Business Law and Ethics

Grade 10, 11, or 12

Prerequisite: None

Credit Value: 5

ABSTRACT

The Business Law and Ethics course offers students instruction in basic business practices and introduces students to fundamental legal principles relevant to the roles of citizens, consumers, and employees. Students develop competency in applying economic knowledge to practical contemporary situations in a global economy. Worldwide economics, international business, personal finance, career planning, taxes, comparative shopping, and advertising techniques are examined with respect to social and economic forces. The origin of law, the court system, legal rights/duties, contract agreements, consumer protection, employer/employee relationships, and the daily operations of businesses in society are examined.

Adopted by the Somerville Board of Education on April 26, 2016
## Business Law and Ethics
**Grade 10, 11, or 12**

### Essential Question:
- How do businesses provide benefits to the consumer?
- How are corporations important to the free enterprise system?
- How do government regulations affect business?
- Why view business from a global view?
- Who is an effective business leader?

### Content:
- **The Private Enterprise System**
- **Corporations**
- **Government and Business**
- **The Global Economy**
- **Dynamics of Business in a Changing World**

### Skills and Topics:
- **describe the private enterprise system**
- **explain the motivation behind the establishment of new businesses**
- **describe several benefits businesses provide**
- **decide how to organize work efficiently**
- **explain how prices affect consumers and producers**
- **discuss how prices are determined**
- **identify several circumstances that cause changes in the prices of goods or services**
- **discuss ethical business behavior**
- **describe the term corporation and describe the various types of corporations**
- **describe the steps of the incorporation process**
- **identify nonbinding contracts (e.g., price-fixing, resale price maintenance, bid-rigging)**
- **provide examples of protecting intellectual property (e.g., confidentiality agreements, copyrights, patents, service marks, trademarks)**
- **review the categories of laws that affect businesses**
- **discuss how the government regulates businesses to protect the public interest**
- **explain how government regulation affects business**
- **explain the source of the federal government’s power to regulate business**
- **differentiate among merger, consolidation, asset acquisition, and stock acquisition**
- **explain how takeovers are regulated**
- **explain the differences between wants and needs**
- **discuss the methods by which businesses provide goods and services**
- **explain the steps in the decision-making process**
- **describe the process of making informed judgments**
- **explain why scarcity of economic and natural resources is of global concern**
- **distinguish between public and private consumer organizations and how purchases are protected**
- **describe the steps in the employment process**
- **describe the limitations of the employer-employee relationship**
- **list the rights and duties of employers and employees**
- **explain why and how employees may be terminated**
- **list the federal laws that regulate employment opportunities**
- **describe the levels of business management**
- **identify and give examples of the roles and functions of management staff**

### 2014 New Jersey Core Curriculum Content Standards (NJCCCS)*

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<thead>
<tr>
<th>Month/Marking Period</th>
<th>September/October</th>
<th>October</th>
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</table>
| Skills and Topics:   | • describe the cause-
   and-effect relationship
   of consumers and
   producers in market
   economies
• identify federal laws
   designed to protect the
   consumer
• explain the meaning of
   product liability
• determine where to
   obtain consumer
   protection assistance
• describe the rise of
corporate and private
businesses in the
United States
• identify the basic types
   of businesses
• explain how consumers benefit
from business competition
• explain why monitoring details,
making inferences, and acting on
conclusions are important skills in
successful businesses
• explain what constitutes negligence
   and contrast the various defenses for
   negligence | • determine the differences between
   the business judgment
   rule and the fairness
   rule
• discuss the
government as a
provider of goods and
services
• explain the reasons
why government
spending has increased
• evaluate how the
government spends
taxpayer money
• define the concept of
jurisdiction and
explain how it applies
to the court system
• differentiate between
the federal and state
court systems
• contrast the levels of
the federal court
system
• identify state courts
and describe their
functions | • identify the basic
   concepts regarding the
   production and
distribution of goods
   and services
• explain the methods
   by which the federal
government attempts
to maintain stability in
our economy
• explain how economic
trends affect
employment | • list the essential
   qualities of managers
• describe the
   advantages and
disadvantages of being
   a manager
• analyze a management
   plan
• describe the
   exceptions to
employment-at-will
• identify major
   legislation affecting
the employer-
employee relationship
and employment
conditions
• identify the chief
   provisions of the laws
that regulate
employment wages,
hours, and benefits
• differentiate between
unemployment
compensation and
workmen’s
compensation
• examine the need to
consider working
conditions when
seeking employment
• identify the issues and
   activities associated
   with a union contract |
Business Law and Ethics  
Grade 10, 11, or 12

