



Rhinebeck Business Law Elective Course Curriculum 2009

Created by teachers from the Rhinebeck School District

Rhinebeck Prioritized Curriculum

Business Law

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INTRODUCTION

This Curriculum is designed to be a resource for teachers of the Business Law elective in the Rhinebeck Central School District. It is an attempt to summarize the essential knowledge and skill students are expected to acquire at the end of the course of study. This document is correlated with the New York State learning Standards, aligned with the New York State Career Development and Occupational Standards, and enhanced with practical ideas from Rhinebeck classroom teachers. This is a living document. We encourage teachers to refine the document as further information and resources become available.

NEW YORK STATE CAREER DEVELOPMENT AND OCCUPATIONAL STUDIES STANDARDS

Standard 1 - Career Development

Students will be knowledgeable about the world of work, explore career options, and relate personal skills aptitudes and abilities to future career decisions. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.

Standard 2- Integrated Learning

Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

Standard 3 - Universal Foundation Skills

Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace. These skills include the ability to read, write, listen, speak, as well as perform arithmetical and mathematical functions, plan, organize, perform in interpersonal settings, and to use technology effectively.

KEY COMPONENTS

The following key components appear at each grade level:

- **ESSENTIAL KNOWLEDGE and SKILLS** - Each list of essential knowledge and skills express what students are expected to know and be able to do at that grade level or in that course. Each list is aligned with the New York State Core Curriculum and resource guide for Career Development and Occupational Studies.
- **VOCABULARY/CONCEPTS** - These vocabulary words and concepts correlate to the Career Development and Occupational Studies Curriculum.
- **GUIDING QUESTIONS** - These questions, written by teachers, help define the focus of each topic. This is not an inclusive list, but rather a starting point.
- **CLASSROOM IDEAS** - These ideas, generated by classroom teachers, are not required activities, but rather some ideas to try. Teachers are encouraged to add their own ideas.
- **ASSESSMENT IDEAS** - These ideas, generated by classroom teachers, often correspond to the classroom ideas. They are not required, but rather are some examples of alternative assessments to try. They may, in some instances, replace paper and pencil tests. In other instances, they may supplement the traditional forms of assessment. Again, teachers are encouraged to add their own ideas.

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The Legal and Constitutional Environment of Business

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Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>		
<ul style="list-style-type: none"> • Explain the Uniform Commercial Code, common law tradition, and precedent. • Students will be able to explain why a court might depart from precedent. • List differences between civil and criminal law. • Explain how the U.S. constitution affects business activities in the United States. • Define the legal vocabulary terms presented in the chapter. 	<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> Adjudicate National law Ordinance Plaintiff Police powers Breach Case law Remedy Civil law system <i>Stare decisis</i> Jurisprudence Common law Symbolic speech Administrative agency Persuasive authority Due process clause Establishment clause Filtering software Constitutional Law Administrative process Independent regulatory agency Secondary source of law </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> Criminal law Cyberlaw Defendant Bill of Rights Precedent Executive agency Citation Civil law International law Commerce clause Statutory law Substantive law Meta tags Administrative law Binding authority Enabling Legislation Primary source of law Procedural law Free exercise clause </td> </tr> </table>	<ul style="list-style-type: none"> Adjudicate National law Ordinance Plaintiff Police powers Breach Case law Remedy Civil law system <i>Stare decisis</i> Jurisprudence Common law Symbolic speech Administrative agency Persuasive authority Due process clause Establishment clause Filtering software Constitutional Law Administrative process Independent regulatory agency Secondary source of law 	<ul style="list-style-type: none"> Criminal law Cyberlaw Defendant Bill of Rights Precedent Executive agency Citation Civil law International law Commerce clause Statutory law Substantive law Meta tags Administrative law Binding authority Enabling Legislation Primary source of law Procedural law Free exercise clause 	<ul style="list-style-type: none"> ▪ What is the Uniform Commercial Code? ▪ What is the common law tradition? ▪ What is a precedent? When might a court depart from precedent? ▪ What are some important differences between civil law and criminal law? ▪ How does the US Constitution affect business activities in the United States? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature
<ul style="list-style-type: none"> Adjudicate National law Ordinance Plaintiff Police powers Breach Case law Remedy Civil law system <i>Stare decisis</i> Jurisprudence Common law Symbolic speech Administrative agency Persuasive authority Due process clause Establishment clause Filtering software Constitutional Law Administrative process Independent regulatory agency Secondary source of law 	<ul style="list-style-type: none"> Criminal law Cyberlaw Defendant Bill of Rights Precedent Executive agency Citation Civil law International law Commerce clause Statutory law Substantive law Meta tags Administrative law Binding authority Enabling Legislation Primary source of law Procedural law Free exercise clause 					

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Traditional and Online Dispute Resolution

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Standard 3 - Universal Foundation Skills - Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace. These skills include the ability to read, write, listen, speak, as well as perform arithmetical and mathematical functions, plan, organize, perform in interpersonal settings, and to use technology effectively

<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>		<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain judicial review including how and when the power of judicial review was established. • Explain jurisdiction and how the courts are applying traditional jurisdiction to cases involving Internet transactions. • Explain the difference between a trial court and an appellate court. • Explain the concept of pleading in a lawsuit. • Explain discovery and how electronic discovery differs from traditional discovery. • Define electronic filing. • Explain how online forums are being used to resolve disputes. • Define the legal vocabulary terms presented in the chapter. 	Alternative dispute Complaint Answer Counterclaim Arbitration clause Exclusive jurisdiction Deposition Bankruptcy court Interrogatories Jurisdiction Litigation Mediation Motion to dismiss Probate court Rule of four Standing to sue Summons <i>Voir dire</i> Diversity of citizenship Early neutral case evaluation Motion for a directed verdict Motion for summary judgment Alternative dispute resolution (ADR) Motion for judgment on the pleadings Online dispute resolution (ODR)	Brief Docket Arbitration <i>e-evidence</i> Default judgment Award Federal question Discover Judicial review pleadings Long arm statute Mini-trial Negotiation Reply Small claims court Summary jury trial Venue <i>Writ of certiorari</i> Concurrent jurisdiction Motion for a new trial Motion for judgment <i>n.o.v</i> Justiciable controversy	<ul style="list-style-type: none"> • What is judicial review? How and when was the power of judicial review established? • Before a court can hear a case, it must have jurisdiction. Over what must it have jurisdiction? How are the courts applying traditional jurisdictional concepts to cases involving internet transactions? • What is the difference between a trial court and an appellate court? • In a lawsuit, what are pleadings? What is discovery, and how does electronic discovery differ from traditional discovery? What is electronic filing? • How are online forums being used to resolve disputes? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Ethics

