

SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY

SAULT STE. MARIE, ONTARIO



Sault College

COURSE OUTLINE

COURSE TITLE: Business Law

CODE NO. : BUS127

SEMESTER: 09W

PROGRAM:

AUTHOR:

DATE: 01-01-2009 **PREVIOUS OUTLINE DATED:** 01-01-2008

APPROVED:

"Penny Perrier"

CHAIR

DATE

TOTAL CREDITS:

PREREQUISITE(S):

HOURS/WEEK:

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I. COURSE DESCRIPTION:

This course is designed to introduce students to the legal fundamentals for Canadian Business. The course will focus on the types of legal issues that students will encounter most frequently when they enter the business world. An understanding of the relationships that are created when conducting business and the rights, responsibilities and obligations that legally apply to these relationships are examined in this course.

II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:

Upon successful completion of this course, the student will demonstrate the ability to:

1. Understand “law” and the legal system in Canada; its role, its complexities, background, philosophies, and development as they pertain to our legal system today and the role of courts in our society.

Potential Elements of the Performance:

- What is the significance of the law to the business environment?
- What are the principle sources of Canadian Law?
- Identify the primary components of the Constitution Act (1982) and the fundamental components of the Charter of Rights and Freedoms.
- Understand the structure of the Canadian Court System.
- Explain the litigation system in Canada.
- Identify the application of criminal law to business activities.

2. Discuss tort law, its nature and purpose, and when compensation may be recovered by those who have suffered harm from the wrong doings of others.

Potential Elements of the Performance:

- Discuss the nature and purpose of tort law.
- Explain the basis for tort liability.
- Explain the tort of negligence and what is required by way of proof.
- Discuss how the law of negligence applies to particular situations, such as the liability of manufacturers.
- Explain the limits of Product liability.
- Explain the concept of Professional Liability to others based on tort law.
- Discuss several torts other than negligence.
- Explain the remedies provided under tort law.

3. Identify what is required for a legally enforceable contract to exist.

Potential Elements of the Performance:

- Provide an explanation of what constitutes a contract.
- Why is a contract enforceable by law?
- Discuss the essential elements of an offer.
- Describe how an offer may be communicated.
- Discuss the ways in which an offer may be terminated.
- Explain the methods in which an offer may be accepted.
- Identify who is considered incapable of negotiating a contract.
- Explain the formal requirements of a contract.

4. Understand how disputes arise with respect to a contractual arrangement.

Potential Elements of the Performance:

- Identify how mistakes as to the nature, terms or other aspects of a contract can lead to contract disputes.
- Explain the concept of privity and the assignment of contractual obligations.
- Distinguish between innocent, fraudulent and negligent misrepresentation.
- Describe the process of discharging contractual obligations.
- Explain how courts decide upon the remedy of damages when ruling on contract disputes.

5. Understanding Legislation in the marketplace.

Potential Elements of the Performance:

- Identify the key components of The Sale of Goods Act
- Describe how title is transferred in a transaction.
- Identify the obligations of the Seller.
- Explain Consumer Protection Legislation.
- Distinguish between a Debtor and a Creditor.
- Identify how transactions are secured.
- Describe the different types of Negotiable Instruments.
- Explain the Law of Bankruptcy.

6. Describe the methods of carrying on business.

Potential Elements of the Performance:

- Describe a Sole Proprietorship.
- Describe a Partnership.
- Explain how a partnership is created.
- Identify the liability of partners and describe the relationship between

the partners.

- Explain how a partnership is dissolved.
- Identify the legal liability and role of a limited partner.
- Describe how a corporation is created.
- Explain the structure of a corporation.
- Identify how a corporation raises funds.

7. Understand the most important decisions that business people face relating to their investment in, acquisition and use of property

Potential Elements of the Performance:

- Define Real Property.
- Explain the concept of personal property and who has rights to goods.
- Explain the concept of a Leasehold Estate.
- Describe joint tenancy.
- Explain how land is registered and transferred.
- Explain how property is financed.
- Define Commercial Tenancies.
- Explain Residential Tenancies.
- Explain the concept of insurance.

8. Discuss the intersection between law, business and information technology

Potential Elements of the Performance:

- Define intellectual Property.
- Explain Intellectual Property Law.
- Identify the major problems with regulating business and the internet.
- Describe electronic commerce and the laws that apply to this method of doing business.
- Identify the laws regulating privacy, security and confidential information

9. Understand the regulatory environment of Canadian business

Potential Elements of the Performance:

- Describes the areas of government regulation.
- Identify the restrictions on regulatory power.
- Explain the rules of natural justice.
- Identify the purpose of judicial reviews.
- Understand how government regulates the environment.
- Describe the purpose of the Competition Act.

