



NORTHEAST IOWA COMMUNITY COLLEGE

Northeast Iowa Community College provides in-demand education and training focused on improving lives, driving business success and advancing community vitality.

BUS 185 94002 Business Law I

Fall 2021

Delivery Method:

- Video Conference

Meet Days/Times/Location:

- T,R; 1:00 PM - 2:20 PM; Industrial Tech Bldg/Calmar; 130

Start and End Dates:

- 8/24/2021 - 12/16/2021

Academic Department: Liberal Arts, Science and Business

Instructor Information

Name: Melissa Stewart

Phone: 800-728-2256, ext. 1277

Email: stewartme@nicc.edu

Office Location: Due to my remote work schedule please communicate plans to visit in person ahead of time. Calmar, Max Clark RM 106 Cubicle 1, Zoom:
<https://nicc.zoom.us/j/632423914>

Office Hours: M/W 10 - 10:45 AM, 11:30 AM - 12:00 PM T 10:30 AM - 12 PM T/Th 2:20 PM - 2:50 PM Use this link to schedule independent study time with me - calendly.com/stewartme

Best Method to Contact Instructor: Email

NICC email is the official means of communication, you should regularly check your email.

NICC has a commitment to respond to student communication within 24 hours on a school day, and 48 hours on non-school days.

Required Materials



Business Law Today, Standard: Text & Summarized Cases, Loose-Leaf + MindTap, 1 term Printed Access Card

ISBN: 9780357209370

Authors: Miller

Publisher: Cengage

Publication Date: 2020

Edition: 12th Edition

Course Information

Course Description: Presents material essential to an understanding of law as it applies to the following topics: history, crimes and torts, contract law and sales Uniform Commercial Code (UCC).

Major Course Objective:

The student is will understand the basics and principles of law and how it relates to contracts and sales (UCC).

Primary Common Learning Outcome Assessed: Critical Thinking

Educational Learning Outcomes:

- Students will be able to define what law is, identify its sources, and explain its importance to our society.
- Students will be able to demonstrate a basic understanding of crimes and torts.
- Students will be able to define terminology relating to contracts, and recognize the requirements for a valid offer and acceptance.
- Students will be able to recognize the importance of consideration to a contract, and identify how it affects enforceability.
- Students will be able to identify competent parties to a contract and the concepts involved.

- Students will be able to identify contracts with statute of frauds requirements, and list the necessary elements for a written contract.
- Students will be able to recognize the proper discharge of a contract, and explain the difference between full performance and substantial performance.
- Students will be able to recognize a breach of contract, explain the remedies of a breach, and identify the defenses for a breach.
- Students will be able to explain all important concepts in sales contracts, define terminology, and apply them to case solutions.
- Students will be able to describe the important legal concepts involved in consumer protection, define terminology, and apply them to case solutions

Grading Procedures and Scale

Tests/Quizzes and Homework (categories) comprise the points available for this class. Some extra credit points will be made available throughout the session. Grades are NOT weighted; therefore, a point earned on a test will equal a point earned on a written submission or discussion post. Grades will be posted within Brightspace at the end of each unit of study. Disclaimer: Points may change related to the deletion of test questions considered unreliable.

Grade	Grading Scale by Percent of Total Points <i>Ex. (94 - 100%)</i>	Grading Scale by Points <i>Ex. (940 - 1000+)</i>
A	93-100%	930-1,000
A-	90-92%	900-929
B+	87-89%	870-899
B	83-86%	830-869
B-	80-82%	800-829
C+	77-79%	770-799
C	73-76%	730-769
C- (or P)	70-72%	700-729
D+	67-69%	670-699
D	63-66%	630-669
D-	60-62%	600-629
F	Below 60%	Below 599

(or NP)		
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	# of Assignments	Points / Percentage
Introduction	1@5pts.	5/.5
Example Assignments	2@15pts.	30/3
Case Problem Analysis	16@15pts.	240/24
Embedded Assessments (CLO, PLO), Midterm	3@100pts.	300/30
Quizzes	17@25pts.	425/42.5
Total Points possible		1000/100%

Course Calendar

The course calendar is a guide for activities and subject to change at faculty discretion.