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<ul style="list-style-type: none"> • Define ethics and business and ethics and explain the importance of. • Give examples of how business leaders can encourage their companies to act ethically. • Explain corporate compliance program. • Explain the difference between duty-based ethical standards versus outcome-based ethical standards. • Give examples of ethical issues that may arise in the context of international business transactions. • Define the legal vocabulary terms presented in the chapter. 	Business ethics Ethical reasoning Principle of rights Categorical imperative Ethics Utilitarianism Cost-benefit analysis Moral minimum	<ul style="list-style-type: none"> • What is ethics? What is business ethics? Why is business ethics important? • How can business leaders encourage their companies to act ethically? • What are corporate compliance programs? • How do duty-based ethical standards differ from outcome-based ethical standards? • What types of ethical issues might arise in the context of international business transactions? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Torts and Cyber Torts

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>		<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> Define tort and explain its purpose. Explain the two basic categories of torts. Explain the four elements of negligence. Explain strict liability and the circumstances in which it can be applied. Explain cyber tort and how tort theories are being applied to issues in cyberspace. 	Actionable Appropriation Assumption of risk Business invitee Causation in fact Cyber tort Conversion Damages Defense Dram shop act Intentional tort Trespass to land Libel Negligence Predatory behavior Proximate cause Punitive damages <i>Res ipsa loquitur</i> Slander of quality Spam Tort Trade libel Trespass to personal property	Actual malice Assault Battery Business tort Comparative negligence Contributory negligence Compensatory damages Defamation Disparagement of property Duty of care Fraudulent misrepresentation Good Samaritan statute Malpractice Negligence <i>per se</i> Privilege Puffery Reasonable person standard Slander Slander of title Strict liability Tortfeasor	<ul style="list-style-type: none"> What is a tort? What is the purpose of tort law? What are two basic categories of torts? What are the four elements of negligence? What is meant by strict liability? In what circumstances is strict liability applied? What is a cyber tort, and how are tort theories being applied in cyberspace? 	<ul style="list-style-type: none"> Teacher designed power point presentations of pertinent and main theories presented within chapters. Teacher designed note sheets to complement material presented within power point presentation. Worksheet activities to complement text activities. Textbook Internet for various supplemental and complementary activities. Pertinent/timely articles/literature (including summarized real world legal cases) Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> Practice/supplemental activities from workbook. Analysis of summarized legal cases pertinent to content within chapter. Objective test covering written content with the lesson/chapter. Supplemental Internet Activities to complement material presented in lesson/chapter. Analysis of pertinent/timely articles/literature

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Intellectual Property

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<ul style="list-style-type: none"> • Define intellectual property. • Explain why trademarks and patents are protected by the law. • List the law that protects an author's rights in the works they generate. • Define trade secret and explain what law offers protection for this form of intellectual property. • List steps that have been taken to protect intellectual property in today's digital age. • Define the legal vocabulary terms presented in the chapter. 	Copyright Cyber mark Cybersquatting Dilution Distributed network Domain name Intellectual property License Patent Peer-to-peer (P2P) networking Service mark Trade dress Trade name Trade secret Trademark	<ul style="list-style-type: none"> ▪ What is intellectual property? ▪ Why are trademarks and patents protected by the law? ▪ What laws protect authors' rights in the works they generate? ▪ What are trade secrets, and what laws offer protection for this form of intellectual property? ▪ What steps have been taken to protect intellectual property rights in today's digital age? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Criminal Law and Cyber Crimes

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<ul style="list-style-type: none"> • List the two elements that must exist before a person can be held liable for a crime. • List the scenario where a corporation can commit a crime. • List the five broad categories of crimes. • Define white-collar crime. • List examples defenses that may be used by criminal defendants to avoid liability for a criminal act. • List the constitutional safeguards that exist to protect persons accused of crimes. • List the basic steps in the criminal process. • Define cyber crime and explain what laws apply to crimes committed in cyberspace. • Define the legal vocabulary terms presented in the chapter. 	<ul style="list-style-type: none"> Arson Computer crime Crime Cyberstalker Double jeopardy Embezzlement Exclusionary rule Forgery Hacker Indictment Larceny Money laundering Plea bargaining Robbery Self-defense White-collar crime Beyond a reasonable doubt 	<ul style="list-style-type: none"> Burglary Consent Cyber crime Cyberterrorist Duress Entrapment Felony Grand jury Identity theft Information Misdemeanor Petty offense Probably cause Search warrant Self-incrimination 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Nature and Classification

