

Credit Hours: 3

Contact Hours: This is a 3-credit course, offered in accelerated format. This means that 16 weeks of material is covered in 8 weeks. The exact number of hours per week that you can expect to spend on each course will vary based upon the weekly coursework, as well as your study style and preferences. You should plan to spend 14-20 hours per week in each course reading material, interacting on the discussion boards, writing papers, completing projects, and doing research.

Faculty Information: Faculty contact information and office hours can be found on the faculty profile page.

COURSE DESCRIPTION AND OUTCOMES

COURSE DESCRIPTION:

This course focuses on the tools for understanding the principles underlying the legal environment of business. The course identifies the current legal rules and regulations affecting businesses, and students become familiar with the new developments and trends that will greatly affect future transactions. This course introduces the U.S. legal system, coverage of the major components of contract law, employment law, accounting law, and an examination of business liability issues under tort law. In addition, the intellectual property issues of trade secrets, trademarks, patents, and copyrights will be covered. The impact of digital technology and business globalization will be integrated into each topic discussed.

COURSE OVERVIEW:

Business Law is an intellectually challenging study of the constantly changing legal puzzles that face businesses of all sizes and types. This course will assist students in interpreting prevalent legal theories, fundamental laws, and regulations that affect business, as well as evaluate ethical and legal dilemmas facing today's global business leaders.

Students will identify critical business law concepts in torts, consumer protection, intellectual property, digital law, antitrust, and contract law including both the common law and UCC. Additional major federal laws, such as Equal Employment Opportunity, and important Supreme Court Cases affecting the relationship between employees and employers will be explained.

As future business leaders in domestic or foreign markets, it is imperative that students understand the different legal options for creating a business entity and the legal agreements required as well as assess the role of the government in the regulation of those entities. The role of ethics and recognition of criminal law in the business world are also explained to ensure our future business frontrunners are highly successful!

COURSE LEARNING OUTCOMES:

1. Interpret prevalent legal theories, fundamental laws, and regulations that affect business.

2. Explain the different legal options for creating a business entity, the legal agreements required as well as assess the role of the government in the regulation of those entities.
3. Recognize the role of criminal law in the business world and distinguish between white-collar crime and blue-collar crime.
4. Evaluate major federal laws, such as Equal Employment Opportunity, and important Supreme Court cases affecting the relationship between employees and employers.
5. Identify critical business laws concepts in torts, consumer protection, intellectual property, digital law, antitrust, and contract law including both the common law and UCC.
6. Evaluate ethical and legal dilemmas facing today's global business leaders.

PARTICIPATION & ATTENDANCE

Prompt and consistent attendance in your online courses is essential for your success at CSU-Global Campus. Failure to verify your attendance within the first 7 days of this course may result in your withdrawal. If for some reason you would like to drop a course, please contact your advisor.

Online classes have deadlines, assignments, and participation requirements just like on-campus classes. Budget your time carefully and keep an open line of communication with your instructor. If you are having technical problems, problems with your assignments, or other problems that are impeding your progress, let your instructor know as soon as possible.

COURSE MATERIALS

Required:

Miller, R. L. (2017). *Business law today: The essentials: Text and summarized cases* (11th ed.). South Melbourne, Australia: Cengage Learning. ISBN 9781305574793

NOTE: All non-textbook required readings and materials necessary to complete assignments, discussions, and/or supplemental or required exercises are provided within the course itself. Please read through each course module carefully.

COURSE SCHEDULE

Due Dates

The Academic Week at CSU-Global begins on Monday and ends the following Sunday.

- **Discussion Boards:** The original post must be completed by Thursday at 11:59 p.m. MT and peer responses posted by Sunday 11:59 p.m. MT. Late posts may not be awarded points.
- **Opening Exercises:** Take the Opening Exercise before reading each week's content to see which areas you will need to focus on. You may take these exercises as many times as you need. The Opening Exercises will not affect your final grade.
- **Mastery Exercises:** Students may access and retake Mastery Exercises through the last day of class until they achieve the scores they desire.

- **Critical Thinking:** Assignments are due Sunday at 11:59 p.m. MT.

