

Wallenpaupack Area School District

COURSE: Business Law

GRADE LEVEL: 10,11,and 12

LENGTH OF COURSE: one semester,90 hours, 1 credit

TEXT: Understanding Business and Personal Law

PUBLISHER: Glencoe-McGraw

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COURSE DESCRIPTION:

Business laws deals with the following issues: sales, agency and employment, credit, negotiable instruments and business associations. Personal law deals with the following issues: juvenile justice, consumer law, family law, housing law, and individual rights and liberty.

CURRICULUM WRITING TEAM:

Lorriane M Kolcun

DATE OF REVISION:

May 2005

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Ethnics and Law

PA Standards: 519A
519B
5112A
5112B

Topics:	Skills:
How ethical decisions are made The relationships between ethics and law Laws come from different sources	Differentiate among the ways in which ethical Decisions can be made Define law and explain why laws are needed Explain how and why ethics and laws do not Always coincide Distinguish among the five major sources of Today's law
Activities:	Performance Assessments:
Handouts Discussion Visuals Ten business law facts per week Video	Notebook check Standardized test Class work Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Criminal Law

PA Standards: 529C
5212C
5112I

Topics:	Skills:
Classifications of crimes Elements of crimes Particular crimes Defenses to crimes Working in the law Sentencing convicted criminals	Identify the major classes of crime Describe the elements of a crime Distinguish among a variety of particular crimes Explain the defenses available to criminal Defendants Summarize the penalties provided under criminal statutes
Activities:	Performance Assessments:
Teacher led discussion Class discussion Handouts Visuals-video Workbook exercises	Notebook check Test Class work Class participation Homework

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Problems in society

PA Standards: 529A
5212A

Topics:	Skills:
Crime and criminals Law in other cultures Harm to property Delinquent and unruly children	Identify some problems of modern society Define the doctrine of public policy Distinguish among laws that protect against drug use and domestic violence Describe some laws related to property violations Explain how due process applies to minors who violate the law
Activities:	Performance Assessments:
Workbook exercises Teacher led discussion Class discussion Ten law facts per week Visuals-video	Standardized test Class work Class participation Notebook check

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: The law of torts

Topics:	Skills:
The law of torts Intentional torts Negligence Resolving disputes Strict liability Survival and wrongful death statutes Remedies for torts	Identify and define a variety of intentional torts Explain what constitutes negligence and contrast the various defenses to negligence Determine when the doctrine of strict liability applies Differentiate between survival and wrongful death statutes Outline the remedies available to the victim of a tort
Activities:	Performance Assessments:
Workbook activities Ten law facts per week Visuals-video Class discussion Teacher led discussion	Standardized test Notebook check Class work Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: Grad10-12

Unit: A dual court system

PA Standards: 529L
529L

Topics:	Skills:
Federal court system State court systems Working in the law	Define the concept of jurisdiction and explain how it applies to the court system Differentiate between the federal and state court system Contrast the three levels of the federal court system Identify the principal state courts and describe their functions
Activities:	Performance Assessments:
Teacher led discussion Class discussion Workbook exercises Newspaper law articles Individual business report Visuals-video	Standardized test Notebook check Class work Class participation Homework

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10 - 12

Unit: Trial procedures

PA Standards:

Topics:	Skills:
Civil trial procedure Criminal trial procedure Disposition of juvenile cases	Enumerate the steps in a civil trial State the rights that people have when they are arrested Identify the steps in a criminal trial Contrast a grand jury with a petit jury Summarize the disposition of juvenile cases
Activities:	Performance Assessments:
Teacher led discussion Class discussion Workbook exercises Newspaper law articles Visuals-video	Standardized test Notebook check Class work Class participation Homework

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: How contracts arise

PA Standards:

Topics:	Skills:
Elements of a contract Characteristics of a contract Requirements of an offer Requirements of an acceptance Termination of an offer	List the six elements of a contract Name the major classes of contracts and explain each State the basic elements of an offer Discuss the requirements of an acceptance Explain how an offer can come to an end
Activities:	Performance Assessments:
Teacher led discussion Workbook exercises Vocabulary and review questions end of the chapter Ten law facts per week Class discussion Visuals-video-courtroom classroom cases	Standardized test Homework check Notebook check Class work and class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Genuine agreement

PA Standards:

Topics:	Skills:
Mistake-unilateral and bilateral Fraud Innocent misrepresentation Duress Undue influence	Distinguish between unilateral and bilateral mistake Determine what types of mistakes have occurred in a given situation and decide whether or not the contract can be voided Explain fraud and differentiate fraud from concealment Distinguish between duress and undue influence
Activities:	Performance Assessments:
Teacher led discussion Review chapter vocabulary and review questions Business law facts from the television Workbook exercises Class discussion Visuals- videos Law articles from the newspaper	Standardized test Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Capacity to contract

