

# **Curriculum Crosswalk**

**Business Law 2006**

**Course to:**

**Business Management and Administration Career Cluster**

**Finance Career Cluster**

**LAP Instructional Support Materials**

**Produced by:**

**MBA** *Research*  
and Curriculum Center

## Curriculum-Planning Levels

Each performance indicator was assigned to one of six curriculum-planning levels: prerequisite, career-sustaining, specialist, supervisor, manager, and owner. These levels represented a continuum of instruction ranging from simple to complex and can serve as building blocks for curriculum development in that students should know and be able to perform the skills and knowledge at one level before tackling more complex ones at the next level. These levels can also be used as the basis for developing an unduplicated sequence of instruction for articulation between high school and postsecondary marketing courses. The six curriculum-planning levels are defined as:

1. **Prerequisite (PQ)** Content develops employability and job-survival skills and concepts, including work ethics, personal appearance, and general business behavior.
2. **Career-Sustaining (CS)** Content develops skills and knowledge needed for continued employment in or study of marketing based on the application of basic academics and marketing skills.
3. **Specialist (SP)** Content provides in-depth, solid understanding and skill development in all marketing functions.
4. **Supervisor (SU)** Content provides the same in-depth, solid understanding and skill development in all marketing functions as in the marketing-specialist curriculum, and in addition, incorporates content that addresses the supervision of people.
5. **Manager (MN)** Content develops strategic decision- making skills in all marketing functions needed to manage a business or department within an organization.
6. **Owner (ON)** Content develops strategic decision- making skills in all aspects of marketing that are needed to own and operate a business.

Comp # Obj #	Unit Titles/Competency and Objective Statements (The Learner will be able to:)	MBA Research LAPs	Career Cluster Performance Indicators
<b>A.</b>	<b>BASICS OF THE LAW</b>		
<b>BL01.00</b>	<b>Understand the origin, ethics, and structure of national and international legal systems.</b>		
BL01.01	Recognize the origins of law.		Discuss the nature of law and sources of law in the United States (SP)
BL01.02	Understand the structure and ethics of legal systems.		Discuss the nature of law and sources of law in the United States (SP)
<b>BL02.00</b>	<b>Understand the structure of the U.S. court system.</b>		
BL02.01	Recognize types of courts.		Describe the United States' judicial system (SP) Describe the nature of legal procedure (SP)
BL02.02	Classify criminal law by type and degree of seriousness.		
BL02.03	Classify civil law by type and remedies.		Identify the basic torts relating to business enterprises (SP)
<b>B.</b>	<b>CONTRACT LAW</b>		
<b>BL03.00</b>	<b>Understand the elements of a contract.</b>		
BL03.01	Understand requirements of each element of a contract.		Describe the nature of legally binding contracts (SP)
BL03.02	Understand required parts and forms of a contract.		Describe the nature of legally binding contracts (SP)
<b>BL04.00</b>	<b>Analyze the characteristics and methods of terminating or transferring a contract.</b>		
BL04.01	Understand characteristics of a contract.		Describe the nature of legally binding contracts (SP)
BL04.02	Differentiate methods of terminating or transferring a contract.		Explain the nature of contract terminations (SP)
<b>C.</b>	<b>BASIC BUSINESS LAW</b>		
<b>BL05.00</b>	<b>Understand the types of ownership.</b>		
BL05.01	Compare principle forms of business ownership.	BA LAP 7: Own It Your Way (Types of Business Ownership)	Explain types of business ownership (CS)
BL05.02	Compare types of intellectual property.	EC LAP 16: Government and Business (Regulate and Protect)	Determine the relationship between government and business (CS)  Describe strategies to protect intellectual property (ON) Describe methods used to protect intellectual property (SP)

<b>BL06.00</b>	<b>Understand the roles of financial institutions.</b>		
BL06.01	Understand types of commercial paper.		Explain forms of financial exchange (cash, credit, debit, electronic funds transfer, etc.) (PQ) Identify types of currency (paper money, coins, banknotes, government bonds, treasury notes, etc.) (PQ)
BL06.02	Compare sources, types, and issues of credit and bankruptcy.	FI LAP 2: Credit and Its Importance	Explain the purposes and importance of credit (CS)
<b>BL07.00</b>	<b>Understand laws, conditions, and regulations in national and international work environments.</b>		
BL07.01	Classify employment/agency regulations and laws.		Explain the nature of agency relationships (SP) Explain the nature of human resources regulations (SU) Explain the nature of workplace regulations (including OSHA, ADA) (SU)
BL07.02	Recognize environmental and energy laws.		Discuss the nature of environmental law (SP)
<b>D.</b>	<b>INTRODUCTION TO PERSONAL LAW</b>		
<b>BL08.00</b>	<b>Evaluate legal issues related to current and future planning.</b>		
BL08.01	Critique rights and duties associated with domestic relations laws.		
BL08.02	Exemplify the nature, theory, and different types of insurance.		Describe the concept of insurance (CS) Explain the nature of liability insurance (SP) Describe components of automobile insurance coverage (SP) Discuss the nature of life insurance (SP) Discuss the components of homeowners insurance (SP)
BL08.03	Critique features and legal issues of health care options, disability, retirement planning, and will requirements.		Discuss the nature of health insurance coverage (SP) Describe the nature of disability insurance (SP) Discuss the nature of retirement investment plans (SP)

<b>BL09.00</b>	<b>Understand the contractual obligations of consumers in a global economy.</b>		
BL09.01	Interpret sales contracts and warranties within the rights and laws of consumers.	PP LAP 4: Warranties and Guarantees  PP LAP 7: Consumer Protection in Product Planning	Explain warranties and guarantees (CS) Identify consumer protection provisions of appropriate agencies (SP)
BL09.02	Compare the legal rights of acquisition, transferal, and renting/leasing of property.		Discuss laws pertaining to the conveyance of real estate (SP)