WEEKLY READING AND ASSIGNMENT DETAILS

MODULE 1

Readings

- Chapters 1, 2, & 7 in *Business Law Today, The Essentials: Text and Summarized Cases*
- Bader, C. (2014, April 21). Why corporations fail to do the right thing. Retrieved from <http://www.theatlantic.com/business/archive/2014/04/why-making-corporations-socially-responsible-is-so-darn-hard/360984/>
- Hackworth, M. L., & Shanks, T. (1998). The case of the million-dollar decision. Retrieved from <https://www.scu.edu/ethics/focus-areas/business-ethics/resources/the-case-of-the-million-dollar-decision/>
- Oak Hill Publishing Company. (n.d.). Twenty-five landmark cases in Supreme Court history. Retrieved from https://www.constitutionfacts.com/content/supremecourt/files/supremecourt_landmarkcases.pdf
- University of California at Berkley. (n.d.). The common law and civil law traditions. Retrieved from <https://www.law.berkeley.edu/library/robbins/CommonLawCivilLawTraditions.html>

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Career Development Criteria (50 points)

Choose one of the following two assignments to complete this week. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: Lifetime Employability

In your career development work to date, you have researched careers that interest you, and you have evaluated your strengths and weaknesses, comparing them to those required in the career you want. You may have worked with a mentor or networked with other professionals working in your desired career, and you are developing a resume and honing your interviewing skills. Soon you will apply what you are learning to your job search. This is a good time to also consider the skills and practices required for on-the-job success.

All careers are affected by employment and business laws that effect hiring, employability, on-the-job behaviors, termination, etc. To complete this assignment, refer to your own personal experience with business laws, acts, ordinances, etc. or your anticipated/desired experiences and how employment and business laws affect you and your specific industry. You can also refer to information in the Student Career Center.

Assignment Preparation and Requirements

Our CSU-Global Career Center offers career navigation services to help you with:

- Career planning and lifelong career management
- Resources, including links to career-related videos and blogs, job search, career assessment and labor market research

- Resume review
- Career coaching

In the [Student Career Center](#), read [Tips for Professional Success](#). Using a single example or multiple examples from your professional life now and/or in the past, or from your research, answer the following questions in a well-written paper. Be sure to provide detailed responses to these questions using specific examples and integrate your answers into a paper that flows smoothly.

Develop a well-written 2-3 page paper, not including the title or references pages, that includes the following:

- Describe how domestic employment and business law will affect/impact you and the industry you are or will be working in.
- Explain how you use critical thinking in decision making and problem solving in your professional life.
- Define the three most important elements of personal and professional etiquette that you employ in your professional life.
- Create a personal ethics philosophy with regard to business or your field of choice. Explain how you would apply this philosophy in your daily life.
- Outline your communication strengths in your professional life. Describe your weaknesses.
- List the strategies you employ to stay on task and on time in your professional life. Explain how you manage your professional goals.
- Use a minimum of 3 supporting references with at least 1 or 2 of those being peer-reviewed. These sources could relate to goal setting, professional goals, professional etiquette, decision making, or any other relevant aspect of career development.

Always follow the CSU-Global Guide to Writing & APA and review the library material concerning APA style before turning in this assignment.

Option #2: Lifetime Employability

Lifetime Employability (50 Points)

In your career development work to date, you have researched careers that interest you, and you have evaluated your strengths and weaknesses, comparing them to those required in the career you want. You may have worked with a mentor or networked with other professionals working in your desired career, and you are developing a resume and honing your interviewing skills. Soon you will apply what you are learning to your job search. This is a good time to also consider the skills and practices required for on-the-job success.

All careers are affected by employment and business laws that effect hiring, employability, on-the-job behaviors, termination, etc. To complete this assignment, refer to your own personal experience with business laws, acts, ordinances, etc. or your anticipated/desired experiences and how employment and business laws affect you and your specific industry. You will also need to visit the Student Career Center.

