

Lesson	Topics	Description	Objectives
Sales Contracts	<ul style="list-style-type: none"> ● Sales ● Special Rules for Sales Contracts 	This chapter distinguishes sales contracts from other types of agreements and then presents a discussion of the various aspects of the special status afforded sales contracts by our laws.	<ul style="list-style-type: none"> ● Define sale and explain how the UCC governs the sale of goods ● Compare the status of a casual seller with a merchant ● Explain how the Statute of Frauds is applied to sales
Ownership and Risk of Loss in Sales	<ul style="list-style-type: none"> ● Transfer of Ownership ● Risk of Loss and Insurable Interest in Sales 	The focus of this chapter will deal with some of the most litigated issues in the area of sales: who has and can transfer title, who has the risk of loss if something happens to the goods, and who has an insurable interest in them.	<ul style="list-style-type: none"> ● Discuss who may transfer ownership of goods ● Explain what is required for transfer of ownership of goods when it occurs ● Explain the general rules for identifying when risk of loss transfers
Consumer Protection	<ul style="list-style-type: none"> ● Protection through Governmental Action ● Protection through Action by the Government 	This chapter presents the rationale behind legislative and judicial actions taken in favor of the consumer then discusses each statutory and common law initiative in detail.	<ul style="list-style-type: none"> ● Explain the need for governmental involvement in the marketplace ● Identify protections against substandard goods ● Recognize unfair trade practices ● Describe the protection afforded consumers by the law of product liability
Property and Acquisition	<ul style="list-style-type: none"> ● Types of Property ● How Property is Acquired and Held 	In this chapter, students will be presented with the concept of what our society defines as property. The types of property will be discussed and then the legal aspects of acquiring and holding real property will be evaluated.	<ul style="list-style-type: none"> ● Understand property and its classification ● State the different ways of acquiring property
Bailments	<ul style="list-style-type: none"> ● Bailments ● Bailor and Bailee Duties 	This chapter identifies the vital legal concept of a bailment and then covers the rights and duties of the parties involved in one.	<ul style="list-style-type: none"> ● Discuss the ways in which bailments are created and ended ● Describe duties owed by the bailee in a bailment ● State the bailor's duties in bailment
Ownership and Leasing of Real Property	<ul style="list-style-type: none"> ● Ownership and Transfer of Real Property ● Leasing Real Property 	This chapter presents the concept of insurance from a legal standpoint, surveys the types of insurance available, and then details the framework and legalities of each.	<ul style="list-style-type: none"> ● Understand both the rights and limitations associated with ownership of real property ● Identify forms of ownership and how they are transferred
Insurance	<ul style="list-style-type: none"> ● Insurance Fundamentals 	The exploration and concept of insurance from a legal standpoint, surveys	<ul style="list-style-type: none"> ● Discuss the rationale for insurance

Law	<ul style="list-style-type: none"> Property and Casualty Insurance Life and Social Insurance 	the types of insurance available, and then details the framework and legalities of each.	<ul style="list-style-type: none"> Identify the common types of insurance Contrast the various types of property and casualty insurance Explain the purpose/types of life insurance
Wills, Trusts, and Estates	<ul style="list-style-type: none"> Property Distribution Upon Death Trusts 	This chapter is concerned with the legal consequences of death and how the law provides measures to overcome the problems and issues posed by it.	<ul style="list-style-type: none"> Differentiate between dying testate and dying intestate Describe how a decedent's property is distributed Recognize the value of the trust instrument Identify the various types of trusts
Agency Law	<ul style="list-style-type: none"> Creation and Operation of Agencies Agency Duties 	This chapter sets out the terms and the legal framework for creation of the agency relationship, and then covers the duties of the parties to it and how the relationship is terminated.	<ul style="list-style-type: none"> Understand what an agency is Distinguish the scope of the agency authority List the duties of an agent/principal
Employment Law	<ul style="list-style-type: none"> Making and Terminating Employment Contracts Duties of Employers and Employees 	This chapter identifies the types of agreements that are void and unenforceable because of inherent illegalities and then discusses agreements that have to be in writing to be enforceable and how such contracts are interpreted.	<ul style="list-style-type: none"> Describe how employment contracts are made/terminated List an employer's duties Name an employee's duties
Unions and the Employment Relationship	<ul style="list-style-type: none"> Establishment of Unions Employment Relations in a Unionized Workplace 	The purpose of this chapter discusses how contractual obligations are transferred and fulfilled and then remedies for breach. It ends by applying contract principles to marriage and divorce.	<ul style="list-style-type: none"> Discuss the development of labor law Understand how a union is formed Explain how a collective bargaining agreement is concluded Recognize unfair labor practices
Discrimination in Employment	<ul style="list-style-type: none"> Legal versus Illegal Discrimination Proving Illegal Discrimination 	This chapter distinguishes sales contracts from other types of agreements and then presents a discussion of the various aspects of the special status afforded sales contracts by our laws.	<ul style="list-style-type: none"> Recognize the difference between legal and illegal employment discrimination Discuss how a case based on unequal treatment is proven Recognize the forms of sexual harassment
Employment Related Issues	<ul style="list-style-type: none"> Safety on the Job Employer's Liability for Work-Related Injuries 	The focus of this chapter will deal with some of the most litigated issues in the area of sales: who has and can transfer title, who has the risk of loss if something happens to the goods, and who has an insurable interest in them.	<ul style="list-style-type: none"> Recognize two approaches taken to protect workers from on the job injuries Distinguish the role of OSHA in the effort to

			prevent such injuries
Forms of Business Organization	<ul style="list-style-type: none"> • Main Forms of Organization • Creating and Terminating Partnerships • Operating Partnerships 	In this chapter, it presents a survey of the main organizational forms available to a business and then examines the sole proprietorship and partnership form in detail.	<ul style="list-style-type: none"> • State the definitions of the three basic business forms • Contrast the attributes of the basic business forms • Describe how a partnership is formed/ended • List the powers of a partner • Explain the duties and potential liabilities of a partner