li>• Explain the process of ethical decision making and expand into a study of how ethics and law differ</li><li>• Describe the criminal law system in the United States and outline classifications and types of crimes</li><li>• Explain intentional and unintentional torts against persons and property, along with the concepts of liability, negligence, and risk</li></ul>		
<b>Focus Standards Addressed in this Unit:</b> <ul style="list-style-type: none"><li>• 15.7.12.E - Examine the legal requirements (foreign and domestic) of operating a business</li><li>• NBEA - Business Law - Basics of the Law A - Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law</li><li>• NBEA - Business Law - Basics of the Law B - Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law</li></ul>		

- NBEA - Business Law - Basics of the Law D - Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law
- NBEA - Business Law - Basics of the Law E - Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law

**Important Standards Addressed in this Unit:**

- NBEA - Business Law - Basics of the Law C - Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law

**Misconceptions:**

- Criminal and civil court cases are the same and follow the same rules.
- Students may have a hard time differentiating between mediation and arbitration.

**Concepts/Content:**

- Ethics and Morality
- Relationship between Ethics and Law
- Five Main Sources of the Law
  - Constitutional Law
  - Common Law
  - Statutes and the Civil Law System
  - Court Decisions
  - Administrative Regulations
- International Law
- Dual Court System
  - Federal Court System
  - State Court System
- Criminal Trial Procedure
- Civil Case Procedures
- Criminal Trial Procedure

**Competencies/Skills:**

- Identify the different ethical character traits
- Explain the components of common law
- Explain the purposes of statutory law
- Identify the ways that the courts make laws
- Describe the structure of the federal court system
- Differentiate between civil and criminal cases
- Describe the steps in a civil and criminal lawsuit
- Explain the differences between categories of crime

**Description of Activities:**

- Teacher guided instruction such as ethics and morality, tort laws, etc.
- Exercises and activities from textbook that could include “Hands-On Chapter Projects”, “Study Guides”, etc.
- Exercises and activities created by the instructor such as “Crazy Laws”, “Sources of Law”, etc.
- Class discussions relating to questions such as “What is a tort?” “Criminal or Civil Cases?”, etc.

<ul style="list-style-type: none"> <li>• Classifications of Crimes</li> <li>• Criminal Law in the U.S. Legal System</li> <li>• Elements of a Crime</li> <li>• Defenses to Crimes</li> <li>• Crimes against People</li> <li>• Crimes against Property</li> <li>• Crimes Involving Business</li> <li>• Crimes against the Government</li> <li>• Crimes against Society</li> <li>• Motor Vehicle Violations</li> <li>• Nature of Tort Law</li> <li>• Intentional Torts against Persons</li> <li>• Intentional Torts against Property</li> <li>• Negligence</li> <li>• Strict Liability</li> <li>• Tort Reform</li> </ul>	<ul style="list-style-type: none"> <li>• Describe the elements and the different categories of a crime</li> <li>• Identify several special crimes that involve the use of motor vehicles</li> <li>• Distinguish between a tort and a crime</li> <li>• List the main intentional torts against people and property</li> <li>• Compare and contrast negligence and strict liability</li> </ul>	
<p><b>Assessments:</b></p> <ul style="list-style-type: none"> <li>• Formative and summative assessments to assess understanding</li> <li>• Assessments may include quizzes, practical tests, and assignments</li> </ul>		
<p><b>Interdisciplinary Connections:</b></p> <ul style="list-style-type: none"> <li>• Students will have a better understanding of their rights and responsibilities as a citizen which may be useful in other classrooms as well as outside of the classroom</li> </ul>	<p><b>Additional Resources:</b></p> <ul style="list-style-type: none"> <li>• District approved textbook and materials</li> <li>• Teacher created resources</li> <li>• Online resources</li> </ul>	