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain a contract and the objective theory behind contract. • List and explain the four basic elements necessary to form a valid contract. • Explain the difference between an implies-in-fact contract and implies-in-law contract (quasi contract). • Explain the difference between a void contract and a voidable contract. • Explain unenforceable contract. • Explain why plain language laws have been enacted and the rules that guide the courts in interpreting contracts. • Define the legal vocabulary terms presented in the chapter. 	Bilateral contract Contract Executed contract Executory contract Express contract Formal contract Implied-in-fact contract Informal contract Objective theory of contracts Offeree Offeror Promise Promise Promisor Quasi contract Unenforceable contract Unilateral contract Valid contract Void contract Voidable contract	<ul style="list-style-type: none"> ▪ What is a contract? What is the objective theory of contracts? ▪ What are the four basic elements necessary to the formation of a valid contract? ▪ What is the difference between an implied-in-fact contract and an implied-in-law contract (quasi contract)? ▪ How does a void contract differ from a voidable contract? What is an unenforceable contract? ▪ Why have plain language laws been enacted? What rules guide the courts in interpreting contracts? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Agreement and Consideration

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<ul style="list-style-type: none"> • List the elements necessary for an effective offer. • Give examples of non-offers. • Give example circumstances an offer will be irrevocable. • List the elements necessary for an effective acceptance. • Explain consideration and what is required for consideration to be legally sufficient. • Explain the circumstances needed so that a promise would be enforced despite a lack of consideration. • Define the legal vocabulary terms presented in the chapter. 	Acceptance Accord and satisfaction Agreement Consideration Counteroffer Covenant not to sue Estopped Forbearance Mailbox rule Mirror image rule Offer Option contract Past consideration Promissory estoppel Release Rescission Revocation	<ul style="list-style-type: none"> ▪ What elements are necessary for an effective offer? What are some examples of nonoffers? ▪ In what circumstances will an offer be irrevocable? ▪ What are the elements that are necessary for an effective acceptance? ▪ What is consideration? What is required for consideration to be legally sufficient? ▪ In what circumstances might a promise be enforced despite a lack of consideration? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Capacity and Legality

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<ul style="list-style-type: none"> • List some exceptions to the rule that a minor can disaffirm (avoid) any contract. • Explain if an intoxicated person has the capacity to enter into an enforceable contract. • Explain mental competence in regard to making a contract void. • List the circumstances that will make a covenant not to compete enforceable. • Explain when such covenants will not be enforced. • Explain exculpatory clause and in what circumstances such clauses will be enforced and not enforced. • Define the legal vocabulary terms presented in the chapter. 	Adhesion contract Blue laws Blue sky laws Contractual capacity Covenant not to compete Disaffirmance Emancipation Employment contract Exculpatory clause Necessaries Ratification Reformation Unconscionable contract Unconscionable clause usury	<ul style="list-style-type: none"> ▪ What are some exceptions to the rule that a minor can disaffirm (avoid) any contract? ▪ Does an intoxicated person have the capacity to enter into an enforceable contract? ▪ Does the mental incompetence of one party necessarily make a contract void? ▪ Under what circumstances will a covenant not to compete be enforceable? When will such covenants not be enforced? ▪ What is an exculpatory clause? In what circumstances might exculpatory clauses be enforced? When will they not be enforced? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Defenses to Contract Enforceability

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • List situations where genuineness of assent to a contract's terms are lacking. • Explain the difference between a mistake of value or quality and mistake of fact. • List the elements that must exist for fraudulent misrepresentation to occur. • List contracts that must be in writing to be enforceable. • Explain parol evidence and when it is admissible to clarify terms of a written contract. • Define the legal vocabulary terms presented in the chapter. 	Collateral promise Integrated contract Parol evidence rule Prenuptial agreement <i>Scienter</i> Statute of Frauds	<ul style="list-style-type: none"> ▪ In what types of situations might genuineness of assent to a contract's terms be lacking? ▪ What is the difference between a mistake of value or quality and a mistake of fact? ▪ What elements must exist for fraudulent misrepresentation to occur? ▪ What contracts must be in writing to be enforceable? ▪ What is parol evidence? When is it admissible to clarify the terms of a written contract? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Third Party Right and Discharge

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<ul style="list-style-type: none"> • Explain the difference between an assignment and a delegation. • List the rights that may be assigned despite a contract clause expressly prohibiting an assignment. • List the factors that indicate a third party beneficiary is an intended beneficiary. • Explain how contracts are discharged. • Explain contractual condition and how might condition affect contractual obligations. • Define the legal vocabulary terms presented in the chapter. 	Alienation Anticipatory repudiation Assignee Assignment Assignor Breach of contract Concurrent conditions Condition Condition precedent Condition subsequent Delegate Delegation of duties Delegator Discharge Impossibility of performance Incidental beneficiary Intended beneficiary Novation Oblige Obligor Performance Privity of contract Tender Third party beneficiary	<ul style="list-style-type: none"> ▪ What is the difference between an assignment and a delegation? ▪ What rights can be assigned despite a contract clause expressly prohibiting assignment? ▪ What factors indicate that a third party beneficiary is an intended beneficiary? ▪ How are most contracts discharged? ▪ What is a contractual condition, and how might a condition affect contractual obligations? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Breach and Remedies

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain the difference between compensatory damages and consequential damages. • Explain nominal damages and when they are awarded by the courts. • Explain the standard measure of compensatory damages when a contract is breached and how the damages are computed differently in construction accidents. • List the circumstances necessary for remedy of rescission and restitution available. • Explain when the courts grant specific performance as a remedy. • Explain the rationale underlying the doctrine of election for remedies. • Define the legal vocabulary terms presented in the chapter. 	Consequential damages Liquidated damages Mitigation of damages Nominal damages Penalty Restitution Specific performance	<ul style="list-style-type: none"> ▪ What is the difference between compensatory damages and consequential damages? What are nominal damages, and when do courts award nominal damages? ▪ What is the standard measure of compensatory damages when a contract is breached? How are damages computed differently in construction contracts? ▪ Under what circumstances is the remedy of rescission and restitution available? ▪ When do courts grant specific performance as a remedy? ▪ What is the rationale underlying the doctrine of election of remedies? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

