

Curriculum Map

Course Title: Business Law

Grade: 11th Grade

Unit (Name/Number): Unit 3 – Sales Contracts, Ownership, Risk of Loss, and Consumer Protection	Pacing: 3 Weeks
<p>Essential Question(s): What warranties are guaranteed by all sellers to all buyers? If you are wronged as a consumer, where can you go to get help? Lesson: What are the similarities and differences between express and implied warranties? Lesson: When you buy a product that has no disclaimers, what warranties are you guaranteed? Lesson: If wronged as a consumer, where can you go for help? Lesson: Why is there need for governmental involvement in the marketplace? Lesson: How does being able to recognize unfair trade practices protect you as a consumer?</p>	

Content/Key Concepts	Standards	Key Vocabulary	Learning Activities/Resources	Evidence of Learning <small>(Assessments; Performance Tasks)</small>
Sales Contracts	BL 3.2, 3.3	<ul style="list-style-type: none"> • Merchant • Casual Seller • Sale • Bill of Sale 	Vocabulary Case Studies Class Discussions Worksheet Online resources Textbook	Test
Ownership & Risk of Loss	BL 3.2, 3.3	<ul style="list-style-type: none"> • Seller & Buyer Elements • Good Faith Purchaser • Tender of Delivery • Bulk Transfer 	Vocabulary Case Studies Class Discussions Worksheet Online resources Textbook	Test
Two Main Types of Warranties	BL 3.2, 3.3	<ul style="list-style-type: none"> • consumer • goods • warranty • express warranties • implied warranties 	Warranty websites	Research and identify warranty types Label parts on a warranty Quiz
Guaranteed Warranties	BL 3.2, 3.3	<ul style="list-style-type: none"> • warranty of title • warranty of fitness for a particular use • warranty against encumbrances 	Warranty websites	Students provide examples of puffing, Lemon Law, etc. Quiz

		<ul style="list-style-type: none"> • Uniform Commercial Code (UCC) • Lemon Law • disclaimers • puffing 		
Government Protection for Buyers	BL 3.2, 3.3	<ul style="list-style-type: none"> • Caveat emptor • class action suit • restitution • Consumer Product Safety Commission (CPSC) • Better Business Bureau (BBB) • customer service center 	Textbook Websites	Completed guide from BBB, CPSC, and FDA websites
Unfair Trade Practices and Agencies that Protect Us from Those Practices	BL 3.2, 3.3	<ul style="list-style-type: none"> • Federal Trade Commission (FTC) • Food and Drug Administration (FDA) 	Textbook Websites	Test