Business/Health Care
Law and Ethics

Grade 10, 11, or 12

Prerequisite: None

Credit Value: 5

ABSTRACT

The Business/Health Care Law and Ethics course offers students instruction in basic business and health care practices and introduces students to fundamental legal principles relevant to the roles of citizens, consumers, and employees of the business and the health care industries. 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 related to business and health care 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 July 25, 2017
### Business/Health Care Law and Ethics
**Grade 10, 11, or 12**

<table>
<thead>
<tr>
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#### Essential Question:
- How do businesses/health care provide benefits to the consumer?
- How are corporations important to the free enterprise system?
- How do government regulations affect business and health care?
- Why view business and health care from a global view?
- Who is an effective business and health care leader?

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

#### Skills and Topics:
- **The Private Enterprise System**
  - describe the private enterprise system
  - explain the motivation behind the establishment of new businesses
  - describe several benefits businesses and health care 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

- **Corporations**
  - define 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)

- **Government and Business**
  - review the categories of laws that affect businesses
  - discuss how the government regulates businesses and health care to protect public interest
  - explain how government regulation affects business and health care
  - explain the source of the federal government’s power to regulate business and health care
  - differentiate among merger, consolidation, asset acquisition, and stock acquisition
  - explain how takeovers are regulated

- **The Global Economy**
  - explain the differences between wants and needs
  - discuss the methods by which businesses and health care 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

- **Dynamics of Business in a Changing World**
  - 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 and health care management
  - identify and give examples of the roles and functions of management staff
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| **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 and health care in the US  
• identify the basic types of businesses  
• explain how consumers benefit from business and health care 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 |
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<tr>
<td>• define the need for laws in a democratic society</td>
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<td>• distinguish among the major sources of today’s law</td>
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<td>• explain how and why ethics and laws do not always coincide</td>
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<td>• delineate the steps of entering into contracts</td>
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<td>• list the elements of a contract</td>
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<td>• compare and contrast the major classes of contracts</td>
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<td>• explain the sequence of making, accepting, and terminating offers</td>
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| Integration of Technology: | Internet, Web Quests, Wireless laptop computers, SMART Boards, multimedia presentations, podcasting, video streaming |

| 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 |

| Summative Assessments: | Quizzes, tests, projects, midterm examination, benchmark assessments |

| Performance Assessments: | Authentic assessments, projects, presentations |
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| **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.A.L.A.3  
21st Century Life/Careers: 9.2.12.C.1-9* | | | | | |
| **21st Century Themes:** | ☒Global Awareness  ☒Civic Literacy  ☒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 | | | | |
| **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. | | | | |

*2016 NJSLS:

- RL: Reading Literature
- RI: Reading Informational Text
- W: Writing
- SL: Speaking and Listening
- L: Language
- N: Real Number System
- A: Algebra
- F: Functions
- G: Geometry
- S: Statistics and Probability
- MD: Measurement and Data
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### Essential Question:
- How is currency exchanged?
- How is consumerism protected?
- Why are the rights of minors limited?
- How may career paths be determined?

### Content:
- **International Business**
- Consumers in the Global Economy
- Protecting the Under-aged Citizen
- Planning a Career in Today’s World

### Skills and Topics:
- Discuss why nations depend on one another for goods
- Compare and contrast free trade and protectionist policies
- Describe how governments influence the global market
- Discuss factors of diversity within the world labor market
- Identify the factors considered in the balance of trade and balance of payments and examine their relationship
- Identify benefits and challenges of competition in the international marketplace
- Describe the process of economic development and identify characteristics of developing nations
- Identify the environments in which consumers make purchases
- Examine the characteristics of intelligent consumers
- Discuss how to determine truth in advertising
- Differentiate between relevant and irrelevant information (e.g., Internet, infomercials)
- Identify basic consumer rights and responsibilities
- Discuss actions available to conserve natural resources and protect the environment
- Identify various consumer protection sources at the federal, state, and local government levels
- List federal laws that protect consumers
- Explain fraud and differentiate from concealment and misrepresentation
- Define the term minor and explain why they are prohibited from entering into binding contracts
- Recognize the consequences of a minor’s misrepresentation of actual age
- Explain ratification of minor’s contracts, including those actions that have the effect of ratification
- Define the responsibilities of a minor regarding entering into contracts for necessaries
- Explore the sequence of legally protecting the rights of the mentally impaired and the elderly
- Describe groups within society who need assistance in protecting their rights
  - (e.g., cell phone contracts, credit card scams, subscriptions)
- Identify potential employment opportunities
- Describe different forms of compensation
- Delineate possible ethical ramifications regarding misrepresentation of credentials
- Apply the results of an online aptitude test to evaluating employment opportunities
- Research informational resources that provide the required education and training for specific careers
- Identify characteristics employers look for in employees
- Prepare a resume, write a cover letter, and complete a job application
- Compare and contrast the desirable requirements of job openings
- Prepare for a job interview
- Present oneself for a juried job application
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<td>Skills and Topics:</td>
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<td>• identify the necessary information to satisfy the statute of fraud</td>
<td>• self and peer evaluate presentations using a scoring rubric</td>
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<td></td>
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<td>• describe actions available to consumers to protect from fraud</td>
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<td>• determine when the statute of frauds applies to a given contract</td>
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<td>• distinguish between the types of mistakes that can lead to voiding contracts</td>
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<td>• use comparative shopping techniques for the acquisition of goods and services</td>
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<td>• analyze the impact of advertising, peer pressure</td>
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**Integration of Technology:**
- Internet, Web Quests, Wireless laptop computers, SMART Boards, multimedia presentations, podcasting, video streaming

**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

**Summative Assessments:**
- Quizzes, tests, projects, final examination, benchmark assessments

**Performance Assessments:**
- Authentic assessments, projects, presentations
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### 21st Century Themes:
- Global Awareness
- Civic Literacy
- 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.

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Law and Ethics
Course Requirements

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

Course Description

The Business/Health Care 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 of businesses and the health care industry. 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 related to business and health care 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/health care provide benefits to the consumer?
- How are corporations important to the free enterprise system?
- How do government regulations affect business/health care?
- Why view business/health care from a global view?
- Who is an effective business/health care 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.
Student Agreement

Business/Health Care
Law and Ethics

STUDENT NAME: __________________________________________

Last Name                      First Name

GRADE: ______________________

My signature below indicates that I have received a copy of the Somerville Public Schools Course Requirements for Business/Health Care Law and Ethics.

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

_________________________________________    __________________
Student Signature                      Date

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