E-Contracts

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • List some important clauses to include when making offers to form electronic contracts or e-contract. • Explain how shrink-wrap and click on agreements differ from other contracts and how traditional laws have been applied to these agreements. • Define electronic signature and explain if they are valid. • Explain partnering agreement and the purpose it serves. • Explain the Uniform Electronic Transactions Act and some of the major provisions of the act. • Define the legal vocabulary terms presented in the chapter. 	Browse-wrap terms Click-on agreement Computer information Cybernotary e-contract e-signature Forum-selection clause Partnering agreement Record Shrink-wrap agreement	<ul style="list-style-type: none"> ▪ What are some important clauses to include when making offers to form electronic contracts, or e-contracts? ▪ How do shrink-wrap and click-on agreements differ from other contracts? How have traditional laws been applied to these agreements? ▪ What is an electronic signature? Are electronic signatures valid? ▪ What is a partnering agreement? What purpose does it serve? ▪ What is the Uniform Electronic Transactions Act (UETA)? What are some of the major provisions of this act? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

The Formation of Sales and Lease Contracts

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<ul style="list-style-type: none"> • Explain the difference between Article 2 and Article 2A of the UCC. • Explain what type of transactions each article covers. • Explain merchant's firm offer. • Explain whether a contract will result if an offer includes additional or different terms in an acceptance and if so what happens to these terms. • Explain the exception to the writing requirements of the Statute of frauds in regard to Article 2 and Article 2A of the UCC. • Explain the law that governs contracts for the international sale of goods. • Define the legal vocabulary terms presented in the chapter. 	Course of dealing Course of performance Firm offer Intangible property Lease agreement Lessee Lessor Merchant Output contract Requirement contract Sale Sales contract Seasonably Tangible property Usage of trade	<ul style="list-style-type: none"> ▪ How do Article 2 and Article 2A of the UCC differ? What types of transactions does each article cover? ▪ What is a merchant's firm offer? ▪ If an offeree includes additional or different terms in an acceptance, will a contract result? If so, what happens to these terms? ▪ Article 2 and Article 2A of the UCC both define several exceptions to the writing requirements of the Statute of Frauds. What are these exceptions? ▪ What law governs contracts for the international sale of goods? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Title of Risk and Loss

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<ul style="list-style-type: none"> • Explain the significance of identifying goods to a contract. • Explain what determines when a title passes if the parties to a contract do not expressly agree on when title to goods passes. • Explain when risk passes if the parties to a contract do not expressly agree when risk passes and the goods are to be delivered with movement from the seller. • Explain the circumstances under which the seller's title to goods being sold is void, when the seller will have a voidable title, and the legal effect of a good faith purchase of goods when the seller has a void title versus a voidable title. • Explain the point at which the buyer may acquire insurable interest in goods subject to a sales contract and whether the buyer and seller have an insurable interest in the good simultaneously. • Define the legal vocabulary terms presented in the chapter. 	Bailee Consignment Cure Destination contract Document of title Fungible goods Good faith purchaser Identification Insolvent Insurable interest Sale on approval Sale or return Shipment contract	<ul style="list-style-type: none"> ▪ What is the significance of identifying goods to a contract? ▪ If the parties to a contract do not expressly agree on when title to goods passes, what determines when title passes? ▪ Risk of loss does not necessarily pass with title. If the parties to a contract do not expressly agree when risk passes and the goods are to be delivered without movement by the seller, when does risk pass? ▪ Under what circumstances will the seller's title to goods being sold be void? Under what circumstances will a seller have voidable title? What is the legal effect on a good faith purchaser of the goods when the seller has a void title versus a voidable title? ▪ At what point does the buyer acquire an insurable interest in goods subject to a sales contract? Can both the buyer and the seller have an insurable interest in the goods simultaneously? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Performance and Breach of Sales and Lease Contracts

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<ul style="list-style-type: none"> • Explain the respective obligations of the parties under a contract for the lease of goods. • Explain the perfect tender rule and some important expectations to this rule that apply to sales and lease contracts. • Explain the options available to the non-breaching party when the other party to a sales or lease contract repudiates the contract prior to the time for performance. • List some remedies available to the seller or lessor when the buyer or lessee breaches the contract. • List the remedies available to the buyer lessee if the seller or lessor breaches the contract. • Explain when contracts are subject to the UCC if parties are free to limit the remedies available to the non-breaching party on a breach of contract. • Define the legal vocabulary terms presented in the chapter. 	Cover Incidental damages Installment contract replevin	<ul style="list-style-type: none"> ▪ What are the respective obligations of the parties under a contract for the sale or lease of goods? ▪ What is the perfect tender rule? What are some important exceptions to this rule that apply to sales and lease contracts? ▪ What options are available to the nonbreaching party when the other party to a sales or lease contract repudiates the contract prior to the time for performance? ▪ What remedies are available to a seller or lessor when the buyer or lessee breaches the contract? What remedies are available to a buyer or lessee if the seller or lessor breaches the contract? ▪ In contracts subject to the UCC, are parties free to limit the remedies available to the nonbreaching party on a breach of contract? If so, in what ways? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Warranties and Product Liability

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<ul style="list-style-type: none"> • Explain the factors that determine whether a seller's or lessor's statement constitutes an express warranty or mere "puffing". • List implied warranties that fall under the UCC. • Explain whether or not a manufacturer can be held liable to a person who suffers an injury proximately caused by the manufacturer's negligently made product. • Explain the elements of a cause of action in strict product liability. • List defenses to liability that may be raised in a product liability lawsuit. • Define the legal vocabulary terms presented in the chapter. 	Express warranty Implied warranty Implied warranty of fitness for a particular purpose Implied warranty of merchantability Lien Product liability Statute of repose Unreasonably dangerous product	<ul style="list-style-type: none"> ▪ What factors determine whether a seller's or lessor's statement constitutes an express warranty or mere "puffing"? ▪ What implied warranties arise under the UCC? ▪ Can a manufacturer be held liable to any person who suffers an injury proximately caused by the manufacturer's negligently made products? ▪ What are the elements of a cause of action in strict product liability? ▪ What defenses to liability can be raised in a product liability lawsuit? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Negotiability, Transferability, and Liability