<b>Subject:</b> Business and Consumer Law	<b>Grade:</b> 11-12	<b>Suggested Timeline:</b> 6 Weeks
<b>Unit Title:</b> Contract Law		
<p><b>Unit Overview/Essential Understanding:</b> This unit introduces and develops the concept of the contract. This concept is the foundation of business law and will provide a frame of reference for students throughout this course. This unit starts by explaining the nature, elements, and requirements of a contract. Students will then study the issues of capacity, legality, and consideration – all necessary elements to a binding contract. The unit will close by studying the ways in which a contract can end and what happens when a breach of contract occurs.</p> <p><b>Essential Questions:</b></p> <ul style="list-style-type: none"> <li>• What are the differences among valid, void, and voidable contracts?</li> <li>• What are the requirements of an offer?</li> <li>• What are the requirements of an acceptance?</li> <li>• When is an offer terminated?</li> <li>• What rights does a minor have in relation to contracts?</li> <li>• What are the characteristics of consideration?</li> <li>• What are the elements of fraud?</li> </ul>		
<p><b>Unit Objectives:</b> Students will be able to:</p> <ul style="list-style-type: none"> <li>• List the elements needed to create a contract</li> <li>• Differentiate between classes of contracts</li> <li>• Compare the requirements of an offer and of an acceptance</li> <li>• Explain how offer and acceptance can create contractual rights and duties</li> <li>• Determine whether an agreement is definite enough to be enforced as a contract</li> </ul>		
<p><b>Focus Standards Addressed in this Unit:</b></p> <ul style="list-style-type: none"> <li>• NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Contract Law A - Differentiate between classes of contracts (e.g., bilateral and unilateral, express and implied, and oral and written)</li> </ul>		

- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law – Contract Law A - Explain how offer and acceptance can create contractual rights and duties
- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law – Contract Law A - Define and distinguish between different types of consideration and list the exceptions to the requirements of consideration
- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law – Contract Law A - Explain a minor’s right to void a contract
- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law – Contract Law A - List the ways a contract can be discharged
- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law – Contract Law A - Describe breach of contract and the remedies available when a contract is breached

**Important Standards Addressed in this Unit:**

- NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Contract Law A - C - Analyze the relationships between contract law, law of sales, and consumer law

**Misconceptions:**

- Contract law is easy to grasp.
- Minors are treated differently than legal adults regarding contracts.

**Concepts/Content:**

- Understanding Contract Law
- Nature of a Contract
  - Theories of Contract Law
  - Elements of a Contract
- Characteristics of a Contract
- Requirements of an Offer
- Requirements of an Acceptance
  - Unconditional Acceptance
  - Methods of Acceptance
- Termination of an Offer
- Requirements of Capacity

**Competencies/Skills:**

- Explain the nature and importance of contracts
- Identify the elements of a valid contract
- Explain the requirements of a valid offer
- Recognize the requirements of an acceptance
- Explain how offers are terminated
- Access contractual capacity
- Explain the statute of frauds and the parole evidence rule

**Description of Activities:**

- Teacher guided instruction such as nature of a contract, fraud, etc.
- Exercises and activities from textbook that could include “Hands-On Chapter Projects”, “Study Guides”, etc.
- Exercises and activities created by the instructor such as “Is it an Offer?”, “Fraud Factors”, etc.
- Class discussions relating to questions such as “What are the Elements of a Contract?”, “How are Offers Terminated?”, etc.