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<tr>
<td>Skills and Topics:</td>
<td>• define the need for laws in a democratic society&lt;br&gt;• distinguish among the major sources of today’s law&lt;br&gt;• explain how and why ethics and laws do not always coincide&lt;br&gt;• delineate the steps of entering into contracts&lt;br&gt;• list the elements of a contract&lt;br&gt;• compare and contrast the major classes of contracts&lt;br&gt;• explain the sequence of making, accepting, and terminating offers</td>
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<td>Integration of Technology:</td>
<td>Internet, Web Quests, Wireless laptop computers, SMART Boards, multimedia presentations, podcasting, video streaming</td>
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<td>Writing:</td>
<td>Open-ended responses, conclusions and analysis of exploratory activities</td>
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<td>Formative Assessments:</td>
<td>Warm-up activities, exploratory activities, class discussion, student participation, scoring rubric, benchmark assessments</td>
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<td>Summative Assessments:</td>
<td>Quizzes, tests, projects, midterm examination, benchmark assessments</td>
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<td>Performance Assessments:</td>
<td>Authentic assessments, projects, presentations</td>
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</table>
| **Interdisciplinary Connections:** | *ELA: RH.1-10, WHST.1.a-e, 2.a-e, WHST.4-10, Sl.1-6, L.1-6*  
Arts: The arts are exemplified through the application of the elements of art and design upon the creation of authentic assessments.  
Health/PE: Health standards are infused through the examination of protecting consumers and the under-aged citizen.  
World Language: 7.1.AL.A.3  

**21st Century Themes:**  
☒Global Awareness  
☐Financial, Economic, Business, and Entrepreneurial Literacy  
☐Health Literacy

**21st Century Skills:**  
☒Creativity and Innovation  
☒Media Literacy  
☒Critical Thinking and Problem Solving  
☒Life and Career Skills  
☒Information and Communication Technologies Literacy  
☒Communication and Collaboration  
☒Information Literacy

**Resources:**  

**Careers:**  
Applicable career options are discussed as they arise throughout the business education program. Career options include, but are not limited to, the following career clusters: Agriculture, Food, and Natural Resources Career Cluster; Architecture and Construction Career Cluster; Arts, A/V Technology, and Communications Career Cluster; Business, Management, and Administration Career Cluster; Finance Career Cluster; Government and Public Administration Career Cluster; Health Science Career Cluster; Hospitality and Tourism Career Cluster; Human Services Career Cluster; Information Technology Career Cluster; Manufacturing Career Cluster; Marketing Career Cluster; Transportation, Distribution, and Logistics Career Cluster.

*2010 Common Core Content Standards:*

- **RL:** Reading Literature
- **N:** Real Number System
- **RI:** Reading Informational Text
- **A:** Algebra
- **W:** Writing
- **F:** Functions
- **SL:** Speaking and Listening
- **G:** Geometry
- **L:** Language
- **S:** Statistics and Probability
- **MD:** Measurement and Data
### Business Law and Ethics
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<th>March</th>
<th>April</th>
<th>May</th>
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<tbody>
<tr>
<td>CRP 1,5,11</td>
<td>CRP 1,3,9</td>
<td>CRP 1,9</td>
<td>CRP 1,5,9</td>
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<tr>
<th>Essential Question:</th>
<th>How is currency exchanged?</th>
<th>How is consumerism protected?</th>
<th>Why are the rights of minors limited?</th>
<th>How may career paths be determined?</th>
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<table>
<thead>
<tr>
<th>Content:</th>
<th>International Business</th>
<th>Consumers in the Global Economy</th>
<th>Protecting the Under-aged Citizen</th>
<th>Planning a Career in Today’s World</th>
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</table>