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • List the requirements for an instrument to be negotiable. • List the requirements for attaining the status of a holder in due course (HDC). • State the key to liability on a negotiable instrument. • Explain the difference between signature liability and warranty liability. • List the defenses that are valid against all holders, including HDC and name four defenses that fall within this category. • List the defenses that can be used to avoid payment to an ordinary holder of a negotiable instrument but are not effective against an HDC. • Name the four defenses in this category. • Define the legal vocabulary terms presented in the chapter. 	Negotiable instrument Negotiation Order instrument Payee Personal defense Presentment Presentment warranty Promissory note Shelter principle Signature Trade acceptance Transfer warranty Universal defense	<ul style="list-style-type: none"> ▪ What requirements must an instrument meet to be negotiable? ▪ What are the requirements for attaining the status of a holder in due course (HDC)? ▪ What is the key to liability on a negotiable instrument? What is the difference between signature liability and warranty liability? ▪ Certain defenses are valid against all holders, including HDCs. What are these defenses called? Name four defenses that fall within this category. ▪ Certain defenses can be used to avoid payment to an ordinary holder of a negotiable instrument but are not effective against an HDC. What are these defenses called? Name four defenses that fall within this category. 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Checks, the Banking System, and E-Money

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Describe the types of checks where a bank can serve as both the drawer and drawee. • State the type of check a bank may agree to accept in advance when presented for payment. • State when a bank may dishonor a customer's check without being liable to the customer and what a bank must do when it wrongfully dishonors a customer's check. • Describe the duties the UCC impose on a bank's customers with regard to forged and altered checks including the consequences of a customer's negligence in performing such duties. • List the four most common types of electronic fund transfers. • Explain the Electronic Fund transfer Act and its benefits to customers. • Define e-money, how it is stored, and what laws apply to e-money transactions and online banking services. • Define the legal vocabulary terms presented in the chapter. 	Cashier's check Certified check Check Clearinghouse Collecting bank Depository bank Digital cash Electronic fund transfer (EFT) e-money Federal Reserve System Intermediary bank Overdraft Payor bank Regulation E Smart card Stale check Stop-payment order Traveler's check	<ul style="list-style-type: none"> ▪ On what types of checks does a bank serve as both the drawer and the drawee? What type of check does a bank agree in advance to accept when the check is presented for payment? ▪ When may a bank properly dishonor a customer's check without being liable to the customer? What happens if a bank wrongfully dishonors a customer's check? ▪ What duties does the Uniform Commercial Code impose on a bank's customers with regard to forged and altered checks? What are the consequences of a customer's negligence in performing those duties? ▪ What are the four most common types of electronic fund transfers? What is the basic purpose of the Electronic Fund Transfer Act, and how does it benefit consumers? ▪ What is e-money? How is e-money stored and used? What laws apply to e-money transactions and online banking services? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Secured Transactions

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Define security interest, secured party, security agreement, and financing statement. • List the three requirements that must be met to create an enforceable security interest. • Describe the most common method of perfecting a security interest under Article 9. • Explain which party has priority to the collateral on a debtor's default if two secured parties have perfected security interests in the collateral of the debtor. • Explain the rights of a secured creditor with regard to the debtor's default. • Define the legal vocabulary terms presented in the chapter. 	After-acquired property Attachment Collateral Continuation statement Debtor Default Deficiency judgment Execution Financing statement Floating lien Levy Perfection Pledge Proceeds Purchase-money security interest (PMSI) Secured party Secured transaction Security agreement Security interest	<ul style="list-style-type: none"> • What is a security interest? Who is a secured party? What is a security agreement? What is a financing statement? • What three requirements must be met to create an enforceable security interest? • What is the most common method of perfecting a security interest under Article 9? • If two secured parties have perfected security interests in the collateral of the debtor, which party has priority to the collateral on the debtor's default? • What rights does a secured creditor have on the debtor's default? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Creditors' Rights and Bankruptcy

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain pre-judgment attachment, writ of execution, and how a creditor uses these remedies. • Define garnishment and when might a creditor undertake such a proceeding. • Explain what constitutes the debtor's estate property in a bankruptcy proceeding including what property is exempt from the estate under federal bankruptcy law. • Explain the difference between and exceptions to discharge and objections to discharge. • Explain the role of the debtor in possession in a Chapter 11 reorganization. • Define the legal vocabulary terms presented in the chapter. 	Artisan's lien Attachment Automatic stay Consumer-debtor Co-surety Cram-down provision Discharge Garnishment Guarantor Innkeeper's lien Liquidation Mechanic's lien Mortgagee Order for relief Mortgagor Right of contribution Preference Right of subrogation Surety Suretyship Trustee U.S. trustee Workout Writ of attachment Writ of execution Right of reimbursement Creditors' composition agreement Debtor in possession (DIP) Homestead exemption Petition in bankruptcy	<ul style="list-style-type: none"> • What is a prejudgment attachment? What is a writ of execution? How does a creditor use these remedies? • What is garnishment? When might a creditor undertake a garnishment proceeding? • In a bankruptcy proceeding, what constitutes the debtor's estate in property? What property is exempt from the estate under federal bankruptcy law? • What is the difference between an exception to discharge and an objection to discharge? • In a Chapter 11 reorganization, what is the role of the debtor in possession? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

Agency Relationships

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

Standard 3 - Universal Foundation Skills - Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace. These skills include the ability to read, write, listen, speak, as well as perform arithmetical and mathematical functions, plan, organize, perform in interpersonal settings, and to use technology effectively