Assignment Preparation and Requirements

Our CSU-Global Career Center offers career navigation services to help you with:

- Career planning and lifelong career management
- Resources, including links to career related videos and blogs, job search, career assessment and labor market research
- Resume review
- Career coaching

In the [Student Career Center](#), schedule an appointment with a career coach. Based on your session with the career coach, construct a well-written paper responding to the following questions. Be sure to provide detailed responses to these questions using specific examples and integrate your answers into a paper that flows smoothly (and be sure that you cover information in your session to address the below questions). Reminder, for this assignment you must meet with a CSU-Global career coach.

Develop a well-written 2-3 page paper, not including the title and references pages, that includes the following:

- Describe the career field you are planning to enter/advance in/transition to with your degree.
- Summarize your conversation with the career coach including your next steps.
- Identify your short- and long-term career goals and discuss the steps you will take to pursue those goals.
- Discuss some barriers to entry, advancement, and transitioning to your chosen field.
- Use a minimum of 3 supporting references with at least 1 or 2 of those being peer-reviewed. These sources could relate to goal setting, professional goals, professional etiquette, decision making, or any other relevant aspect of career development.

Always follow the CSU-Global Guide to Writing & APA and review the library material concerning APA style before turning in this assignment.

****Note:** Since the ability to do this assignment depends on being able to schedule time with a career coach, please be proactive in setting up your appointment but also keep your instructor aware if the scheduling of your career coaching session cannot be scheduled in a timely manner for submission of this assignment and if you'll need an extension. Be sure to arrange the extension during the normal due period for the assignment.

MODULE 2

Readings

- Chapters 17, 18, 19, & 20 in *Business Law Today, The Essentials: Text and Summarized Cases*
- Winsor, M. (2016, May 25). Muslim employees file religious discrimination complaint against Wisconsin firm over prayer dispute. Retrieved from <http://abcnews.go.com/US/muslim-employees-file-religious-discrimination-complaint-wisconsin-firm/story?id=39365677>
- Castillo v. Case Farms of Ohio, Inc., 96 F. Supp. 2d 578 (W.D. Tex. 1999)
- Schuette, Attorney General of Michigan v. Coalition to Defend Affirmative Action, 134 S. Ct. 1623 (2014)

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Critical Thinking (80 points)

Choose one of the following two assignments to complete this week. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: Ethical Issues in Employment Law

You have just been promoted to the Human Resources Department of a Fortune 500 company. Your director asks each of the HR employees to research an employment law issue and draft a memo that discusses that specific issue. In addition, he wants to ensure that each employee has a clear understanding of the issue present. Therefore, you are to include in your memo either a specific case that supports this employment law or utilize your own experience. This experience can stem from professional or personal situations in the business world as an employee or employer. Lastly, your director wants you to include any ethical issue that your company may be confronting in reference to this employment law. Consider employment law with wages and hours, OSHA, age, disabilities, minors working, etc.

Be sure that your focus is twofold: first, on an area of employment law and second, on a potential ethical issue within that area of law.

If you have not personally or professionally confronted an issue, consider an issue that could arise within the realm of employment law and describe it or search for a case on the internet.

Address the following in your memo:

- Identify and clearly define the relevant law, either defining a legal doctrine, provisions of a law, or elements of a specific cause of action.
- Compare and contrast the applicable law to the employment law issue you identified.
- Apply facts from your situation to the applicable law, doctrine, or cause of action studied.
- Clearly summarize lessons learned from the week as they apply to your fact pattern and make links to the readings and/or module.
- Include new thoughts or ideas based on the module information—this is your reflection/insight, which logically would flow from each information point presented.
- Identify and briefly discuss any related ethical issues.

Your memo should be 3-4 pages in length, not including the title or references pages. In addition, include 3 credible sources in your memo. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 2 folder, and make sure to follow CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty identifying an appropriate topic.

Option #2: Employment Discrimination and the Bona Fide Occupation Qualification

You have just been promoted to the human resources department of a Fortune 500 company. Your Director calls you into a meeting and explains that in hiring a prospective employee, there are legitimate reasons for not hiring someone. For example, the prospective employee may not fill legal requirements (e.g., he or she is a minor and cannot complete the tasks of the job based on the young age) or positional requirements (e.g., he or she does not have the required experience or education for the position and the employer demonstrates this requirement as a business necessity).

