



Syllabus - BEAL 401- SPRING 2023

Course Prefix/Number: BEAL 401 (sec 01 & 02)

Course Title: Business Law

Core Course

Class Meeting Times:

S2 8:00 - 09:15 AM MW

Instructional Modality: Onsite

Class Location:

SEC 02 – B205

Instructor:

Ms. Sakuntala Romila Palliam

Office Location: A 435

Office Phone: X - 3548

Email: spalliam@auk.edu.kw

Office Hours: UTR 11 – 12:30

MW 11 – 12:00

Welcome to Introduction to Business Law. I am confident that you are going to find this course exhilarating, rewarding and challenging. While this course does not intend to turn you into legal eagles, it will certainly prepare you for the harsh realities of the intricacies of the business environment. To avoid any misunderstanding, you are encouraged to read this course outline and to bring the prescribed text to each class meeting.

AUK Mission Statement:

The American University of Kuwait is a liberal arts institution based on the American model of higher education. It is dedicated to providing students with knowledge, self-awareness, and personal growth experiences that can enhance critical thinking, effective communication, and respect for diversity. AUK seeks to create leaders and lifelong learners who aspire to the highest standards of moral and ethical responsibility in their societies.

Department/College Mission Statement:

The College of Business and Economics provides an American educational experience producing ethical, innovative, articulate, and globally agile graduates. The College of Business and Economics strives to uphold the following values: Freedom of thought, expression, and intellectual inquiry, respect for individual identity and rights, and cultural diversity, commitment to high standards of morality, integrity, and social responsibility, and adherence to high professional standards and ethics.

Catalog Course Description:

Introduces students to legal concepts, the philosophy of law, and the functions of the court systems. Surveys business-related laws including Constitutional law, Contract law principles, the Law of Torts, Intellectual Property, legal forms of business entities and the regulation thereof, and Negotiable Instruments. The course will familiarize students with the fundamentals of Kuwait Law in the international business setting. The course content includes an analysis of ethical reasoning and decision-making processes in business settings.

Degree of learning for each Program Learning Outcomes in this course:

Program Learning Outcomes (PLOs)	
<p>PLO1: Communication: Demonstrate effective English language communication skills in writing and oral presentations. (R, A)</p>	<p>Prepare simple contracts. Complete a negotiable instrument correctly. Prepare and present information related to subject.</p>
<p>PLO2: Ethical behavior: Articulate ethical and professional responsibilities, recognize ethical dilemmas, and formulate ethical strategies. (R, A)</p>	<p>Make ethical decisions at all times. Short ethical cases will be discussed and students will have to justify the decision they make.</p>
<p>PLO3: Critical thinking: Identify, evaluate, analyze, and solve diverse and unstructured management problems in unfamiliar settings, use, synthesize, and evaluate data/ evidence, exercise judgment, and assess risks, understand the holistic and systemic nature of the organization and its internal and external environment. (R,A)</p>	<p>Simple cases will be given to students and they will be expected to analyze, evaluate, exercise judgement, Assess risks of the situation at hand.</p>
<p>PLO4: Global and multi-cultural aspects of business: Understand diverse cultures; develop intercultural skills; understand global processes; and be prepared for citizenship,</p>	<p>Use of case studies to determine the impact of global business and multi-</p>

both local and global.(R,A)	cultural aspects of business on the local business environment.
PLO5: Entrepreneurial behavior: Entrepreneurship is value creation, iterative learning, opportunity identification, business development, venture creation and growth. Becoming entrepreneurial is personal development, creativity, self-reliance, initiative taking, and action orientation.	Students will be encouraged to read the newspaper to relate business issues to course content. This will form part of the earning inventory.
PLO6: Technology Agility: Develop a mastery of appropriate ICT in decision- making. (R)	Use, advantages and disadvantages of technology will be stressed throughout the course.

