Northern Marianas College
CURRICULUM ACTION REQUEST

Effective Semester / Session: Fall 2011

Type of Action:

- New
- Modification
- Move to Inactive (Stop Out)
- Cancellation

Course Alpha and Number: MG 238

Course Title: Business Law

Reason for initiating, revising, or canceling:
This course guide has been upgraded to reflect changes in the department name, the textbook, the degree requirements met by the course, and the course outline, and the inclusion of instructional goals, student learning outcomes, and assessment measures.

Dr. John Griffin
Proposer

Dr. John Griffin
Department Chair

Barbara K. Merfalen
Dean of Academic Programs and Services
1. Department:
   Business Department

2. Purpose
   This course introduces students to the elements of the law, including
   contract law, sales, negotiable instruments, agency, employment and labor law,
   business organizations, real estate transactions, consumer and credit protection,
   and insurance. Additionally, this course is intended to enhance students' knowledge of doing business in the CNMI and in the United States.

3. Description

   A. Required/Recommended Textbook(s) and Related Materials
      Required:
      Readability level: Grade 10.3

   B. Contact Hours
      1. Lecture: 3 hours per week / 45 per semester
      2. Lab:
      3. Other:

   C. Credits
      1. Number: 3
      2. Type: Regular Degree Credits

   D. Catalogue Course Description
      This is an introductory course covering contract law, sales, warranties,
      negotiable instruments, real estate, and business organizations.
      Emphasis is placed on practical and legal aspects of doing business in
      the CNMI and the U.S. English Placement Level: EN 101. Math
      Placement Level: None. (Offered Spring)

   E. Degree or Certificate Requirements Met by Course
      This course is a required course for the A.A. Degree in Business, the
      A.A.S. Degree in Business Administration with an emphasis in
      Accounting, and the A.A.S. Degree in Business Administration with an
      emphasis in Business Management.
F. Course Activities and Design
This course incorporates lectures, small-group discussions, guest speakers, audio-visual presentations, take-home assignments, periodic quizzes, and a final exam.

4. Course Prerequisite(s); Concurrent Course Enrollment;
   Required English/Mathematics Placement Level(s)
   Prerequisites: None
   English Placement Level: EN 101
   Math Placement Level: None

5. Estimated Cost of Course; Instructional Resources Needed
   Cost to the Student: Tuition for a 3-credit course, and the student activities fee.
   Cost to the College: Instructor’s salary.
   Instructional resources needed for this course include whiteboard, video screen for PowerPoint presentations, and videotaped programs.

6. Method of Evaluation
   Student grades will be based on the regular letter grade system as described below:
   
   A: Excellent - Grade Points: 4.0;
   B: Above Average - Grade Points: 3.0;
   C: Average - Grade Points: 2.0;
   D: Below Average - Grade Points: 1.0;
   F: Failure - Grade Points 0.0.

   NMC’s grading and attendance policies will be followed.
7. Course Outline

This is a topical outline and does not necessarily indicate the sequence in which the material will be presented.

1.0 Understanding the Law
   1.1 Foundations of the Law and the Role of Ethics in Business
   1.2 The Federal and State Court Systems and their Constitutional Foundations
   1.3 Criminal Law: Traditional and Cyber-crimes and Criminal Procedure
   1.4 Tort Law: Traditional Torts and Cyber-torts
   1.5 Litigation and Alternatives for Settling Civil Disputes

2.0 Traditional and E-Contracts
   2.1 Contract Law: A Beginning
   2.2 Agreement: Offer and Acceptance
   2.3 Consideration
   2.4 Capacity
   2.5 Legality
   2.6 Formal Requirements: Statute of Frauds/E-Signatures
   2.7 Transfer of Contract Rights and Obligations
   2.8 The Termination of Contracts: Discharge
   2.9 The Termination of Contracts: Breach of Contract

3.0 Purchase, Sale, and Lease of Goods under the Uniform Commercial Code (UCC)
   3.1 Formation of Sales and Lease Contracts
   3.2 The Sales Contract: Transfer of Title and Risk of Loss
   3.3 The Sales Contract: Performance, Breach, and Remedies for Breach
   3.4 Product Liability Law

4.0 Negotiable Instruments
   4.1 Nature and Types of Negotiable Instruments
   4.2 Issue, Transfer, and Endorsement, and Discharge of Negotiable Instruments
   4.3 Rights and Duties of Parties
   4.4 Checks, the Banking System, and E-Money

5.0 Agency, Employment, and Labor Law
5.1 Employer-Employee Relationship
5.2 Principal-Agent Relationship
5.3 Principal-Agent, Employer-Employee, and Third-Party Relationships

6.0 Business Organizations and Regulations
6.1 Sole Proprietorships, Partnerships, and Limited Liability Organizations
6.2 Corporations and Franchising
6.3 Government Regulation of Business

7.0 Real and Personal Property, Bailments, and Wills and Estate Planning
7.1 Basic Legal Concepts of Property
7.2 Renting Real Property
7.3 Buying and Selling Real Property
7.4 Nature and Types of Bailments
7.5 Rights and Responsibilities Conferred by Bailments
7.6 Special Bailments
7.7 Wills, Intestacy, and Estate Planning

8.0 Consumer and Creditor Protection
8.1 Protecting the Consumer and the Taxpayer
8.2 Protecting the Borrower
8.3 Protecting the Creditor

9.0 Insurance
9.1 Property, Casualty, and Automobile Insurance
9.2 Life Insurance
9.3 Health Insurance

8. Instructional Goals
This course will introduce students to:

1.0 The fundamentals of Law and its role in the conduct of business.

2.0 The application of the law relating to contracts, sales, credit, negotiable instruments, principal-agent relationships, employment and labor law, business organizations, consumer and credit protection, insurance, and government regulation of business; and

3.0 The relevance of law to everyday life, the community, and the world.
9. Student Learning Outcomes
   Upon successful completion of this course, students will be able to:

   1.0 Identify the primary sources of law in the U.S.;

   2.0 Evaluate alternative ways to settle disputes between two or more parties other than by litigation (a lawsuit);

   3.0 Identify and define the elements of a contract;

   4.0 Classify contracts as being valid, void, voidable, or unenforceable;

   5.0 Explain how contracts are ended and remedies for breaches;

   6.0 Explain how the Uniform Commercial Code (UCC) has changed the common-law rules of contracts as related to offer and acceptance, consideration, and requirements under statutes of frauds;

   7.0 Compare and contrast the various types of negotiable instruments and distinguish among the various parties involved;

   8.0 Describe the impact of electronic banking on bank-customer relations;

   9.0 Point out distinguishing features between the employer-employee and the principal-agent relationships;

  10.0 Describe the three major forms of business organizations;

  11.0 Describe several ways in which government regulates business;

  12.0 Explain how real property and personal property can be acquired;

  13.0 List the characteristics of the various forms of ownership of property;

  14.0 Differentiate among the types of bailments and state the standard of care required for each type;

  15.0 Describe the three types of special bailments;
16.0 Distinguish among the various types of automobile insurance coverage;

17.0 Identify the six most common types of property and casualty insurance and the risks covered by each;

18.0 Explain and compare and contrast the basic types of life insurance; and

19.0 Define the five basic types of health insurance.

10. **Assessment Measures**
Assessment of student learning may include, but not be limited to, the following:

1.0 Periodic quizzes;

2.0 Participation in class discussions;

3.0 Group work on special projects/assignments, and

4.0 A final exam.