PA Standards:

Topics:	Skills:
Contracts of minors Voidable contracts Ratification of minor's contracts Contracts for necessities Special statutory rules	Define minority and explain how a contract made by a minor is voidable by the minor Recognize the consequences of a minor's misrepresentation of his or her age Explain ratification of minors' contracts, including those actions that have the effect of ratification Distinguish a minor's responsibility in regard to contracts for necessities Identify persons other than minors who may disaffirm contracts
Activities:	Performance Assessments:
Teacher led discussion Review of vocabulary and review questions Business law facts from the television and the newspapers Class discussion Workbook exercises Visuals-video	Standardized test Class work Homework Class participation Notebook check

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Consideration

PA Standards:

Topics:	Skills:
Consideration Agreements without consideration Past consideration Adequacy of consideration Special applications of consideration Promises enforceable without consideration Consideration in your everyday life n	Define consideration and recognize when a benefit has been received and a detriment has suffered Describe the types of transactions that do not contain consideration State the rule that courts follow regarding adequacy of consideration Determine whether or not the full amount of a debt must be paid when the person who is owed the money agrees to take a lesser sum in full payment Explain the doctrine of promissory estoppels
Activities:	Performance Assessments:
Teacher led discussion Review chapter vocabulary and review questions Business law facts from the television and the newspapers Workbook exercises Class discussion Visuals-video	Standardized test Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Legality

PA Standards:

Topics:	Skills:
Agreements that violate statutes Civil and criminal statutes Usury, gambling, Sunday, licensing statutes Agreements contrary to public policy Agreements in unreasonable restraint of trade, outright contracts not to compete Price fixing Agreements defeat competitive bidding Agreements to obstruct justice Agreements inducing breach of duty or fraud Agreements interfering with marriage Effect of illegality	Explain how illegal contracts may come about Determine whether a contract should be invalidated for violating certain state statutes Describe the types of agreements that are contrary to public policy Determine the outcome of a case in which part of an agreement is legal and which part is illegal
Activities:	Performance Assessments:
Teacher led discussion Review chapter vocabulary and review questions Business law facts from television and newspaper Workbook exercises Worksheets Class discussion Visual-video	Standardized test Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Form of a contract

PA Standards:

Topics:	Skills:
What the writing must contain Contracts that must be in writing Include paying off the debts of others, paying debts of a deceased person, taking more than a year to perform in consideration of marriage, selling real property, goods valued at more than \$500 Parole evidence rule Changing the writing	Determine when the statute of frauds applies to a given contract Explain the types of agreements that must be in writing to satisfy the requirements of the statute of frauds Decide whether or not a written document contains the necessary information to satisfy the requirements of the statute of frauds Explain the parole evidence rule
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and review questions Workbook activities Newspaper and television facts Visuals-video	Standardized test Notebook check Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: How contracts come to an end

PA Standards:

Topics:	Skills:
Discharge by performance Discharge by agreement Discharge by impossibility of performance Discharge by operation of law Bankruptcy	Determine when a court will enforce a particular end for performance that is mentioned in a contract Describe the test that is used to settle disputes over satisfactory performance Explain the doctrine of substantial performance Decide whether a contract is discharged because of impossibility of performance Describe the way in which people lose their right to sue others for damages because of the statute of limitations
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and review questions Workbook activities Newspaper law articles Visuals-video	Standardized test Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Assignment, delegation and breach of contract

PA Standards:

Topics:	Skills:
Transfer of rights Transfer of duties Notation Third parties Breach of contract Remedies of the injured party Minimizing damages	Differentiate between an assignment and a delegation Identify those rights that may and may not be assigned and those duties that may and may not be delegated Describe a situation in which a third-party beneficiary may enforce a contract Explain what a breach of contract is and, given the facts of a situation, determine whether a breach has taken place Name and describe the remedies that are available to the injured party when a contract is breached
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Ten law facts Visuals-video	Standardized test Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Contracts for the sale of goods

PA Standards:

Topics:	Skills:
The law of sales Special rules for sales contracts Enforceable oral sales contracts Other sales governed by UCC rules Title Passage of title and risk of loss Remedies for breach of contract	Determine when to apply the law of sales under the Uniform Commercial Code Describe the special rules for contracts for the sale of goods Differentiate between passage of title and risk of loss Outline the remedies available when someone breaches a sales contract
Activities	Performance Assessments:
Teacher led discussion Review vocabulary and review questions Work book exercises Business law facts from the newspapers and the television Class discussion Visuals-video, if applicable	Standardized test Class work Homework Class participation Notebook check

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: The importance of warranties

PA Standards:

Topics:	Skills:
Law of warranties Express warranties Express warranty protection for consumers Implied warranties Warranty of title Privacy of contract not required Exclusion of warranties Due to notify and remedies for breach	Recognize the difference between express and implied warranties Determine when and by whom implied warranties are made Indicate ways warranties may be excluded Explain the buyer's duty to notify the seller of a defect Outline the remedies available when a breach of warranty occurs
Activities:	Performance Assessments
Teacher led discussion Review vocabulary and questions Workbook exercises Ten law facts per week Visuals-video, if applicable, plus take ten facts on the video	Standardized test Notebook check Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Consumer protection

PA Standards:

Topics:	Skills:
Unfair and deceptive practices False advertising Shopping by mail Product liability Consumer product safety act Food, drug, and cosmetic act Consumer protection assistance	Identify federal laws designed to protect the consumer Recognize bait and switch advertising Describe the rules that protect consumers when they order goods by mail and receive unordered goods by mail Explain the meaning of product liability Determine where to obtain consumer protection
Activities:	PERFORMANCE Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Ten law facts from newspapers or television Read law articles from newspapers Visuals, if applicable, video and writing ten facts above video	Standardized test Class work Homework Class participation Notebook check

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Buying and insuring a car

PA Standards:

Topics:	Skills:
Financing a car Where to buy a used car Express warranties The used car rule Buying a car-new or used State lemon laws Federal consumer protection Leasing a car Automobile insurance Various kinds of car insurance No-fault insurance	Highlight some precautions to take when buying a car from a dealer or from some private party Outline the legal remedies available to the purchaser of an automobile that is defective Explain the importance of the federal odometer law and the law requiring bumper and fuel economy standards Recognize the advantages and disadvantages of financing a car and leasing a car Describe the principal kinds of automobile insurance
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Class discussion Ten law facts from the television and newspapers Read newspapers law articles and write facts and a shocker about it Visuals-video, if applicable to the chapter and write ten facts about the video	Standardized test Homework Class work Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Personal property and bailment

PA Standards:

Topics:	Skills:
Personal property Intellectual property Bailment of personal property Principal types of bailment Right and duties in bailment Burden of proof	Distinguish between lost and misplaced property Decide when a gift of personal property is completed Highlight the laws of patents, copyrights, and trademarks Name and describe the principal types of bailment
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Class discussion Ten law facts from the television and newspapers Read newspaper law article-facts and a shocker Visuals-video-if applicable Ten facts per video	Standardized test Notebook check Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Carrier and hotelkeeper

PA Standards:

Topics:	Skills:
Kinds of carriers Common carriers of goods Common carrier of passengers Hotelkeepers and their guests Responsibilities and rights of hotelkeepers Hotels right to payment Law and energy	
ACTIVITIES	PERFORMANCE ASSESSMENTS
Teacher led discussion Review vocabulary and questions Workbook exercise Class discussion Ten law facts from TV or newspapers Visuals, if applicable, video and ten facts about the video	Standardized test Notebook check Class work Homework Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Employment contracts and
minors employment

PA Standards:

Topics:	Skills:
The employment relationship Terminating the employee-employer relationship Legislation affecting the employment relationship Federal labor laws Federal child labor laws State child labor laws	Describe the employer-employee relationship List the rights and duties of employers and employees Explain how the employee-employer relationship can be terminated Describe the exceptions to employment-at-will List the major legislation affecting the employer-employee relationship
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Worksheets Read law newspaper article and list facts Ten law facts per week Visuals-video, if applicable, and ten facts	Standardized test Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Employment protection and
equal opportunity

PA Standards: 13211B
13211C
13211D

Topics:	Skills:
Laws regulating employment conditions Wages, hours, and benefits Explanation of OSHA Various laws protecting people Laws providing worker benefits Unemployment compensation Workers' compensation laws Laws regulating employment opportunities	List and explain the major federal laws that regulate employment conditions Identify the chief provisions of the laws that regulate employment wages, hours and benefits Differentiate between unemployment compensation and workers' compensation List the federal laws that regulate employment opportunities Contrast between disparate treatment and disparate impact
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook activities Ten law facts Read law newspaper article and give facts Visuals, if applicable, video and write ten facts	Standardized test Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Renting a place to live

PA Standards:

Topics:	Skills:
Types of tenancies The lease Breach of lease and remedies Laws affecting landlords and tenants Tort liability Removal of fixtures by a tenant	Define the principal kinds of tenancies available to persons who rent property Describe some of the most common covenants found in a lease List the rights and duties of landlords and tenants Recognize the liability of landlords and tenants to third parties Distinguish between an item of personal property that is a fixture and one that is not a fixture, and conclude whether the item belongs to the landlord or the tenant
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions in their notebooks Class discussion Workbook exercises Ten law facts from the television Read articles from the newspapers, local or NY papers or USA Today Visuals, if applicable-video, list ten facts	Standardized test Class work Homework Class participation Notebook check Quiz