<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain the difference between an employee and an independent contractor. • Explain how agency relationships are created including what duties agents and principals owe each other. • Explain when a principal's liable for the agent's actions with respect to third parties and when the agent is liable. • List some ways in which an agency relationship may be terminated. • Define the legal vocabulary terms presented in the chapter. 	Agency Disclosed principal e-agent Equal dignity rule Fiduciary Independent contractor Notary public Partially disclosed principal Power of attorney Ratification <i>Respondeat superior</i> Undisclosed principal Vicarious liability	<ul style="list-style-type: none"> • What is the difference between an employee and an independent contractor? • How do agency relationships arise? • What dues do agents and principals owe to each other? • When is a principal liable for the agent's actions with respect to third parties? When is the agent liable? • What are some of the ways in which an agency relationship can be terminated? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

Employment Law

Standard 1 - Career Development - Students will be knowledgeable about the world of work, explore career options, and relate personal skills aptitudes and abilities to future career decisions. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain the employment-at-will doctrine and when and why exceptions to this doctrine are made. • State the federal statute that governs working hours and wages as well as the federal statute that governs labor unions and collective bargaining. • State the federal law enacted to protect the health and safety of employees. • Explain worker's compensations law. • Explain the reason for the enactment of Title VII of the Civil Rights Act of 1964. • List the remedies available under the Title VII of the 1964 Civil Rights Act, as amended. • Define the legal vocabulary terms presented in the chapter. 	Affirmative action Bona fide occupational qualification (BFOQ) Business necessity Closed shop Constructive discharge Disparate-impact discrimination Disparate-treatment discrimination Employment at will Employment discrimination Hot-cargo agreement Minimum wage <i>Prima facie case</i> Protected class Right-to-work law Secondary boycott Seniority system Sexual harassment Union shop Vesting Whistleblowing Workers' compensation laws Wrongful discharge	<ul style="list-style-type: none"> • What is the employment-at-will doctrine? When and why are exceptions to this doctrine made? • What federal statute governs working hours and wages? What federal statutes govern labor unions and collective bargaining? • What federal law was enacted to protect the health and safety of employees? What are workers' compensation laws? • Generally, what kind of conduct is prohibited by Title VII of the Civil Rights Act of 1964, as amended? • What remedies are available under Title VII of the 1964 Civil Rights Act, as amended? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

Sole Proprietorships, Partnerships, and Limited Liability Companies

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Define sole proprietorship and partnership. • State the three essential elements of a partnership. • Explain joint and several liability. • Explain why these are considered a disadvantage to a partnership. • Explain the difference between a general partnership and a limited liability partnership and why professional groups choose the latter to organize. • Explain a limited liability company and advantages and disadvantages of this business form. • Define the legal vocabulary terms presented in the chapter. 	Articles of organization Articles of partnership Certificate of limited partnership Charging order Confession of judgment Dissociation Dissolution Family limited liability partnership (FLLP) Franchise Franchisee Franchisor General partner Joint and several liability Limited liability company (LLC) Limited liability limited partnership (LLLP) Limited liability partnership (LLP) Limited partner Limited partnership (LP) Member Operating agreement Partnership Pass-through entity Sole proprietorship Winding up	<ul style="list-style-type: none"> • Which form of business organization is the simplest? Which form arises from an agreement between two or more persons to carry on a business for profit? • What are the three essential elements of a partnership? • What is meant by joint and several liability? Why is this often considered to be a disadvantage of the partnership form of business? • Why do professional groups organize as a limited liability partnership? How does this form differ from a general partnership? • What is a limited liability company? What are some of the advantages and disadvantages of this business form? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

Corporate Formation, Financing and Termination

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>	
<ul style="list-style-type: none"> List the steps for the creation of a corporation. Explain who is liable for pre-incorporation contracts. Explain the difference between a <i>de jure</i> and a <i>de facto</i> corporation. List the circumstances where a court might disregard the corporate entity and hold the shareholders personally liable. State the four steps of a merger or consolidation procedure. List the two ways a corporation can be voluntarily dissolved and under what circumstances it might be involuntarily dissolved by state action. Define the legal vocabulary terms presented in the chapter. 	Alien corporation Bond Bylaws Close corporation Common stock Corporate charter Dissolution Liquidation Preferred stock Prospectus S corporation Short-form merger Target corporation Articles of incorporation Certificate of incorporation Domestic corporation Foreign corporation Piercing the corporate veil	Appraisal right Bond indenture Chose in action Commingle Consolidation Corporation Dividend Merger Promoter Retained earnings Securities Stock <i>Ultra vires</i>	<ul style="list-style-type: none"> What are the steps for bringing a corporation into existence? Who is liable for pre-incorporation contracts? What is the difference between a <i>de jure</i> corporation and a <i>de facto</i> corporation? In what circumstances might a court disregard the corporate entity ("pierce the corporate veil") and hold the shareholders personally liable? What are the four steps of the merger or consolidation procedure? What are two ways in which a corporation can be voluntarily dissolved? Under what circumstances might a corporation be involuntarily dissolved by state action? 	<ul style="list-style-type: none"> Teacher designed power point presentations of pertinent and main theories presented within chapters. Teacher designed note sheets to complement material presented within power point presentation. Worksheet activities to complement text activities. Textbook Internet for various supplemental and complementary activities. Pertinent/timely articles/literature (including summarized real world legal cases) Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> Practice/supplemental activities from workbook. Analysis of summarized legal cases pertinent to content within chapter. Objective test covering written content with the lesson/chapter. Supplemental Internet Activities to complement material presented in lesson/chapter. Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