<ul style="list-style-type: none"> <li>○ Contractual Capacity Rules and Limitations</li> <li>○ Rights and Duties of Minors</li> <li>○ Rights and Duties of Parents and Guardians</li> <li>● Legality             <ul style="list-style-type: none"> <li>○ Effect of Illegality</li> <li>○ Agreements that Break Statutes</li> <li>○ Agreements Contrary to Public Policy</li> </ul> </li> <li>● Statute of Frauds             <ul style="list-style-type: none"> <li>○ Elements of a Written Contract</li> <li>○ Contracts That Must be in Writing</li> <li>○ Special Rules for the Interpretation of Contracts</li> </ul> </li> <li>● Legal Concept of Consideration</li> <li>● Types of Consideration</li> <li>● Ending a Contract</li> <li>● Breach of Contract</li> <li>● Transfer of Contractual Rights and Duties</li> <li>● Defective Agreements             <ul style="list-style-type: none"> <li>○ Fraud</li> <li>○ Innocent Misrepresentation</li> <li>○ Mistake, Duress, and Undue Influence</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● Define legality and illegality</li> <li>● Analyze the requirements for valid consideration</li> <li>● Define the different types of consideration</li> <li>● List exceptions to the requirements of consideration</li> <li>● Explain how and when contracts can be discharged</li> <li>● Describe the rules that apply to transfer of rights and duties</li> <li>● Explain what remedies are available when a contract is not fulfilled</li> </ul>	
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<ul style="list-style-type: none"><li>• Remedies and Damages<ul style="list-style-type: none"><li>○ Damages</li><li>○ Equitable Remedies</li></ul></li></ul>		
<p><b>Assessments:</b></p> <ul style="list-style-type: none"><li>• Formative and summative assessments to assess understanding</li><li>• Assessments may include quizzes, practical tests, and assignments</li></ul>		
<p><b>Interdisciplinary Connections:</b></p> <ul style="list-style-type: none"><li>• Students will have a better understanding of their rights and responsibilities regarding contract which may be useful in other classrooms as well as outside of the classroom</li></ul>	<p><b>Additional Resources:</b></p> <ul style="list-style-type: none"><li>• District approved textbook and materials</li><li>• Teacher created resources</li><li>• Online resources</li></ul>	





<b>Subject:</b> Business and Consumer Law	<b>Grade:</b> 11-12	<b>Suggested Timeline:</b> 6 Weeks
<b>Unit Title:</b> Consumer Law		
<b>Unit Overview/Essential Understanding:</b> This unit will describe the basic rules governing contracts for the sale of goods and the remedies available when such contracts are breached. It investigates the ways in which the law protects consumers (including with respect to personal property as well as renting or owning a home) from unfair and deceptive practices and can allocate liability.  Students will focus on consumer law and contracts such as product safety, warranties, and forms of deceptive practices. They will learn about the responsibilities of buyers and sellers in merchandising transactions. They will then learn about the rights and responsibilities associated with personal property. The law of patents, trademarks, and copyrights is highlighted, along with the study of bailments. Students will end the unit by learning about the rights of landlords and tenants in various kinds of tenancies as well as types of co-ownership and deeds involved in home ownership.		
<b>Essential Questions:</b> <ul style="list-style-type: none"><li>• What are the elements of a contract?</li><li>• What is the definition of a consumer?</li><li>• Bailment is the transfer of what kind of property and with what intent?</li></ul>		
<b>Unit Objectives:</b> Students will be able to: <ul style="list-style-type: none"><li>• List federal agencies that protect consumers</li><li>• Differentiate among the types of federal agencies and community protection agencies</li><li>• Find consumer action information</li><li>• Explain how consumers can file a consumer complaint</li><li>• Determine the average time to process a consumer complaint</li></ul>		
<b>Focus Standards Addressed in this Unit:</b> <ul style="list-style-type: none"><li>• NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Law of Sales B - List and explain the remedies of the seller when the buyer breaches the sales contract</li></ul>		

- NBEA - NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Law of Sales B - List and explain the remedies of the buyer when the seller breaches the sales contract
- NBEA - NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Law of Sales B - Discuss consumer protection legislation
- NBEA - NBEA - Business Law - Contract Law, Law of Sales, and Consumer Law - Consumer Law C - Compare and contrast the requirements for consumer contracts with the requirements for non-consumer contracts
- NBEA - NBEA - Business Law - Property Law - Personal Property A - List different methods by which property is acquired - Identify the forms of co-ownership of personal property

**Important Standards Addressed in this Unit:**

- NBEA - Business Law - Law of Sales B - Relate how express warranties, implied warranties, and the warranty of title arise, and describe how each of the warranties may be excluded or modified - State when a contract for the sale of goods must be evidenced in writing
- NBEA - Business Law - Consumer Law C - Identify and state the purpose of legislation that regulates consumer credit and electronic credit transactions - Discuss the impact of the laws of different countries on consumer protection
- NBEA Business Law - Property Law - Personal Property - State the requirements of a completed gift

**Misconceptions:**

- Downloading music from the Internet is not protected under copyrights or patents.
- Responsibilities of tenants vs. landlords.