Course Calendar

Due Date	Assignment/Exams/Etc	Topic	Point Value	Course Unit Objective Educational Learning Outcome	Program Learning Outcome	Common Learning Outcome
Week 1 8/24-8/30	Read Ch. 1 Introductions Case Problem Analysis Quiz	Law and Legal Reasoning	5 15 25	The student will understand the basics and principles of law and how it relates to contracts and sales.	1,6	Critical Thinking
Week 2 8/31-9/6	Read Ch. 2 Case Problem Analysis CLO Embedded Assessment Quiz	Constitutional Law	15 100 25	""	1,6	""
Week 3 9/7-9/13	Read Ch. 3 Case Problem Analysis Quiz	Ethics in Business	15 25	""	1,6	""
Week 4 9/14-9/20	Read Ch. 4 Case Problem Analysis Quiz	Courts and Alternative Dispute Resolution	15 25	""	1,6	""

Week 5 9/21- 9/27	Read Ch. 5 Case Problem Analysis Puffery Example Quiz	Tort Law	15 15 25	""	1,6	""
Week 6 9/28- 10/4	Read Ch. 6 & 7 Case Problem Analysis Quiz	Product Liability Intellectual Property Rights	15 25	""	1,6	""
Week 7 10/5- 10/11	Read Ch. 8 Case Problem Analysis Quiz Midterm Exam	Internet Law, Social Media, and Privacy	15 25 100	""	1,6	""
Week 8 10/12- 10/18	Read Ch. 9 Case Problem Analysis Current Event Example Quiz	Criminal Law and Cyber Crime	15 15 25	""	1,6	""
Week 9 10/19- 10/25	Read Ch. 10 Case Problem Analysis Quiz	Nature and Classification	15 25	""	1,6	""
Week 10 10/26- 11/1	Read Ch. 11 Case Problem Analysis Quiz	Agreement	15 25	""	1,6	""
Week 11 11/2- 11/8	Read Ch. 12 & 13 Case Problem Analysis Quiz	Consideration, Capacity and Legality Defenses to Contract Enforceability	15 25	""	1,6	""
Week 12 11/9- 11/15	Read Ch. 14 Case Problem Analysis Quiz	Third Party Rights and Discharge	15 25	""	1,6	""
Week 13 11/16- 11/22	Read Ch. 15 Case Problem Analysis Quiz	Breach and Remedies	15 25	""	1,6	""
Week 14 11/23- 11/29	Read Ch. 16 Case Problem Analysis Quiz	Sales and Lease Contracts	15 25	""	1,6	""
Week 15 11/30- 12/6	Read Ch. 17 Case Problem Analysis Quiz	Performance and Breach of Sales and Lease Contracts	15 25	""	1,6	""
Week 16 12/7- 12/13	Read Ch. 18 Case Problem Analysis Quiz	Negotiable Instruments	15 25	""	1,6	""
Week 17 12/14- 12/17	PLO Final Quiz Final Contract Assignment		25 100	""	1,6	""

PLO 1 Students will understand best practice business concepts to use in their careers.

PLO 2 Students will describe the value of working with a diverse group.

PLO 3 Students will apply the basic financial knowledge required of an entry to mid-level business professional.

PLO 4 Students will understand the elements of the marketing mix as they apply to organizations.

PLO 5 Students will demonstrate the oral and written skills expected of an entry to mid-level business professional.

PLO 6 Students will outline the basic skills and abilities needed by managers today and the immediate future.

Student Course Feedback

Prior to course completion you will receive an email providing a link to share your feedback. You are EXPECTED to complete the feedback form for each class.

