

Glendale Unified School District

High School

May 19, 2020

Revised Course Outline Board Approved February 15, 2022

Department: Career Technical Education / Business

Course Title: Business 1-2: Business Foundations and Law Honors
(formerly Business 1-2: Business Foundations and Law)

Course Code: 5009V/5010V

Grade Level(s): 10-12

School(s)
Course Offered: Clark Magnet High School

UC/CSU Approved
(Y/N, Subject): Y, "g" College Prep Elective

Course Credits: 10

Prerequisite: Tech Lit

Recommended
Textbook: Contemporary Business, 18th Edition
David L. Kurtz, Susan Berston
ISBN: 978-1119498445

Business Law: 17th Edition
Arlen Langvardt, A. James Barnes, Jamie Darin Prenkert,
Martin A. McCrory, Joshua Perry
ISBN: 9781259917110

Course Overview: This course applies the principles of how culture, society, economic systems, legal, international, political, financial institutions, and human behavior interact to affect a business organization's policy and practices in the world economy and competing markets. Topics covered include organizational structure and design; leadership, human resource management, organized labor practices; marketing; organizational communication; technology; entrepreneurship; legal, accounting, financial practices; the stock and securities market. Other topics include the fundamental legal principles pertaining to business transactions including the legal process, sources of law and ethics, contracts, torts, agency, criminal law, business organizations, and judicial and administrative processes. The students in the course will develop and iteratively refine a Business Plan, Marketing Plan and Finance/Investment Plan and will present their comprehensive plan.

For High Schools: Most importantly, use the unit and key assignment descriptions to demonstrate that the curriculum meets the a-g course criteria. Courses are to be academically challenging, involving substantial reading, writing, problems and laboratory work (as appropriate), and show serious attention to analytical thinking, factual content and developing students' oral and listening skills, this is the criteria UC analysts use to review courses for "a-g" approval.

Course Content-First Semester

Unit 1: Business Nature and Opportunities in a Modern Economy

(3 weeks)

STANDARDS

Business Management Pathway A1.1, A1.2, A3.1, A3.3, A4.1, A4.2

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit include the foundations of business, the nature of business operation and the American Capitalist approach to business. Also covered are the various and diverse opportunities in modern day business. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.

- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 2: **Business Organization, Management and Ownership**

(3 weeks)

STANDARDS

Business Management Pathway A1.1, A1.2, A3.1, A3.3, A4.1, A4.2

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit include various forms of ownership for a modern business including partnerships, Sole proprietorships, and corporation. Also included are management best practices and creative organizational structures. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.
- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 3: **Business Marketing**

(4 weeks)

STANDARDS

Business Management Pathway A8.0, A7.2, A7.3, A7.4

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit includes the various aspects and types of Marketing and their effects on a modern business. This includes the nature of marketing, problems with advertising, digital marketing, proper market research, International Marketing, and collaborating with retailers and wholesalers. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.

- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 4: **Personnel and Physical Factors**

(3 weeks)

STANDARDS

Business Management Pathway A3.0

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit include location and layout necessary for the business operations, purchase of inventory, the control of inventory and problems related to production. Also included is human resource selection and continued training, initial compensation and raises and labor problems and labor laws. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.
- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 5: **Business Finance**

(3 weeks)

STANDARDS

Business Management Pathway A4.0, A5.0

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit include business finance, financial institutions available to support various businesses, stock market and financial news. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.
- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be

covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 6: **Laws, Taxation and Management**

(3 weeks)

STANDARDS

Business Management Pathway A6.0, A9.0, A4.0

Common Core State Standards (RSIT 11-12.3, 11-12.7. WS 11-12.4, 11-12.6)

- A. The topics covered in this unit include business laws, transportations, communications, state and federal regulations, accounting and financial statements, business budgeting and forecasting and business statistics. The students will have projects on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit. A comprehensive final exam will be required incorporating all aspect of the course to determine mastery and multiple culminating projects will be assigned and assessed for mastery.
- B. Each unit will have a respective project that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Course Content-Second Semester

Unit 1: **Law and Society**

(5 weeks)

STANDARDS

Health and Safety 6.7

Ethics and Legal Responsibilities 8.6, 8.7

Financial Services Pathway B2.6, B4.4, B5.2

Common Core State Standards (RSIT 12.3, WS 11-12.2,3,4,5,6,7,8)

- A. The topics covered in this unit include the difference between the Public, administrative, and private law, Constitutional and statutory law, Substantive and procedural law, Common and civil law and Equity and Stare Decisis. They will be able to describe the written sources, concepts of justice, the general purpose of law, the court systems, arbitration, and administrative agencies. They will be able to explain original and appellate jurisdiction, Conspiracy, inducement, and wrongful interference, nuisance,

Slander, libel, and defamation, Tort and crime, Trademarks, patents, and copyrights and Trespass and conversion. The students will have assignments on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.