**Concepts/Content:**

- Sales of Goods
- Title and Risk of Loss
  - Insurable Interest
  - Voidable Title
  - Passage of Loss
  - Shipment Contracts
- Remedies for Breach of Sales Contract
  - Seller's Remedies
  - Buyer's Remedies
- Consumer Protection Laws

**Competencies/Skills:**

- Explain when title and risk of loss pass in a sale of goods
- List the remedies of the buyer and seller when a sales contract is breached
- Describe laws and agencies that protect consumers
- Identify various types of warranties
- Determine where to get consumer protection assistance

**Description of Activities:**

- Teacher guided instruction such as consumer protection laws, intellectual property, etc.
- Exercises and activities from textbook that could include "Hands-On Chapter Projects", "Study Guides", etc.
- Exercises and activities created by the instructor such as "Break of Sale", "Landlord vs. Tenant", etc.
- Class discussions relating to questions such as "What are the Different Types of Warranties?", "What is Intellectual Property?", etc.

<ul style="list-style-type: none"> <li>○ Federal</li> <li>○ State and Local</li> <li>○ Unfair and Deceptive Practices</li> <li>○ FTC Trade Regulation Rules</li> <li>● Warranties             <ul style="list-style-type: none"> <li>○ Express</li> <li>○ Implied</li> <li>○ Exclusions</li> <li>○ Responsibilities of Consumers</li> </ul> </li> <li>● Consumer Protection Assistance</li> <li>● Personal Property             <ul style="list-style-type: none"> <li>○ Co-ownership</li> <li>○ Lost, Misplaced, and Abandoned Property</li> <li>○ Stolen Personal Property</li> <li>○ Gifts of Personal Property</li> </ul> </li> <li>● Intellectual Property             <ul style="list-style-type: none"> <li>○ Patents</li> <li>○ Copyrights</li> <li>○ Trademarks</li> </ul> </li> <li>● Bailments</li> <li>● Special Bailments             <ul style="list-style-type: none"> <li>○ Hotel Keepers</li> <li>○ Common Carriers</li> </ul> </li> <li>● Landlord-Tenant Relationship</li> <li>● Lease Agreement             <ul style="list-style-type: none"> <li>○ Terms in a Lease</li> <li>○ Security Deposit</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● Explain the concept of intellectual property</li> <li>● Define the laws of patents, copyrights, and trademarks</li> <li>● Explain different types of bailments</li> <li>● Discuss the standard of care bailees must use</li> <li>● Explain the rights and obligations of landlords and tenants</li> <li>● Identify the conditions in which an eviction can occur</li> <li>● Determine liability for landlords and tenants</li> <li>● Explain the ways real property can be co-owned</li> <li>● Describe how title to real property can be transferred</li> </ul>	
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<ul style="list-style-type: none"><li>○ Assignment and Subletting</li><li>○ Option to Renew</li><li>● Landlord's Duties and Obligations</li><li>● Tenant's Duties and Obligations</li><li>● Evictions</li><li>● Nature of Real Property</li><li>● Taking Ownership<ul style="list-style-type: none"><li>○ Co-ownership</li><li>○ Transfer of Ownership</li><li>○ Limitations on Property Use</li></ul></li></ul>		
<b>Assessments:</b> <ul style="list-style-type: none"><li>● Formative and summative assessments to assess understanding</li><li>● Assessments may include quizzes, practical tests, and assignments</li></ul>		
<b>Interdisciplinary Connections:</b> <ul style="list-style-type: none"><li>● Students will have a better understanding of their rights and responsibilities as a consumer which may be useful in other classrooms as well as outside of the classroom</li></ul>	<b>Additional Resources:</b> <ul style="list-style-type: none"><li>● District approved textbook and materials</li><li>● Teacher created resources</li><li>● Online resources</li></ul>	