



**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. Electronic Commerce and International Trade

Potential Elements of the Performance:

- Describes the nature of electronic commerce and its impact on business relationships
- List the kinds of online communication that can lead to disputes.
- Compare standard contract formation and online contracts.
- Discuss the trends toward criminal activity on the internet.
- Describe how contractual problems are best resolved in the global environment.
- Outline how international commerce is regulated.
- Discuss jurisdictional issues and enforcement of judicial decisions.

**III. TOPICS:**

1. The Canadian Legal System: Chapter 1
2. Torts and Professional Liability: Chapter 2
3. Formation of Contracts: Chapter 3
4. Enforcing Contractual Obligations: 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. Electronic Commerce and International Trade: Chapter 10

**IV. REQUIRED RESOURCES/TEXTS/MATERIALS:**

*Legal Fundamentals for Canadian Business 3rd edition, Richard A. Yates, Pearson Prentice Hall,*

**V. EVALUATION PROCESS/GRADING SYSTEM:**

Testing: All students will be required to complete 3 tests during the course of the term. The total of the three tests will represent **60%** of the term grade.

Assignments and Quizzes: Assignments and quizzes will be announced during the term with due dates. These will account for **30%** of the final term grade. Late assignments will not be accepted; except in special cases where the instructor has given special permission. When graded assignments are returned to students, no late assignments from the same unit will be accepted. Period!

Attendance: Attendance and participation will represent **10%** of the course grade.

Missed Tests:

Students are expected to be present to write all tests with the class. If a student is unable to write a test because of illness or legitimate emergency, that student must contact the professor prior to the class and provide an explanation, which is legitimate and acceptable to the professor. Should the student fail to contact the professor, the student will receive a grade of zero on the test.

Once the test has commenced the student is considered absent and will not be given the privilege of writing the test.

Dates of tests will be announced a minimum of one week in advance. **Students are required to write all tests as scheduled.**

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:

### Attendance:

Sault College is committed to student success. There is a direct correlation between academic performance and class attendance; therefore, for the benefit of all its constituents, all students are encouraged to attend all of their scheduled learning and evaluation sessions. This implies arriving on time and remaining for the duration of the scheduled session.

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. Do not email any assignments unless instructed to do so.**

Return of Students' Work:

Tests, quizzes, assignments, etc. will be returned to students during 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 Business Law. Therefore, no other activity will be permitted. Students 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 SILENCED DURING CLASS. NO USE OF CELL PHONES IS ALLOWED DURING CLASS EXCEPT FOR EMERGENCIES AND COURSE RELATED ACTIVITIES. ANY STUDENT NOT ABIDING BY THIS POLICY WILL BE ASKED TO LEAVE THE CLASSROOM.**

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**VII. COURSE OUTLINE ADDENDUM:**

The provisions contained in the addendum located on the portal form part of this course outline.