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Insurance protection

PA Standards: 12211E

Topics:	Skills:
Understanding insurance Insurance terms Kinds of insurance Kinds of life insurance Health insurance Real and personal property insurance Coinsurance clauses Marine insurance	List and explain the terms that are common to most forms of insurance Compare the insurable interest requirement for life insurance with that of fire insurance Describe the principal kinds of life insurance Explain some of the differences in health insurance coverage Identify the kinds of loss that are covered by homeowner's insurance and fire insurance
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Ten law facts from TV Visual, if applicable, video, listing ten fact	Standardized test Quiz Homework Class work Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Borrow money and buying on credit

PA Standards: 1348C

Topics:	Skills:
The meaning of credit Borrowing money Secured versus unsecured loans Truth in lending Required disclosures Calculating the finance charges Credit cards Equal credit opportunity Applying for credit Evaluation of the application Acceptance and rejection Credit protection laws Bankruptcy Chapters 7, 11, and 13	Distinguish among the various forms of credit Describe the procedure for borrowing money and explain the importance of the truth in lending act Highlights the federal laws that affect credit Contrast the uses of credit cards and state the law regarding unauthorized use of credit cards Distinguish among some of the chapters of the bankruptcy reform act
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Worksheets Ten law facts from TV Real newspaper or magazine articles on credit cards	Standardized test Quiz Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Writing checks

PA Standards: 13411C

Topics:	Skills:
Opening a checking account Writing checks Parties to a check Bad checks Forged checks Balancing a checkbook Other kinds of checks-certified, cashier's, bank draft, money orders, traveler's checks Availability of funds Electronic banking	Describe how to open a checking account and what a depositor's rights are Explain how to properly write checks and discuss problems associated with checking accounts Describe the four kinds of checks other than personal checks, Highlight the federal law regarding the availability of funds Discuss electronic fund transfers and the rules regulating such transfers
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbook exercises Worksheets Ten law facts Write checks and use a check register	Standardized test Quiz Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course: Business Law

Grade Level: 10-12

Unit: Sole proprietorship and partnership

PA Standards: 1348A

Topics:	Skills:
Sole proprietorships Creation and operation Advantages and disadvantages General partnerships Creating a general partnership Types of partners Partnership property Property rights of the partners Duties of the partners Liability of the partners Dissolution of a partnership Limited partnerships	Define sole proprietorship and describe its advantages and disadvantages Explain how a partnership may be formed and dissolved Explain the rights and duties of partners Distinguish between a general partner and a limited partner
Activities:	Performance Assessments:
Teacher led discussion Review vocabulary and questions Workbooks activities Worksheets Law articles from a newspaper or magazine Ten law facts from TV	Standardized test Quiz Class work Homework Notebook check Class participation

Wallenpaupack Area School District

Course timeline

Chapters at least three blocks per chapter

Twenty-seven chapters 81 blocks

Final exam (includes review) 4 blocks

Final project (individual business plan) 5 blocks

Workbook Understanding Business and Consumer Law, 10th edition, Glencoe-McGraw, 1998

Additional resources and activities:

Courtroom and Classroom Law Cases, September 1995-1996, West Publishing Co, MN 1996

The Delinquency of a Minor, short story in Law Education Series, Book 4, Robert Rader, 1980, Paul Amidon and Associates, MN

Videos

Courtroom Television Network, Trial Stories 1 and 2 Court TV Trial Stories, Glencoe Publishing, 10th edition, 1998

American Justice Classic Cases, four volumes, A & E TV Network, New Video Group, NY 1996

Careers in Government, 2001, The Princess Co, Publisher, The School Co, Vancouver, WA

Careers in Criminal Justice, 2001, Meridian Ed Co, Monmouth, NJ

Putting the Bars Behind You, 1999, Jist Works, Indianapolis, IN

Why Laws are Important, 1990, The School Co, Vancouver, WA

The FBI, 2003, National Geographic, Warner Home Video, USA

The Murder of Emmett Till, 2003, Public Broadcasting System

Court TV-Teen Pranks, Courtroom TV Network, NY

Pike County Jail, made by Pike County Jail, Milford, PA

TV Tapes Made

Erin Brockovitch and The Brooke Elston Story, 2004, A&E TV Network, New Video Group, NY

The Umsteder Case, local case about Honesdale teenager killed, 2004, A&E TV Network, New Video Group, NY

The Man Who Knew Too Much, 2004, A&E Network, New Video Group, NY

Psychic Detectives, 2004, Court TV, NY

Forensics Academy, 2004, Court TV, NY

Cold Case Files, ABC Television Network-Sunday Night Series, 2004