Assessment

Northeast Iowa Community College is an institution dedicated to continuous instructional improvement as part of our assessment efforts. It is necessary for us to collect and analyze course level data. Data drawn from student work for the purposes of institutional assessment will be posted in aggregate and will not identify individual students. Your continued support in our ongoing effort to provide quality instructional services at NICC is appreciated.

College Policies

Attendance/Academic Engagement

(See College Handbook for more details) Regular attendance is expected. A strong relationship exists between success in college and class attendance. Absence in class interferes with the learning process and may lead to academic failure. Students should confer with the instructor immediately following an absence. When there is advance

knowledge of an absence, students should discuss this with the instructor prior to the absence.

If you find that you have any trouble keeping up with assignments or other aspects of the course, make sure you let your instructor know as early as possible. As you will find, building rapport and effective relationships are key to becoming an effective professional. Make sure that you are proactive in informing your instructor when difficulties arise during the semester so that we can help you find a solution.

Academic Integrity

Academic integrity is the commitment to and demonstration of honesty, ethics, and taking personal responsibility for your work in an academic setting. Academic integrity includes honesty, fairness, respect and responsibility. Academic integrity requires student's work to be the product of their own thought and effort, and to ensure that the intellectual contribution of others is properly documented. Academic integrity applies to all academic activities, including, but not limited to, classwork, labs, clinical field, practicum or co-op assignments. Examples of violations of academic integrity include, but are not limited to, plagiarism, cheating, lying, falsifying data, and aiding dishonesty. Violations of academic integrity are addressed according to the [Academic Integrity Policy](#), and sanctions may include, but not be limited to, warnings (either verbal or written), grade reduction for an assignment, project or test, or a failing grade for the course. Sanctions for violations of academic integrity for a course shall be determined by the faculty member for the course. Pursuant to the Student Conduct Code, egregious or repeated violations of the academic integrity policy may result in the suspension or expulsion from a class or from the College, as determined by the College.

Class Continuation during Campus or Center Closing

Instructional continuity is critical to the College mission and to your success in this class. As such, should a campus or center close due to weather or unforeseen circumstances, please check your Brightspace class for specific instructions and expectations from your instructor due to the campus closure.

Classes will not be canceled, and students will be expected to continue to engage in this class remotely until such a time as classes can return to normal.

For notification on campus closures, please refer to the following:

<https://www.nicc.edu/about/consumer-information/emergency-response-and-procedure/>

Campus Emergencies

In the event of a campus emergency, an alarm will sound or an appropriate announcement will be made. An emergency response guide, building evacuation routes and severe weather shelter areas are posted in each room. Safety drills are held on a regular basis. For more information, visit campus emergencies in the college catalog.

Course Section Policies

Absence/Illness

An absence of any kind limiting the ability to submit assignments by their due date should be communicated with the instructor as soon as possible.

Academic Integrity Violations

Violations of academic integrity are addressed according to the Academic Integrity Policy, and sanctions may include, but not be limited to, warnings (either verbal or written), grade reduction for an assignment, project or test, or a failing grade for the course. Sanction for academic integrity may be issues for both intentional and unintentional academic integrity violations. The determination of sanction will be based on the both the severance of the the violation and the frequency of violations up to the moment of sanction from the beginning of the start of the course.

Late Work

Assignments are expected to be submitted by their assigned due dates. In inevitable situations where students are unable to submit their assignments to the instructor or lack internet access, arrangements should be made by the student to submit assignments to the instructor prior to the posted deadline. Late assignments will be accepted up to seven (7) days past the assigned due date with a 25% grade penalty on the assignment.

Missing Assignments

Students are responsible for being aware of all assignment and test due dates. Students are also responsible for actively checking their grades in Brightspace to ensure all assignments have been submitted.

Makeup Testing

Students are allowed to make up only ONE exam missed during the semester. Any other exams missed in excess of one exam will receive a “zero” score and a letter grade of

“F”. Students are responsible for contacting the instructor prior to missing any exams and scheduling a time to make up the exam.