Corporate Directors, Officers, and Shareholders

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • List the duties of the corporate directors and officers. • Explain what directors must do to avoid liability for honest mistakes of judgment and poor business decisions. • Explain voting proxy and cumulative voting. • Explain how shareholders may take action if the shareholders perceive the corporation has suffered wrong due and the directors refuse to act. • Explain how dividends are paid legally and in what circumstances a dividend becomes illegal. • Explains what happens if a dividend is paid illegally. • Define the legal vocabulary terms presented in the chapter. 	Business judgment rule No-par share Par-value share Preemptive right Proxy Quorum Receiver Right of first refusal Shareholder's derivative suit Stock certificate Stock warrant Voting trust Watered stock	<ul style="list-style-type: none"> • What are the duties of corporate directors and officers? • What must directors do to avoid liability for honest mistakes of judgment or poor business decisions? • What is a voting proxy? What is cumulative voting? • Can shareholders compel the directors to act if a group of shareholders perceive that the corporation has suffered a wrong and the directors refuse to take action? If so, how? • From what sources may dividends be paid legally? In what circumstances is a dividend illegal? What happens if a dividend is illegally paid? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum Business Law

Investor Protection and Corporate Governance

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain the term securities. • Explain the two major statutes regulating the securities industry. • State when the SEC was created and its major purposes and functions. • Define insider trading and why it is prohibited. • Explain some features of state securities law and how these laws are being applied in the online environment. • Define the legal vocabulary terms presented in the chapter. 	Accredited investor Bounty payment Corporate governance Insider trading Investment company Mutual fund Red herring SEC Rule 10b-5 Security Tippee Tombstone ad	<ul style="list-style-type: none"> • What is meant by the term <i>securities</i>? • What are the two major statutes regulating the securities industry? When was the Securities and Exchange Commission created, and what are its major purposes and functions? • What is insider trading? Why is it prohibited? • What are some of the features of state securities laws? • How are securities laws being applied in the online environment? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Personal Property and Bailments

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>	
<ul style="list-style-type: none"> • Define real and personal property. • Explain what it means to own property in fee simple. • Explain the difference between a joint tenancy and a tenancy in common. • List the three elements necessary for an effective gift including alternate ways the property can be acquired. • List the three elements of bailment. • Explain the basic rights and duties of a bailee and a bailor. • Define the legal vocabulary terms presented in the chapter. 	<ul style="list-style-type: none"> Accession Bailor Common carrier Dominion Fee simple Gift <i>causa mortis</i> Joint tenancy Mislaid property Real property Abandoned property Community property Concurrent ownership Constructive delivery Personal property Tenancy by the entirety Tenancy in common 	<ul style="list-style-type: none"> Bailment Chattel Confusion Estray statute Gift Gift <i>inter vivos</i> Lost property Property 	<ul style="list-style-type: none"> • What is real property? What is personal property? • What does it mean to own property in fee simple? What is the difference between a joint tenancy and a tenancy in common? • What are the three elements necessary for an effective gift? How else can property be acquired? • What are the three elements of a bailment? • What are the basic rights and duties of a bailee? What are the rights and duties of a bailor? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Real Property and Landlord-Tenant Law

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<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain when a person who holds property in fee simple can do with that property. • Explain why or why not a person who holds property as a life estate may do the same. • List the requirements for acquiring property by adverse possession. • List the limitation that may be imposed on the rights of property owners. • Explain leasehold estate and what types of leasehold estates, or tenancies can be created when real property is leased. • Explain the prospective duties of the landlord and the use and maintenance of leased property. • Explain what responsibility the tenant has for any damage caused. • Define the legal vocabulary terms presented in the chapter. 	Adverse possession Condemnation Constructive eviction Conveyance Deed Easement Eminent domain Eviction Fee simple absolute Fixture Implied warranty of habitability Leasehold estate License Life estate Periodic tenancy Profit Quitclaim deed Recording statutes Special warranty deed Sublease Taking Tenancy at sufferance Tenancy at will Tenancy for years Warranty deed	<ul style="list-style-type: none"> • What can a person who holds property in fee simple absolute do with the property? Can a person who holds property as a life estate do the same? • What are the requirements for acquiring property by adverse possession? • What limitations may be imposed on the rights of property owners? • What is a lease estate? What types of leasehold estates, or tenancies, can be created when real property is leased? • What are the respective duties of the landlord and tenant concerning the use and maintenance of leased property? Is the tenant responsible for all damage that he or she causes? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

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Business Law

Insurance, Wills, and Trusts

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

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<ul style="list-style-type: none"> • Explain insurable interest, when it must exist. • Explain the responsibility of the insurance broker. • List the basic requirement of executing a will and how can it be revoked. • Explain the difference between <i>per stirpes</i> distribution and <i>per capita</i> distribution of an estate to the grandchildren of the deceased. • List the four essential elements of a trust and explain the difference between an express and an implied trust. • Define the legal vocabulary terms presented in the chapter. 	<table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Administrator</td> <td style="width: 50%;">Bequest</td> </tr> <tr> <td>Binder</td> <td>Charitable trust</td> </tr> <tr> <td>Codicil</td> <td>Constructive trust</td> </tr> <tr> <td>Devise</td> <td>Devisee</td> </tr> <tr> <td>Executor</td> <td>Holographic will</td> </tr> <tr> <td>Insurable interest</td> <td>Insurance</td> </tr> <tr> <td><i>Inter vivos</i> trust</td> <td>Intestacy laws</td> </tr> <tr> <td>Intestate</td> <td>Legacy</td> </tr> <tr> <td>Legatee</td> <td>Nuncupative will</td> </tr> <tr> <td><i>Per capita</i></td> <td><i>Per stirpes</i></td> </tr> <tr> <td>Policy</td> <td>Premium</td> </tr> <tr> <td>Probate</td> <td>Resulting trust</td> </tr> <tr> <td>Risk</td> <td>Risk management</td> </tr> <tr> <td>Spendthrift trust</td> <td>Testamentary trust</td> </tr> <tr> <td>Testate</td> <td>Testator</td> </tr> <tr> <td>Totten trust</td> <td>Trust</td> </tr> <tr> <td>Underwriter</td> <td>Will</td> </tr> <tr> <td>Will substitute</td> <td></td> </tr> </table>	Administrator	Bequest	Binder	Charitable trust	Codicil	Constructive trust	Devise	Devisee	Executor	Holographic will	Insurable interest	Insurance	<i>Inter vivos</i> trust	Intestacy laws	Intestate	Legacy	Legatee	Nuncupative will	<i>Per capita</i>	<i>Per stirpes</i>	Policy	Premium	Probate	Resulting trust	Risk	Risk management	Spendthrift trust	Testamentary trust	Testate	Testator	Totten trust	Trust	Underwriter	Will	Will substitute		<ul style="list-style-type: none"> • What is an insurable interest? When must an insurable interest exist - at the time the insurance policy is obtained, at the time the loss occurs, or both? • Is an insurance broker the agent of the insurance applicant or the agent of the insurer? • What are the basic requirements for executing a will? How may a will be revoked? • What is the difference between a <i>per stirpes</i> distribution and a <i>per capita</i> distribution of an estate to the grandchildren of the deceased? • What are the four essential elements of a trust? What is the difference between an express trust and an implied trust? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature
Administrator	Bequest																																							
Binder	Charitable trust																																							
Codicil	Constructive trust																																							
Devise	Devisee																																							
Executor	Holographic will																																							
Insurable interest	Insurance																																							
<i>Inter vivos</i> trust	Intestacy laws																																							
Intestate	Legacy																																							
Legatee	Nuncupative will																																							
<i>Per capita</i>	<i>Per stirpes</i>																																							
Policy	Premium																																							
Probate	Resulting trust																																							
Risk	Risk management																																							
Spendthrift trust	Testamentary trust																																							
Testate	Testator																																							
Totten trust	Trust																																							
Underwriter	Will																																							
Will substitute																																								

