



Somerville Public Schools

Office of Curriculum and Instruction

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



SOMERVILLE PUBLIC SCHOOLS

Business Law and Ethics Grade 10, 11, or 12

Month/ Marking Period	September/October	October	November	December/January	February
2014 New Jersey Core Curriculum Content Standards (NJCCCS)*	9.1.12.A.5,6,9; 9.1.12.C.1; 9.1.12.E.5-8; 9.2.12.C.7; 9.2.12.C.8 CRP1,5	9.1.12.C.7; 9.1.12.E.8; 9.2.12.C.8 CRP1,3	9.1.12.A.1,11,12; 9.1.12.B.7;9.1.12.D.8,12 9.1.12.F.6 CRP9	9.1.12.A.9; 9.1.12.D.13; 9.1.12.E.4; 9.1.12.F.2,3; 9.2.12.C.5 CRP1,5	9.1.12.A.12,13; 9.2.12.C.7 CRP1,3
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:	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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) 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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



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Skills and Topics:	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> determine the differences between the business judgment rule and the fairness rule 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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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Skills and Topics:	<ul style="list-style-type: none"> define the need for laws in a democratic society distinguish among the major sources of today's law explain how and why ethics and laws do not always coincide delineate the steps of entering into contracts list the elements of a contract compare and contrast the major classes of contracts explain the sequence of making, accepting, and terminating offers 				
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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Month/ Marking Period	September/October	October	November	December/January	February
Interdisciplinary Connections:	*ELA: RH.1-10, WHST.1.a-e, 2.a-e, WHST.4-10, SL.1-6, L.1-6 Science: 5.1.12.B.2-3, 5.1.12.C.1-3, 5.1.12.D.1-2 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. Technology: 8.1.12.A.1-4, 8.1.12.C.1, 8.1.12.D.1-2, 8.1.12.E.1, 8.1.12.F.1-2 World Language: 7.1.AL.A.3 Social Studies: 6.1.12.C.2.b, 6.1.12.C.3.b, 6.1.12.C.5.a, 6.1.12.C.5.c, 6.1.12.C.6.c, 6.1.12.C.8.b, 6.1.12.C.9.a-d, 6.1.12.C.10.a, 6.1.12.C.14.a-c, 6.1.12.C.16.b-c, 6.2.12.C.5.d, 6.2.12.C.5.g 21 st Century Life/Careers: 9.2.12.C.1-9				
21st Century Themes:	<input checked="" type="checkbox"/> Global Awareness <input checked="" type="checkbox"/> Civic Literacy <input checked="" type="checkbox"/> Financial, Economic, Business, and Entrepreneurial Literacy <input type="checkbox"/> Health Literacy				
21st Century Skills:	<input checked="" type="checkbox"/> Creativity and Innovation <input checked="" type="checkbox"/> Media Literacy <input checked="" type="checkbox"/> Critical Thinking and Problem Solving <input checked="" type="checkbox"/> Life and Career Skills <input checked="" type="checkbox"/> Information and Communication Technologies Literacy <input checked="" type="checkbox"/> Communication and Collaboration <input checked="" type="checkbox"/> Information Literacy				
Resources:	<i>Business 2000: Business Law</i> (2000). South-Western. <i>Introduction to Business – Our Business & Economic World</i> (2003). Glencoe/McGraw Hill, Columbus, OH <i>Understanding Business and Personal Law – 10th Edition</i> (1998). Glencoe/McGraw Hill, Columbus, OH.				
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:

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|--------------------------------|-------------------------------|
| 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 |



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Month/ Marking Period	March	April	May	June
2014 New Jersey Core Curriculum Content Standards (NJCCCS)*	9.1.12.A.8; 9.1.12.F.2 CRP 1,5,11	9.1.12.C.1, 9.1.12.C.7, 9.2.12.F.3 CRP1 ,3,9	9.1.12.C.7; 9.1.12.G.2 CRP 1,9	9.1.12.A.1-4 CRP 1,5,9
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:	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 necessities • identify persons other than minors who may disaffirm contracts • 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) 	<ul style="list-style-type: none"> • 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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Skills and Topics:		<ul style="list-style-type: none"> • 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 		<ul style="list-style-type: none"> • self and peer evaluate presentations using a scoring rubric
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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 SL: Speaking and Listening
 L: Language

N: Real Number System
 A: Algebra
 F: Functions
 G: Geometry
 S: Statistics and Probability
 MD: Measurement and Data



Somerville Public Schools

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.



Somerville Public Schools

Business Law and Ethics Student Agreement

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 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.