Neither of these examples is discrimination. However, there are protected classes, which cannot be discriminated against. Title VII provides five protected classes, which cannot be discriminated against. For review of the protected classes, see page IV of this week's module. However, Title VII only applies to companies with 15 employees or more.

Further, the bona fide occupational qualification (“BFOQ”) can be argued as a reason for discrimination by the employer, even of the protected classes. Important, though, is that race and color (two of the five protected classes under Title VII) are not on the list of permissible BFOQs.

Your director asks you to draft a memo with the following information:

1. Research the internet for a case where an individual claimed discrimination either in his or her hiring or firing and the employer argued a permissible BFOQ was the reason behind the failure to hire or behind the firing.
2. Compare and contrast the applicable law BFOQ to the case study you identified.
3. Identify and clearly define the relevant law utilized by the court in determining the outcome of the case. This includes defining applicable legal doctrine, provisions of a law, or elements of a specific cause of action.
4. Apply facts from the researched situation to the applicable law, doctrine, or cause of action researched.

Then, address the following:

- Analyze Title VII and determine if it should apply to every company, regardless of number of employees.
- Analyze Title VII/BFOQ requirements and determine if race and color should be permissible BFOQ or whether the BFOQ exceptions to employment discrimination be removed completely.

In answering this question, be sure to consider the effect on the business world and on society generally. Clearly summarize lessons learned from the week as they apply to your researched case. Identify new thoughts or ideas based on the module information and identify any related ethical issues.

Your memo should be 3-4 pages in length, not including the title or references page. In addition, include 3 credible sources in your memo. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 2 folder. Make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty researching an appropriate case.

MODULE 3

Readings

- Chapters 3 & 13 in *Business Law Today, the Essentials: Text and Summarized Cases*
- Davey, M. (2014, July 19). \$1.8 million for Ventura in defamation case. *The New York Times*. Retrieved from <https://www.nytimes.com/2014/07/30/us/jesse-ventura-chris-kyle-navy-seal-book-lawsuit.html>
- Saladoff, S. (2011, June 27). FAQ about the McDonald’s coffee case. Retrieved from http://www.hotcoffeethemovie.com/default.asp?pg=mcdonalds_case

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Critical Thinking (80 points)

Choose one of the following two assignments to complete this week. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: How Important Tort Liability is to Business

You are a manager of a highly successful local business. The small business society in your community asks you to write a paper for their monthly publication. In the featured article, you will be discussing, *"How Important Tort Liability is to Business."* Remember that, for most torts, injured persons can bring actions against businesses as well as against individuals.

Using your professional or personal experience in the business world, discuss the following in your article:

- Discuss the extent of business negligence liability by identifying and clearly defining the relevant law(s), either defining a legal doctrine, provisions of a law, or elements of a specific cause of action.
- Apply facts from your experience to the applicable law, doctrine, or cause of action studied.
- Clearly summarize lessons learned from the week as they apply to your fact pattern and make links to the readings and/or module.
- Then make a list of suggestions for minimizing business tort liability, in which you include new thoughts or ideas based on the module information. This is your reflection/insight, which logically would flow from each information point presented.
- Ensure your experience actually relates back to the material for the week.

Sometimes students have difficulty identifying a personal or professional torts case. You may also research a torts case to discuss if you do not have a personal professional experience to discuss. Be sure to complete all bulleted points above.

In the area of torts, many causes of action are comprised of "elements." Define each element and apply facts from your situation to the law or elements. For instance, if you write about a situation involving negligence, you would define negligence stating, "Negligence occurs where a person's conduct falls below the standard of care, resulting in a breach of duty, which is the direct and proximate cause of injury to another person or thing. The elements of negligence are: 1) duty; 2) breach; 3) causation; and 4) damages."

Your paper should be 3-4 pages in length, not including the title or references pages. In addition, include 4 credible sources in your response. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 3 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty identifying an appropriate topic.

Option #2: Product Liability

You work for a highly successful international manufacturer. Your boss is working with a group of clients who are located overseas and are not familiar with U.S. tort law. Your boss requests you to conduct some research on products liability. You recall from your business classes that businesses that make, sell

or lease goods can be held liable for the physical harm or property damage caused by those goods to consumers, users, or bystanders.

