

**LAKE AREA TECHNICAL INSTITUTE
MARKETING/MANAGEMENT/SALES
SYLLABUS**

Course: BUS 140 – Business Law

Credits: 3

Textbook: *Business Law Principles and Practices*, 5th Edition, Goldman/Sigismond

Course Description: In this course, the instructor and students will deal with legal issues in the areas of civil wrongs, criminal wrongs, contract law, commercial paper, and agency and employment. To ensure a good foundation for the study of law, sometime will be devoted to a comparison of the civil justice system and the criminal justice system.

Methods of Instruction: Lecture, class participation/discussion; guest speakers and videos; case studies; typed reports; newspaper and magazine articles involving current legal topics.

Attendance: Attendance is mandatory. You will be allowed to miss the class a total of five (5) class hours during the semester. Your missing of excessive class time will affect your standing as a member of the class. Any more than five absences will result in removal from the class. Doctor visits, dentists, illness, funerals, weather, and children are considered an absence. Use your absences wisely.

Grading: The following chapters will be covered from the textbook. Each test is worth 100 points

Chapter 1 and 2.....	Test 1
Chapter 3, 4, 5.....	Test 2
Chapter 6, 7, 8.....	Test 3
Chapter 9, 10, 11.....	Test 4
Chapter 12, 13, 14.....	Test 5
Chapter 15 and 16.....	Test 6
Chapter 17 and 18.....	Test 7
Chapter 19 and 20.....	Test 8
Chapter 21 and 22.....	Test 9
Chapter 23, 24, 25.....	Test 10
chapter 26, 27, 28.....	Test 11
Chapter 29, 30, 31.....	Test 12
Chapter 40, 41, 42.....	Test 13

12 test @ 100 points each.....	1300 points.....
64.6%	
34 study guides @ 15 points each.....	510 points.....
25.3%	
8 Case studies and reports @ 25 points each.....	200 points.....
9.9%	

<u>Percent</u>	<u>Grade</u>	<u>Points</u>
100% – 94%	A	2010 – 1889
93% – 87%	B	1888 – 1748
86% – 80%	C	1747 – 1608