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Business Law

Professional Liability

Standard 1 - Career Development - Students will be knowledgeable about the world of work, explore career options, and relate personal skills aptitudes and abilities to future career decisions. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

Standard 3 - Universal Foundation Skills - Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace. These skills include the ability to read, write, listen, speak, as well as perform arithmetical and mathematical functions, plan, organize, perform in interpersonal settings, and to use technology effectively

<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • State the common law theories that underlie when a professional may be liable to their clients. • State the rules concerning an auditors' liability to third parties. • List ways an accountant may violate federal securities laws. • List crimes an accountant may commit that fall under the Internal Revenue Code. • List the constraints of profession use to keep communication with their client's confidential. • Define the legal vocabulary terms presented in the chapter. 	Defalcation Due diligence Generally accepted accounting principles (GAAP) Generally accepted auditing standards (GAAS) Malpractice Working papers	<ul style="list-style-type: none"> ▪ Under what common law theories may professionals be liable to clients? ▪ What are the rules concerning an auditor's liability to third parties? ▪ How might an accountant violate federal securities laws? ▪ What crimes might an accountant commit under the Internal Revenue Code? ▪ What constrains professionals to keep communications with their clients confidential? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature

Rhinebeck Prioritized Curriculum

Business Law

International Law

Standard 1 - Career Development - Students will be knowledgeable about the world of work, explore career options, and relate personal skills aptitudes and abilities to future career decisions. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.

Standard 2- Integrated Learning - Students will demonstrate how academic knowledge and skills are applied in the workplace and other settings. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand and their potential application in the world of work.

Standard 3 - Universal Foundation Skills - Students will demonstrate mastery of the foundation skills and competencies essential for success in the workplace. These skills include the ability to read, write, listen, speak, as well as perform arithmetical and mathematical functions, plan, organize, perform in interpersonal settings, and to use technology effectively

<i>Essential Knowledge/Skills</i>	<i>Vocabulary/Concepts</i>	<i>Guiding Questions</i>	<i>Classroom Ideas</i>	<i>Assessment Ideas</i>
<ul style="list-style-type: none"> • Explain the principle of comity and why the courts decide disputes involving foreign law or judicial decree apply to this principle. • Explain the act of state doctrine and in what circumstances is the doctrine applied. • Explain the basis that a foreign state might be considered subject to the jurisdiction of U.S. courts under the Foreign Sovereign Immunities Act of 1976. • Name the types of provision or clauses often included in international sales contracts. • Explain when U.S. laws prohibiting discrimination apply to U.S. employees working for U.S. employers abroad. • Define the legal vocabulary terms presented in the chapter. 	Act of state doctrine Choice-of-language clause Choice-of law clause Comity Confiscation Correspondent bank Distribution agreement Dumping Export Expropriation <i>Force majeure</i> clause Foreign exchange market Forum-selection clause Normal trade relations (NTR) status Quota Sovereign immunity Tariff	<ul style="list-style-type: none"> ▪ What is the principle of comity, and why do courts deciding disputes involving a foreign law or judicial decree apply this principle? ▪ What is the act of state doctrine? In what circumstances is this doctrine applied? ▪ Under the Foreign Sovereign Immunities Act of 1976, on what bases might a foreign state be considered subject to the jurisdiction of U.S. courts? ▪ What types of provisions, or clauses, are often included in international sales contracts? ▪ Do US laws prohibiting employment discrimination apply in all circumstances to US employees working for US employers abroad? 	<ul style="list-style-type: none"> • Teacher designed power point presentations of pertinent and main theories presented within chapters. • Teacher designed note sheets to complement material presented within power point presentation. • Worksheet activities to complement text activities. • Textbook • Internet for various supplemental and complementary activities. • Pertinent/timely articles/literature (including summarized real world legal cases) • Videos and video guides to complement material presented in lesson/chapter. 	<ul style="list-style-type: none"> • Practice/supplemental activities from workbook. • Analysis of summarized legal cases pertinent to content within chapter. • Objective test covering written content with the lesson/chapter. • Supplemental Internet Activities to complement material presented in lesson/chapter. • Analysis of pertinent/timely articles/literature