In your report you are to include the following information:

- Identify and discuss the four (4) elements of negligence.
- Using the internet, research and analyze a legal case involving *products liability*.
- Discuss in detail the defenses that were raised or could have been raised.
- Provide your opinion on whether you believe it is fair to hold employers responsible for the negligent acts of their employees.

Your paper should be 3-4 pages in length, not including the title or reference page. In addition, include 4 legal references in your response. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Course Information page, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty with this topic.

MODULE 4

Readings

- Chapters 5, 6, & 21 in *Business Law Today, The Essentials: Text and Summarized Cases*
- IRS. (2016). Examples of financial institutions fraud investigations—Fiscal year 2016. Retrieved from <https://www.irs.gov/uac/examples-of-financial-institution-fraud-investigations-fiscal-year-2016>
- Yang, S. (2014, July 1). Finance. *Business Insider*. Retrieved from <http://www.businessinsider.com/how-bernie-madoffs-ponzi-scheme-worked-2014-7>

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Portfolio Milestone (50 points)

This week you will submit your final portfolio choice along with a tentative business proposal, outline, and 4-6 references cited according to the CSU-Global Guide to Writing & APA.

The Portfolio Project is due at the end of Week 8. You may want to view the Portfolio Project grading rubric, which can also be accessed from the Module 8 folder.

MODULE 5

Readings

- Chapters 4 & 5 in *Business Law Today, The Essentials: Text and Summarized Cases*
- Association for Molecular Pathology v. Myriad Genetics. (n.d.). *Oyez*. Retrieved from <https://www.oyez.org/cases/2012/12-398>
- World Intellectual Property Organization. (2003). *What is intellectual property?* Geneva: WIPO. Retrieved from http://www.wipo.int/edocs/pubdocs/en/intproperty/450/wipo_pub_450.pdf

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Critical Thinking (80 points)

Choose one of the following two assignments to complete this week. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: Ethics and Intellectual Property

Discuss a current ethical issue in the business world that arises out of intellectual property. Research and discuss at least one case to illustrate the ethical issue. Some areas to consider include:

- Explain why it is important to protect intellectual property.
- Determine how intellectual property should be protected.
- Examine if intellectual protections ever go “too far”.
- Propose the proper balance between content producers and the public good.

Your well-written paper should be 3-4 pages in length, not including the title or references pages. Include a minimum of three credible sources beyond the textbook. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 5 folder, and make sure to follow CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have any questions about the assignment.

Option #2: The Fair Use Doctrine

The Fair Use Doctrine is a defense to a claim of intellectual property infringement, specifically against claims of copyright infringement and, in more limited cases, trademark infringement.

Research a case where the Fair Use Doctrine was raised as a defense to a claim of intellectual property infringement. Then, address the following:

- Explain the facts of the case and the legal reasoning relied upon to reach the result in the case.
- Define the Fair Use Doctrine and discuss whether it was successfully raised. (If it was successfully raised, this means the defendant won). Do you agree with the result in the case? Explain your reasoning.
- Justify the defense of Fair Use. In answering this question, please address:
 - Explain the importance in protecting intellectual property.
 - Determine the importance for society to have access to intellectual property.
 - Discuss whether the Fair Use Doctrine properly balances the rights of content producers against the public good.

Your well-written paper should be 3-4 pages in length, not including the title or reference pages. Include a minimum of three credible sources beyond the textbook. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 5 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have any questions about the assignment.

MODULE 6

Readings

- Chapters 8, 9, & 10 in *Business Law Today, The Essentials: Text and Summarized Cases*
- Beesley, C. (2016, September 23). Contract law – How to create a legally binding contract. U.S. Small Business Administration. Retrieved from <http://www.sba.gov/blogs/contract-law-how-create-legally-binding-contract>
- Dunlap, K. (2010, February 8). Robin Williams' breach of contract lawsuit tossed out [Blog post]. Retrieved from http://blogs.findlaw.com/celebrity_justice/2010/02/robin-williams-breach-of-contract-lawsuit-tossed-out.html

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Critical Thinking (80 points)

Choose one of the following two assignments to complete this week. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: Professional Contract Formation

After reading the U.S. Small Business Administration (SBA) article, "How to create a legally binding contract" and visiting the [Tips for Professional Success](#) section of the Student Career Center, you will create a professional contract containing the definite and certain elements as discussed in Chapter 8, 9, and 10 of your textbook. Your contract will be written for your family-owned small business. The agreement will be for employees to sign who wish to further their education, where the company may provide tuition assistance while working for your company. Be creative, yet professional. The following components must be present in your contract. For each element, you must demonstrate your ability to write clearly, concisely, and with advanced communication skills.