III. TOPICS:

1. The Canadian Legal System: Chapter 1
2. Torts and Professional Liability: Chapter 2
3. Formation of Contracts: Chapter 3
4. Contract Disputes: Chapter 4
5. Legislation in the Marketplace: Chapter 5
6. Methods of Carrying on Business: Chapter 7
7. Property: Chapter 8
8. Ideas and Information: Chapter 9
9. The Regulatory Environment of Canadian Business: Chapter 10

IV. REQUIRED RESOURCES/TEXTS/MATERIALS:

Legal Fundamentals for Canadian Business, Richard A. Yates, Pearson Prentice Hall,

V. EVALUATION PROCESS/GRADING SYSTEM:

Students will be evaluated as follows:

- Test #1: Chapters: 1, 2, & 3 (34% of grade)
- Test #2: Chapters: 4, 5, & 7 (33% of grade)
- Test #3: Chapters: 8, 9, & 10 (33% of grade)

TESTS:

The tests will be comprised of multiple choice objective questions, application questions and short essay response questions. Dates of tests will be announced approximately two weeks in advance. **Students are required to write all tests as scheduled.**

Consideration for a **Supplementary Test** will be provided if a student misses a test during the regular semester. The student must have attended 80% of the classes during the semester in order to be considered for the Supplementary test. The **comprehensive supplementary test** will be administered at the end of the semester. The grade achieved on the supplementary test will be the grade assigned to the missed test.

THERE WILL BE NO RE-WRITES OF INDIVIDUAL TESTS!!!!

The following semester grades will be assigned to students:

<u>Grade</u>	<u>Definition</u>	<u>Grade Point Equivalent</u>
A+	90 – 100%	4.00
A	80 – 89%	3.00
B	70 - 79%	2.00
C	60 - 69%	1.00
D	50 – 59%	0.00
F (Fail)	49% and below	
CR (Credit)	Credit for diploma requirements has been awarded.	
S	Satisfactory achievement in field /clinical placement or non-graded subject area.	
U	Unsatisfactory achievement in field/clinical placement or non-graded subject area.	
X	A temporary grade limited to situations with extenuating circumstances giving a student additional time to complete the requirements for a course.	
NR	Grade not reported to Registrar's office.	
W	Student has withdrawn from the course without academic penalty.	

VI. SPECIAL NOTES:

Special Needs:

If you are a student with special needs (e.g. physical limitations, visual impairments, hearing impairments, or learning disabilities), you are encouraged to discuss required accommodations with your professor and/or the Special Needs office. Visit Room E1101 or call Extension 2703 so that support services can be arranged for you.

Retention of Course Outlines:

It is the responsibility of the student to retain all course outlines for possible future use in acquiring advanced standing at other postsecondary institutions.

Communication:

The College considers **WebCT/LMS** as the primary channel of communication for each course. Regularly checking this software platform is critical as it will keep you directly connected with faculty and current course information. Success in this course may be directly related to your willingness to take advantage of the **Learning Management System** communication tool.

Plagiarism:

Students should refer to the definition of “academic dishonesty” in *Student Code of Conduct*. Students who engage in academic dishonesty will receive an automatic failure for that submission and/or such other penalty, up to and including expulsion from the course/program, as may be decided by the professor/dean. In order to protect students from inadvertent plagiarism, to protect the copyright of the material referenced, and to credit the author of the material, it is the policy of the department to employ a documentation format for referencing source material.

Course Outline Amendments:

The professor reserves the right to change the information contained in this course outline depending on the needs of the learner and the availability of resources.

Substitute course information is available in the Registrar's office.

Attendance:

Students are expected to attend all scheduled classes. Attendance will be taken for each class on a sign in basis.

In all cases, attendance of less than 80% of the scheduled classes is not acceptable.

Submitting Assigned Work:

All assignments must be submitted to the professor at the beginning of class on the due date. Once the class starts, any assignment which has not been submitted will be considered late. Assignments may be submitted in advance; assignments will not be accepted after the stated deadline.

It is the student's responsibility to ensure that the professor receives the completed assignment on time. Do not place the assignment in the professor's mailbox and do not deliver it to his/her office during class.

Return of Students' Work:

Tests, quizzes, assignments, etc. will be returned to students during one of the normal class times. Any student not present at that time must pick up his/her test, etc. at the professor's office within three weeks of that class. Tests, etc. not picked up within the three weeks will be discarded. End of semester tests, etc. will be held for three weeks following the end of the semester. If they have not been picked up within that three-week period, they will be discarded.

Students are required to retain their tests, quizzes, assignments, etc. in the event that there is a disagreement with the mark received and the mark recorded by the professor. If the student is not able to present the instrument in question, the professor's recorded mark will stand.

Classroom Decorum:

Students will respect the diversity and the dignity of those in the classroom. Student will respect the professor's right and duty to teach and students' right to learn without interference. Students who cause any interference with the objectives of the class will be asked to leave the classroom.

If a student is asked to leave the classroom a second time, he/she must make an appointment with the Dean who will decide if the student will be permitted to return to class.

Students attending this class do so to study Small Business Management. Therefore, no other activity will be permitted. Student's who wish to engage in other activities will be asked to leave the classroom, as described above.

It is the professor's intention to maintain proper classroom decorum at all times in order to provide the best possible learning and teaching environment.

CELL PHONES ARE TO BE TURNED OFF DURING CLASS. NO USE OF CELL PHONES IS ALLOWED DURING CLASS. ANY STUDENT NOT ABIDING BY THIS POLICY WILL BE ASKED TO LEAVE THE CLASSROOM.

VII. PRIOR LEARNING ASSESSMENT:

Students who wish to apply for advance credit transfer (advanced standing) should obtain an Application for Advance Credit Form from the program coordinator (for course-specific courses), or the course coordinator (for general education courses), or the program's academic assistant. Students will be required to provide an unofficial transcript and course outline related to the course in question.

Credit for prior learning will also be given upon successful completion of a challenge exam or portfolio.