Course Objectives:

Course Learning Outcomes: Upon successful completion of the course, students will be able to:

Course Learning Outcomes (CLOs)	Corresponding PLO
CLO1: Will recognize learnt in their everyday business activities.	PLO3
CLO2: Will interpret, illustrate, classify information encountered in different business scenarios.	PLO2
CLO3: Will implement / execute theoretical principles learnt in the business environment.	PLO5
CLO4: Will differentiate, organize, deconstruct information and actions in the business world based on principles acquired in the course.	PLO6
CLO5: Will be able to evaluate different business scenarios and make decisions based on their evaluation.	PLO2

Course Delivery/Methodology:

For this course we will be meeting in-person 2 days per week and material will be presented through [lectures/videos/readings done ahead of time]. All [course material/lecture /readings] will be posted on Moodle, which can be accessed at [website]. All assignments must also be submitted through Moodle unless requested in hard copy. You will be completing the following evaluations

for this course: [short papers submitted on Turnitin, group work, exams, etc.]. To successfully complete this course, you must [**complete readings ahead of time**, post regularly on the discussion forum, actively participate in class discussions, etc.] by the posted due dates and times.

Required Textbook/Required Readings:

Essential of Business Law – AL Liuzzo, RC Hughes, Tenth Edition. ISBN 1-260-09182-3
 Kuwait Labor Law
 Constitution of Kuwait
 Newspaper Articles

Recommended/Supplemental Readings:

Online newspaper articles.
 Case studies relating to principle which will affect students in the daily business activities.

Evaluations and Grading:

TYPE	GRADE	DATE	Link to PLO
Exam 1	15	8 th March	1,3,5,6
Exam 2	15	10 th May	1,2,3,4,5,6
FINAL EXAM	20	As per official timetable	1,2,3,4,5,6
2xQuiz	10	Quiz 1 – 15 th Feb Quiz 2 – 29 th March	1,2,3,4,5,6
Participation	10	Daily	1,2,3,4,5,6
Newspaper Articles	10	24 th May	1,2,3,4,5,6
Assignment	10	22 th May	1,2,3,4,5,6
Folder	5	31 st May	
Presentation	5	At the end of each chapter.	

1. ASSIGNMENTS:

The assignment will be uploaded on Moodle. Be careful to meet the deadline as Moodle will not accept late assignments. Do not wait for the last minute in case you have a technical

problem. This will not be an excuse. Please do your own work. Any indication of dishonesty and you will be penalized according to AUK policy on dishonesty.

2. PRESENTATION:

At the beginning of the semester you will identify a partner to work with. You may choose a chapter, where you will have to create your own case relating to that chapter and present it to the class. The rest of the class will be given an opportunity to discuss the problem and the solution. You will be assessed on the originality of your case and how you solved it.

3. NEWSPAPER ARTICLES:

You will be expected to identify newspaper articles related to the work being covered. It is important for you to be able to apply the knowledge gained to everyday life and the business environment. You may select ONE newspaper article per chapter from any 10 Chapters which are being covered in class. The article must contain the following information:

Chapter Number

Principle which affects the article.

A brief description of how the principle is related to the article.

All the requirements must be met to earn the grade.

You could use any online newspaper for this purpose.

A sample will be uploaded.

4. CLASS PARTICIPATION:

You will be graded for class participation. Your participation must reflect evidence that you have read the chapter. No grades will be allocated for guessing. Participation will depend on you reading before each class.

5. FINAL EXAM:

The final exam will be comprehensive therefore it is very important for you to study on a daily basis. There will be negotiating of grades. A grade appeal will be based on actual grades earned by the student.

6. GROUP PROJECT:

In the first two weeks of the semester, you are free to form groups of five members per group if at the end of the second week of the semester you have not found a group to work with please inform me immediately and you will be placed in a group. Do not wait until the assignment is due before you realize that you do not belong to a group. A list of topics will be uploaded for the group to select a topic. Further detailed instructions will be uploaded shortly.

AUK Official Grading Scale:

Letter Grade	Percentage	University Points
A	94-100	4.0
A-	90-93	3.7
B+	87-89	3.3
B	84-86	3.0
B-	80-83	2.7
C+	77-79	2.3

C	74-76	2.0
C-	70-73	1.7
D+	67-69	1.3
D	64-66	1.0
D-	60-63	0.7
F	0-59	0.0

AUK Attendance Policy:

Any student who misses more than 15% of class sessions of any course during a semester should expect to fail, unless she/he submits documented evidence to the course instructor of inpatient medical care, death of an immediate family member, academic instructional activities, or national athletic activities. If excused, students are required to satisfy all coursework due or assigned during their absence as determined by the course instructor. If a student does not submit documented evidence for her/his absence exceeding the limit, it is the student's responsibility to withdraw from the course by the specified deadline, as indicated on the academic calendar. Students who withdraw from a course receive a grade of "W". Students who do not withdraw from a course nor submit supporting documents for excessive absences will receive a grade of "FN" (failure for non-attendance).