1. Distinguish the type of contract (e.g., bilateral, unilateral) and include the four (4) elements of contract formation.
2. Develop the factors of time, tasks, goals, potential clauses, assignments, and restrictions into the contract.
3. Use and define legal concepts by incorporating the legal terminology from your textbook where appropriate and relevant.
4. Identify any ethical issues that exist in this alleged contract and result.
5. Use academic or legitimate news sources, such as *The New York Times*, the *Los Angeles Times*, the *Washington Post*, CNN, MSNBC, etc.

Your paper should be 3-4 pages in length, not including the title or references pages. Include at least 3 credible sources to support your findings. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 6 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty creating an appropriate contract.

Reference

Beesley, C. (2016, September 23). Contract law—How to create a legally binding contract [Blog post]. U.S. Small Business Administration. Retrieved from <http://www.sba.gov/blogs/contract-law-how-create-legally-binding-contract>

Option #2: Contract Law Agreements

After reading the U.S. Small Business Administration (SBA) article, "How to create a legally binding contract," and visiting the [Tips for Professional Success](#) section of the Student Career Center, you will create a contract.

In order to develop this contract, you will adopt the role of employee at XYZ Manufacturing. The purpose of this contract is to resolve a conflict between you and one of your co-workers regarding a parking space. The conflict has become serious and has affected production and morale in the workplace. Your manager has asked you to settle this disagreement by creating a contract, which will be signed by you and your co-worker. Compose an agreement that does the following

1. Present a summary of your contract in the form of an email communication cover letter to your manager for approval—keeping in mind appropriate and professional email etiquette. ([Please go to the Career Center and review "Drafting a Cover Letter" for information regarding the development of a cover letter to be sent via email](#)). In your email, explain to your manager how this contract would benefit both you and your co-worker. This will represent the first page of your paper (after your title page).
2. Present your contract, which should include the factors of time, tasks, goals, potential clauses, assignments, and restrictions.
3. Use and define legal concepts by incorporating the legal terminology from your textbook where appropriate and relevant.
4. Use academic or legitimate news sources, such as *The New York Times*, the *Los Angeles Times*, *The Washington Post*, CNN, MSNBC, etc.

Your paper should be 3-4 pages in length, not including the title or references pages. Include at least 3 credible sources to support your findings. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the grading rubric, which can be accessed from the Module 6 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor early in the week if you have difficulty creating an appropriate contract.

Reference

Beesley, C. (2016, September 23). Contract law—How to create a legally binding contract [Blog post]. U.S. Small Business Administration. Retrieved from <https://www.sba.gov/blogs/contract-law-how-create-legally-binding-contract>

MODULE 7

Readings

- Chapters 11, 12, & 16 in *Business Law Today, The Essentials: Text and Summarized Cases*
- Cornell University Law School. (n.d.). UCC: Uniform Commercial Code. Retrieved from <https://www.law.cornell.edu/ucc>
- Whitley, J., Koenig, G., & Roberts, S. (2007). Homeland security, law, and policy through the lens of infrastructure and key asset protection. *Jurimetrics*, 47(3), 259-279. Retrieved from <https://www.atlanta-businesslitigation.com/Homeland-Security-Law-Policy-Jurimetrics.pdf>

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

MODULE 8

Readings

- Chapters 22 & 25 in *Business Law Today, The Essentials: Text and Summarized Case*
- Markgraf, B. (n.d.). Legal & ethical issues in international business expansion. Retrieved from <http://smallbusiness.chron.com/legal-ethical-issues-international-business-expansion-68066.html>
- Scott, M. (2016, November 10). Parallels between Europe's antitrust cases against Google and Microsoft. *New York Times*. Retrieved from <https://www.nytimes.com/2016/11/11/technology/google-microsoft-europe-antitrust-android.html>

Opening Exercise (0 points)

Discussion (25 points)

Mastery Exercise (10 points)

Portfolio Project (300 points)

Choose one of the following two projects to complete for your final Portfolio Project. Do not do both assignments. Identify your assignment choice in the title of your submission.