Use of Technology

Cell Phone/Text Messaging Usage

Cell phones are expected to be silenced and placed out of sight during class unless otherwise discussed with instructor. If a call needs to be taken during class please quietly excuse yourself from class and return when completed.

Laptop Use

Laptops can be used to access course materials only.

Recording

Only permitted as a pre-approved instructional accommodation.

Classroom Conduct

As a student in this course (and at this College) you are expected to maintain a high degree of professionalism, commitment to active learning and participation in this class; and also integrity in your behavior in and out of the classroom in which the rights, dignity, worth, and freedom of all members of the class are respected. Please refer to the [College Catalog](#) for detailed information on the [Student Conduct Code](#).

Additional Information

Learning Center

The NICC Learning Centers provide tutoring assistance free of charge to any student in person Monday through Friday or virtually online with our online tutoring service 24/7 with [Upswing](#). Students are encouraged to utilize the Learning Centers in Calmar, Peosta or Dubuque.

Access

Take advantage of the *ReadSpeaker Listen Button* to enhance understanding and comprehension of the materials in this and any syllabus within the content area. All of the materials posted in the content area of NICC Brightspace classrooms have a *Listen*

Button to have the text highlighted and read for you. Listening to text read aloud is shown to improve reading comprehension. www.nicc.edu/readspeaker

ReadSpeaker for Brightspace by D2L



Course Copyright

All course materials students receive or to which students have online access are protected by copyright laws. Students may use course materials and make copies for their own use as needed, but unauthorized distribution and/or uploading of materials without the instructor's express written permission is strictly prohibited. Students who engage in the unauthorized distribution of copyrighted materials may be held in violation of the College's Code of Conduct, and/or liable under Federal and State laws.

Netiquette

The term "Netiquette" refers to the etiquette guidelines for electronic communications, such as e-mail and bulletin board postings. Netiquette covers not only rules to maintain civility in discussions, but also special guidelines unique to the electronic nature of forum messages.

Accommodation Policy

In accordance with the Americans with Disability Act, NICC ensures the accessibility of its programs, classes, and services to students with disabilities. For any questions or to apply for disability services please contact the Accessibility Services Office to set up an appointment, or visit the Accessibility Services website at: <https://www.nicc.edu/academic-support/disability-services/accommodations/> for additional information. Any student eligible for and needing academic accommodations because of a disability is requested to speak with their instructor.

Sally Mallam, M.S.
Director of Accessibility Services
844.642.2338 ext. 1258
mallams@nicc.edu

Statement of Non-Discrimination

It is the policy of Northeast Iowa Community College not to discriminate on the basis of race, color, national origin, sex, disability, age (employment), sexual orientation, gender identity, creed, religion, and actual or potential parental, family or marital status in its programs, activities, or employment practices as required by federal and state civil rights regulations. If you have questions, concerns or to read the full policy at:

<https://www.nicc.edu/aboutnicc/nondiscriminationpolicy/>.

Title IX: Confidentiality and Responsible Employee Statement

Northeast Iowa Community College faculty are committed to helping create a safe and open learning environment for all students. If you (or someone you know) have experienced any form of sexual misconduct, including sexual assault, dating or domestic violence, or stalking, know that help and support are available. The College strongly encourages all members of the community to take action, seek support and report incidents of sexual misconduct to the Title IX Office. Please be aware that under Title IX of the Education Amendments of 1972, I am required to disclose information about such misconduct to the Title IX Office.

If you wish to speak to a confidential employee who does not have this reporting responsibility, you can contact one of NICC's Counselors (Calmar Campus 844.642.2338, ext. 1378 / Peosta Campus 844.642.2338, ext. 2215). For more information about reporting options and resources visit [Sexual Respect and Title IX](#).

Disclaimer

This syllabus, along with course assignments and due dates, are subject to change. It is the student's responsibility to check the Learning Management System (Currently Brightspace) for corrections or updates to the syllabus. Any changes will be clearly noted by your instructor or listed in the course announcements or through NICC email.