- B. Each unit will have a respective assignment that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 2: **Contract Law**

(5 weeks)

STANDARDS

Ethics and Legal Responsibilities 8.6, 8.7

Financial Services Pathway B2.6, B4.4, B5.2

Common Core State Standards (RSIT 12.3, WS 11-12.2,3,4,5,6,7,8)

- A. The topics covered in this unit include name the elements and parties of a contract and be able to explain the differences between the types of contracts (i.e. formal, implied, bilateral, executed, etc), mistakes (including voiding a contract), Concealment, fraud, duress, and undue influence, Creditor, and incidental beneficiary and Liquidated damages and debt and the applications of agreement, discharge of contracts by performance, applications of statute of frauds to contracts, operation of law and impossibility. Students will be able to define Capacity to contract, Consideration (including adequacy, substitutes, and legality), Offer and acceptance (including forms of acceptance) and Quasi contracts. Student will be able to define Promissory estoppel, Composition of creditors, Past consideration, Necessaries, Disaffirmance and ratification, Minor, Rescission, Misrepresentation, and Forbearance. Students will discuss illegal and partially illegal contracts, public policy, transfer of contract rights by assignment, remedies for breach of contract and contracts in restraint of trade (including examples). Students will be able to define Conflict of laws, Mitigation of damage, Accord and satisfaction, Statute of limitations, Statute of frauds, Parole evidence rule, Novation, Unconscionable and Usury.

The students will have assignments on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.

- B. Each unit will have a respective assignment that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 3: **Bailment**

(5 weeks)

STANDARDS

Ethics and Legal Responsibilities 8.6, 8.7

Financial Services Pathway B2.6, B4.4, B5.2

Common Core State Standards (RSIT 12.3, WS 11-12.2,3,4,5,6,7,8)

- A. The topics covered in this unit covers the bailment relationship, bailment from a sale, license, pledge, lease or pawn. Students will identify the parties and gratuitous bailment, mutual benefit bailment, and sole benefit to bailee bailment and discuss bailee's and bailor's rights and responsibilities, special bailments, Safe deposit box, Parking lots, Common carriers, Hotel keepers, Warehousemen, Restaurants, Lessee of personal property and Constructive bailments. The students will have assignments on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit.
- B. Each unit will have a respective assignment that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.

Unit 4: **Agency**

(5 weeks)

STANDARDS

Ethics and Legal Responsibilities 8.6, 8.7

Financial Services Pathway B2.6, B4.4, B5.2

Common Core State Standards (RSIT 12.3, WS 11-12.2,3,4,5,6,7,8)

- A. The topics covered in this unit includes explaining the difference between Express, incidental, customary, and apparent authority, Special, general, and universal agent and Independent contractor, employee, agent's duties to a principal (performance compensation, reimbursement, indemnity, liabilities (of an agent to a third party, A principal to a third party and A third party to an agent), reasonable care, loyalty,

obedience, accounting, information, and performance. Also, students will be able to explain termination of agency by acts of the parties: terms of contract, renunciation, revocation, mutual agreement, termination of agency by operation of law: national emergency, death or insanity, impossibility and bankruptcy, when a notice of termination is required and employer and employee rights and duties. Topics also include Agency, Ratification, Agency coupled with an interest and Respondeat superior. The students will have assignments on the topic and will learn the components using collaborative and hands-on methods. Students will be assessed on the topics via a quiz and exam. The standards for these assessments will be based on industry standards. The students will be able to describe and apply the topics covered in this unit. A comprehensive final exam will be required incorporating all aspect of the course to determine mastery and a culminating project will be assigned and assessed for mastery.

- B. Each unit will have a respective assignment that will test students' knowledge on the topics and where each student will produce a report. Each unit will also have a quiz and will be covered in the exams that will assess the student's retention of the topics covered in the lecture and discussions.