Option #1: Domestic Business Plan

As an entrepreneur, you want to start a business. You know that the first step is to consider drafting a business plan to organize all of your ideas. For this assignment, you will be submitting a business plan for your imaginary business. For research purposes, you can choose any state for the location of your business. Your business plan should include the following:

- Introduction of the proposed business/executive summary
 - The executive summary is often considered the most important section of a business plan. This section briefly tells your reader where your company is, where you want to take it, and why your business idea will be successful. If you are seeking financing, the executive summary is also your first opportunity to attract a potential investor's interest.
 - The executive summary should highlight the strengths of your overall plan and therefore be the last section you write. However, it appears first in your business plan.
- Identify and describe the type of business entity that is best for your business.
 - Examples may include: partnership, limited liability company, corporation, etc. (For purposes of this assignment, you should NOT choose a sole proprietorship for your business entity.)
 - Defend your choice of business entity (this may include advantages/disadvantages of the selected type of business entity based on your business concept).
- Describe the specific legal steps needed to be followed to successfully start the business.
 - Note: Steps will vary, depending on the type of business you choose and state you are located in.
 - Good sources of research for this area include the following:
 - Textbooks

- Information on the business formation process can be found at: <http://smallbusiness.findlaw.com/incorporation-and-legal-structures/business-formation-quickstart.html>. The Small Business Administration website will be helpful; it includes information on how to start a small business.
- Recommend and describe an appropriate written agreement for the particular type of entity chosen.
 - Examples: Articles of incorporation, articles of organization, partnership agreement, etc.
- A draft of a valid contract with a vendor, supplier, customer, etc. that illustrates all elements of a contract and takes into consideration some of the topics discussed in Modules 6 and 7
- Explain potential ethical considerations for your business, including any social responsibility plans or attitudes that your business will embrace.
- Describe a possible disagreement that could be encountered among the partners or investors and shareholders. Recommend potential resolutions (referring back to the formal documents, such as the articles of incorporation or the partnership agreement).
 - Examples could include the introduction of a new product line, borrowing money for expansion, an advertising campaign, etc.
- Determine how the business would be terminated if the disagreement between the board of directors, shareholders, or partners could not be resolved.

Your well-written plan should be 8-10 pages in length, not including the title or references pages. Headings and subheadings may help you organize your work. Include at least four academic or other legitimate sources to support your findings, not including your textbook. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the Portfolio Project grading rubric, which can be accessed from the Module 8 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor at any point in the course if you have questions about the assignment.

Option #2: International Business Plan

As an entrepreneur, you want to start a business that will operate globally. You know that the first step is to consider drafting a business plan to organize all of your ideas. For this assignment, you will be submitting a business plan for your imaginary business. For research purposes, you can choose any state or country for the location of your business—be sure to consider how international operations will impact business regulations and ethics. Your business can be headquartered in the U.S. and operate internationally or headquartered in a foreign country and operate internationally, your choice. Your business plan should include the following:

- Introduction of the proposed business/executive summary
 - The executive summary is often considered the most important section of a business plan. This section briefly tells your reader where your company is, where you want to take it, and why your business idea will be successful. If you are seeking financing, the executive summary is also your first opportunity to attract a potential investor's interest.
 - The executive summary should highlight the strengths of your overall plan and therefore be the last section you write. However, it appears first in your business plan.
- Identify and describe the type of business entity that is best for your business
 - Examples may include: partnership, limited liability company, corporation, etc. (For purposes of this assignment, you should NOT choose a sole proprietorship for your business entity.)

