

Course # and Name as it appears in the catalog
GBUS 412: Business Law 2

Credit Hours: #3

Scheduled hours per week

Lecture: #3

Hybrid

online

Lab: #

Other: #

Catalog Course Description: A sequel course in Business Law that covers the substantive law of sales, negotiable instruments, property, bankruptcy, wills and trusts. Selected areas of government regulation of business are also covered.

Pre-requisites: Admission to BSBA, BASBA, or BASLS and GBUS 310 or instructors consent

Co-requisites: na

Course Learning Outcomes:

Upon completion of this course, the student should be:

- Able to apply legal concepts to business situations in a variety of business environments.
- Understand existing business laws, moral quality of business policies, actions and managerial responsibility to employees, customers, government, other organizations and society.
- Apply business law and ethics in their business undertakings.
- Apply the use of contract law to a variety of business environments.
- Determine the appropriate use of negotiable instruments and how they are applied in business applications.
- Demonstrate competency in applying business law concepts in the area of sales
- Demonstrate competency in applying business law concepts in the area of debtor/creditor relationships.
- Able to discuss current events and topics related to the law and ethics that are relevant in the business world, drawing upon current literature and journals for information.

Topics to be studied:

Ethical standards for business as related to legal requirements.

- Contract law - Concepts including agreement, consideration, capacity, and genuine assent, written agreements, third party agreements, and the performance of a contract.
- Introduction to Negotiable Instruments, including defining negotiability and negotiation, holders in due course, liability of parties (contract and forgery/alteration) and bank deposits and collections for credit cards and EFTs.
- Legal issues in sales including sales contract general obligations, title and risk of loss, remedies, warranties, and product liability.
- Debtor/Creditor relationship law including: creditor's remedies, bankruptcy, secured transactions, priorities, and surety ship.
- Governmental regulations and their impact on various business environments.

Relationship of Course to Program or Discipline Learning Outcomes:

Bachelors of Applied Science in Business Administration	
(BASBA) Program Outcomes	
<i>Accounting and Financial Management Concentration (AFM):</i>	
<ul style="list-style-type: none"> Communicate effectively and professionally both orally and in writing including complex report generation. 	x
<ul style="list-style-type: none"> Demonstrate and integrate the use functional areas of business including accounting, economics, finance, global business, management, marketing and the legal environment of business. 	
<ul style="list-style-type: none"> Demonstrate the ability to work ethically, effectively, and respectfully with people of diverse backgrounds and with people whom have different roles, social affiliations, and personalities. 	x
<ul style="list-style-type: none"> Build on the accounting--related competences developed in the AAS program and interpret and analyze accounting information for internal control, planning, and performance evaluation. 	
<ul style="list-style-type: none"> Demonstrate knowledge of generally accepted accounting principles and procedures and apply these to financial reporting situations. 	
<ul style="list-style-type: none"> Demonstrate knowledge of the global business environment and how financial reporting differs from the United States to other countries. 	
<ul style="list-style-type: none"> Demonstrate an ability to communicate financial results to various stakeholders that increases the understanding of the financial situation of the organization. 	
<ul style="list-style-type: none"> Function as a member of a financial planning team and provide support to other areas of the organization requiring timely financial data. 	
<ul style="list-style-type: none"> Demonstrate an understanding of the ethical responsibilities of those in accounting practice and the importance of strong ethical standards to the functioning of the financial world. 	x

Bachelors of Science in Business Administration	
(BSBA) Program Outcomes	
<i>Accounting Specialization (ACCT):</i>	
<ul style="list-style-type: none"> Communicate effectively and professionally both orally and in writing including complex report generation. 	x
<ul style="list-style-type: none"> Demonstrate the use of quantitative skills in analysis of complex business decisions with a global perspective. 	x
<ul style="list-style-type: none"> Demonstrate and integrate the use functional areas of business including accounting, economics, finance, global business, management, marketing and the legal environment of business. 	
<ul style="list-style-type: none"> Demonstrate the ability to work ethically, effectively, and respectfully with people of diverse backgrounds and with people whom have different roles, social affiliations, and personalities. 	x
<ul style="list-style-type: none"> Interpret and analyze accounting information for internal control, planning and performance evaluation. 	
<ul style="list-style-type: none"> Demonstrate knowledge of generally accepted accounting principles and procedures and apply these to financial reporting situations to corporate and board of directors' level executives. 	
<ul style="list-style-type: none"> Be able to demonstrate knowledge of the global business environment and how financial reporting differs from the United States to other countries. 	
<ul style="list-style-type: none"> Demonstrate an ability to communicate complex auditing procedures and apply auditing techniques to provide assurance of the validity of financial reporting. 	
<ul style="list-style-type: none"> Demonstrate an understanding of the United States Income tax code and how to research complex tax situations to provide maximum benefit to the organization. 	
<ul style="list-style-type: none"> Be able to demonstrate an understanding of the legal environment of business. 	x
<ul style="list-style-type: none"> Be able to demonstrate an understanding of the ethical responsibilities of those in accounting practice and the importance of strong ethical standards to the functioning of the financial world. 	x
<ul style="list-style-type: none"> Be admission-ready for a Master of Business Administration program if desired. 	x
<ul style="list-style-type: none"> Be ready to sit for the Certified Public Accountant (CPA) exam if desired. 	

<p>Relationship of Course to General Education Learning Outcomes:</p>
--

Composition and Rhetoric Students illustrate a fundamental understanding of the best practices of communicating in English and meet the writing standards of their college or program-based communication requirements.	X
Science & Technology Students successfully apply systematic methods of analysis to the natural and physical world, understand scientific knowledge as empirical, and refer to data as a basis for conclusions.	X
Mathematics & Quantitative Skills Students effectively use quantitative techniques and the practical application of numerical, symbolic, or spatial concepts.	
Society, Diversity, & Connections Students demonstrate understanding of and a logical ability to successfully analyze human behavior, societal and political organization, or communication.	X
Human Inquiry & the Past Students interpret historical events or philosophical perspectives by identifying patterns, applying analytical reasoning, employing methods of critical inquiry, or expanding problem-solving skills.	X
The Arts & Creativity Students successfully articulate and apply methods and principles of critical and creative inquiry to the production or analysis of works of art.	
5/3/2016	

Special requirements of the course:

na

Additional information:

na

Prepared by: Jeff Holland

Date: 10/20/2017