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<tr>
<th>Skills and Topics:</th>
<th>• discuss why nations depend on one another for goods</th>
<th>• identify the environments in which consumers make purchases</th>
<th>• define the term minor and explain why they are prohibited from entering into binding contracts</th>
<th>• identify potential employment opportunities</th>
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<tr>
<td></td>
<td>• compare and contrast free trade and protectionist policies</td>
<td>• examine the characteristics of intelligent consumers</td>
<td>• recognize the consequences of a minor’s misrepresentation of actual age</td>
<td>• describe different forms of compensation</td>
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<td>• describe how governments influence the global market</td>
<td>• discuss how to determine truth in advertising</td>
<td>• explain ratification of minor’s contracts, including those actions that have the effect of ratification</td>
<td>• delineate possible ethical ramifications regarding misrepresentation of credentials</td>
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<td>• discuss factors of diversity within the world labor market</td>
<td>• differentiate between relevant and irrelevant information (e.g., Internet, infomercials)</td>
<td>• define the responsibilities of a minor regarding entering into contracts for necessaries</td>
<td>• apply the results of an online aptitude test to evaluating employment opportunities</td>
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<td>• identify the factors considered in the balance of trade and balance of payments and examine their relationship</td>
<td>• identify basic consumer rights and responsibilities</td>
<td>• identify persons other than minors who may disaffirm contracts</td>
<td>• research informational resources that provide the required education and training for specific careers</td>
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<td>• identify benefits and challenges of competition in the international marketplace</td>
<td>• discuss actions available to conserve natural resources and protect the environment</td>
<td>• explore the sequence of legally protecting the rights of the mentally impaired and the elderly</td>
<td>• identify characteristics employers look for in employees</td>
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<td>• describe the process of economic development and identify characteristics of developing nations</td>
<td>• identify various consumer protection sources at the federal, state, and local government levels</td>
<td>• describe groups within society who need assistance in protecting their rights</td>
<td>• prepare a resume, write a cover letter, and complete a job application</td>
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<td>• list federal laws that protect consumers</td>
<td>• (e.g., cell phone contracts, credit card scams, subscriptions)</td>
<td>• compare and contrast the desirable</td>
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<td>• explain fraud and differentiate from concealment and misrepresentation</td>
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<td>• requirements of job openings</td>
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<td>• prepare for a job interview</td>
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<td>• present oneself for a juried job application</td>
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| Skills and Topics:   |       | • identify the necessary information to satisfy the statute of fraud  
|                      |       | • describe actions available to consumers to protect from fraud  
|                      |       | • determine when the statute of frauds applies to a given contract  
|                      |       | • distinguish between the types of mistakes that can lead to voiding contracts  
|                      |       | • use comparative shopping techniques for the acquisition of goods and services  
|                      |       | • analyze the impact of advertising, peer pressure  
| Integration of   | Internet, Web Quests, Wireless laptop computers, SMART Boards, multimedia presentations, podcasting, video streaming |
| Technology:         |       | self and peer evaluate presentations using a scoring rubric |
| Writing:            | Open-ended responses, conclusions and analysis of exploratory activities |
| Formative Assessments: | Warm-up activities, exploratory activities, class discussion, student participation, scoring rubric, benchmark assessments |
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Business Law and Ethics
Course Requirements

Grade: 10, 11, or 12  Prerequisite: None  Credit Value: 5
Length of Course: Academic Year

Course Description

The Business Law and Ethics course offers students instruction in basic business practices and introduces students to fundamental legal principles relevant to the roles of citizens, consumers, and employees. Students develop competency in applying economic knowledge to practical contemporary situations in a global economy. Worldwide economics, international business, personal finance, career planning, taxes, comparative shopping, and advertising techniques are examined with respect to social and economic forces. The origin of law, the court system, legal rights/duties, contract agreements, consumer protection, employer/employee relationships, and the daily operations of businesses in society are examined.

This course will consist of the following units of study:
- The Private Enterprise System
- Corporations
- Government and Business
- The Global Economy
- Dynamics of a Business in a Changing World
- International Business
- Consumers in the Global Economy
- Protecting the Under-aged Citizen
- Planning a Career in Today’s World

Course Objectives

The student will demonstrate the ability to answer in detail the following essential questions:
- How do businesses provide benefits to the consumer?
- How are corporations important to the free enterprise system?
- How do government regulations affect business?
- Why view business from a global view?
- Who is an effective business leader?
- How is currency exchanged?
Course Objectives (continued)

- How is consumerism protected?
- Why are the rights of minors limited?
- How may career paths be determined?
- What are the post-graduation and/or career options that apply to the course content?

Evaluation Process

A final average of 65% or better is required to be awarded course credit. Throughout the length of this course, students may be evaluated on the basis of, but not limited to:

- Formative Assessments, such as writing prompts, journals, and portfolios
- Summative Assessments, such as quizzes, tests, and midterm and final examinations
- Performance Assessments, such as projects and presentations
- Technology-based Applications, such as electronic portfolios, Web Quests, ThinkQuest, and podcasting
- Class Participation
- Homework

Specific weights will be determined by course and level.
My signature below indicates that I have received a copy of the Somerville Public Schools Course Requirements for Business Law and Ethics.

I acknowledge my responsibility to read and understand all of the information contained in the Business Law and Ethics Course Requirements information and syllabus packet.

________________________________________  ____________________________
Student Signature                         Date

Note: Please share the course requirements for Business Law and Ethics with your parents.