



## BUS-104 Business Law

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### Description:

BUS-104 examines the stages of starting a business while highlighting legal and strategic decisions. Students increase their legal literacy as they learn to choose the form of business entity, structure ownership, raise money, handle operational liabilities, practice strategic compliance, protect intellectual property, deal with creditors, go global, and go public. Students also examine such current issues as classifying workers as independent contractors or employees, cybersecurity, and provisions for "mini-IPOs."

**Textbook:** The Entrepreneur's Guide to Law and Strategy, 5<sup>th</sup> Ed. – Bagley, Dauchy – ISBN: 9781305972643

### Course objectives:

Throughout the course, you will meet the following goals:

- Understand the legal aspects to becoming an entrepreneur.
- Explain the importance of legal representation when operating a business.
- Understand the basics of incorporating, founders’ stock, and buy-sell agreements.
- Explain the major employment and civil rights legislation that affect businesses.
- Understand the complex legal implications of business contracts and leases.
- Learn about business operational liabilities, insurance, and compliance.
- Understand the implications of creditors’ rights and bankruptcy.

### Contents:

Ch 1: Taking the Plunge	Ch 10: E-Commerce Sale of Goods/Services
Ch 2: Leaving Your Employer	Ch 11: Operational Liabilities/Compliance
Ch 3: Selecting and Working with an Attorney	Ch 12: Creditors’ Rights and Bankruptcy
Ch 4: Deciding Whether to Incorporate	Ch 13: Venture Capital
Ch 5: Structuring the Ownership	Ch 14: Intellectual Property and Cyberlaw
Ch 6: Forming and Working with the Board	Ch 15: Going Global
Ch 7: Raising Money and Securities Regulation	Ch 16: Buying and Selling a Business
Ch 8: Marshaling Human Resources	Ch 17: Going Public
Ch 9: Contracts and Leases	

### Grading Scale

A = 95-100%  
 B = 88-94.9%  
 C = 80-87.9%  
 D = 70-79.9%  
 F = Below 70%

### Grade Weighting

Chapter Quizzes..... 70%  
Final Exam ..... 30%  
**100%**