- Defend your choice of business entity (this may include advantages/disadvantages of the selected type of business entity based on your business concept).
- Describe the specific legal steps needed to be followed to successfully start the business.
 - Note: Steps will vary, depending on the type of business you choose and state/and or country you are located in.
 - Good sources of research for this area include the following:
 - Textbooks
 - Country-specific business formation requirements
 - Information on the business formation process can be found at: <http://smallbusiness.findlaw.com/incorporation-and-legal-structures/business-formation-quickstart.html>.
 - The Small Business Administration website will be helpful; it includes information on how to start a small business.
- Recommend and describe an appropriate written agreement for the particular type of entity chosen.
 - Examples: Articles of incorporation, articles of organization, partnership agreement, etc.
- A draft of a valid contract with a vendor, supplier, customer, etc. that illustrates all elements of a contract and takes into consideration some of the topics discussed in Modules 6 and 7.
- Explain potential ethical considerations for your business, including any social responsibility plans or attitudes that your business will embrace in the host country
- Describe a possible disagreement that could be encountered among the partners or investors and shareholders. Recommend potential resolutions (referring back to the formal documents, such as the articles of incorporation or the partnership agreement).
 - Examples could include the introduction of a new product line, borrowing money for expansion, an advertising campaign, etc. in the host country.
- Determine how the business would be terminated if the disagreement between the board of directors, shareholders, or partners could not be resolved.

Your well-written plan should be 8-10 pages in length, not including the title or references pages. Headings and subheadings may help you organize your work. Include at least four academic or other legitimate sources to support your findings, not including your textbook. The MGT315 Business Law Library Guide can help you with finding quality resources.

Review the Portfolio grading rubric, which can be accessed from the Module 8 folder, and make sure to follow the CSU-Global Guide to Writing & APA. Please be sure to reach out to your instructor at any point in the course if you have questions about the assignment.

COURSE POLICIES

Course Grading

20% Discussion Participation
0% Opening Exercises
8% Mastery Exercises
37% Critical Thinking Assignments
35% Final Portfolio Project

Grading Scale	
A	95.0 – 100
A-	90.0 – 94.9
B+	86.7 – 89.9
B	83.3 – 86.6
B-	80.0 – 83.2
C+	75.0 – 79.9
C	70.0 – 74.9
D	60.0 – 69.9
F	59.9 or below

IN-CLASSROOM POLICIES

For information on late work and incomplete grade policies, please refer to our [In-Classroom Student Policies and Guidelines](#) or the Academic Catalog for comprehensive documentation of CSU-Global institutional policies.

Academic Integrity

Students must assume responsibility for maintaining honesty in all work submitted for credit and in any other work designated by the instructor of the course. Academic dishonesty includes cheating, fabrication, facilitating academic dishonesty, plagiarism, reusing /repurposing your own work (see *CSU-Global Guide to Writing and APA* for percentage of repurposed work that can be used in an assignment), unauthorized possession of academic materials, and unauthorized collaboration. The CSU-Global Library provides information on how students can avoid plagiarism by understanding what it is and how to use the Library and Internet resources.

Citing Sources with APA Style

All students are expected to follow the *CSU-Global Guide to Writing and APA* when citing in APA (based on the APA Style Manual, 6th edition) for all assignments. For details on CSU-Global APA style, please review the APA resources within the CSU-Global Library under the “APA Guide & Resources” link. A link to this document should also be provided within most assignment descriptions in your course.

Disability Services Statement

CSU-Global is committed to providing reasonable accommodations for all persons with disabilities. Any student with a documented disability requesting academic accommodations should contact the Disability Resource Coordinator at 720-279-0650 and/or email ada@CSUGlobal.edu for additional information to coordinate reasonable accommodations for students with documented disabilities.

Netiquette

Respect the diversity of opinions among the instructor and classmates and engage with them in a courteous, respectful, and professional manner. All posts and classroom communication must be conducted in accordance with the student code of conduct. Think before you push the Send button. Did you say just what you meant? How will the person on the other end read the words?

Maintain an environment free of harassment, stalking, threats, abuse, insults, or humiliation toward the instructor and classmates. This includes, but is not limited to, demeaning written or oral comments of an ethnic, religious, age, disability, sexist (or sexual orientation), or racist nature; and the unwanted sexual advances or intimidations by email, or on discussion boards and other postings within or connected to the online classroom. If you have concerns about something that has been said, please let your instructor know.