Code of Academic Honesty and Integrity:

Upon admission to the American University of Kuwait, students agree to act responsibly in all areas of academic, personal and social conduct and to take full responsibility for their individual and collective action. Such regulations are found in the American University of Kuwait Catalogue, Student Handbook, and the AUK website at www.auk.edu.kw. Any question of interpretation regarding the code of academic honesty and Integrity shall be reported to the appropriate academic dean. The Code shall be reviewed annually at the discretion of the academic deans. Any student or student organization found to have committed the cited violations or misconduct, either on or off campus, is subject to the disciplinary sanctions outlined in adjudication procedures.

Plagiarism:

The term "plagiarism" includes, but is not limited to, an attempt of an individual to claim the work of another as the product of his or her own thoughts regardless of whether that work has been published. Plagiarism includes, but is not limited to, quoting improperly or paraphrasing text or other written materials without proper citation on an exam, term paper, homework, or other written material submitted to an instructor as one's own work. Plagiarism also includes handing in a paper to an instructor that was purchased from a term paper service or downloaded from the Internet and presenting another person's academic work as one's own.

Cheating:

The term "cheating" includes but is not limited to, copying homework assignments from another student; working together with another individual on a take-home test or homework when not approved by the instructor, looking at and/or copying text, notes or another person's paper during an examination when not permitted to do so. Cheating also includes the giving of work information to another student to be copied and/or used as his or her own. This includes but is not limited to giving someone answers to exam questions either when the exam is being given or

after having taken an exam; informing another student of specific questions that appear or have appeared on an exam in the same academic semester; giving or selling a term paper, report, project or other restricted written materials to another student. Cheating also includes the use of any individual inside or outside the classroom completing work assigned to you.

Academic Support:

Learning Support Services focuses on empowering students to become independent and successful learners by developing their literacy skills, enhancing their understanding, and helping them improve their academic and study skills. Learning Support Services is comprised of two centers: the Tutoring Center and the Writing Center. The Tutoring Center provides free academic support in various subjects to AUK student. Email: tutoringcenter@auk.edu.kw.

The Writing Center provides multilingual support (English, Arabic, French, and Spanish) through individual or small-group consultations. Email: writingcenter@auk.edu.kw

Disability Accommodations:

AUK provides equal and inclusive educational environment in order to enable all students to meet and perform requisite academic standards and to participate in the opportunities and activities of its community. If you believe you can benefit from accommodations for a learning, physical, or mental health disability, [click here to book a session through the Counseling Center/Disability Services Booking Page](#), to ask about disability services at AUK, initiate an accommodation plan, or receive disability services. You can also email counseling@auk.edu.kw if you need assistance in booking a session.

Course Policies/Student Responsibilities:

Late and Missing Work Policy:

Class begins at the time stated on the timetable, **not five minutes later**. Late coming will not be tolerated. We are all aware of the traffic issues in Kuwait. Therefore if your route will result in traffic jams, then you need to plan to leave home earlier in order to arrive on time. We are also aware of parking limitations, therefore you need to arrive early to ensure that you have sufficient time to park and to get to class on time.

Make-Up Work Policy:

No late submissions will be accepted unless you are hospitalized. Proof of hospital admission must be provided. You are one step away from the real world and any late submission of a project will cost your business a huge monetary loss as well as giving it a poor reputation for meeting deadlines.

Expectations will be uploaded on Moodle in conjunction with information given in class. Do not rely on one source of instructions only.

Communication Policy:

Expectations/Instructions will be uploaded on Moodle in conjunction with information given in class. Therefore attendance is essential. Do not rely on one source of instructions only.

Please be sure to use your official AUK email account, **write your full name, and indicate which class and section you are taking (Class ###, DAY/TIME section) when you send me an email**. If you have a question, please check the syllabus first and if your question is not answered

there, then please feel free to send an email and I will be happy to clarify. I respond to questions via email or posted on the discussion forum within 24 hours of receiving them; if I do not respond within 24 hours, please re-send the email. Please note I normally respond during these working hours: TIME-TIME, DAYS. Emails sent on weekends will be responded to on Sunday.

Technology Issues:

All assignments must be submitted through Moodle. However, you may experience trouble submitting an assignment due to technology or internet issues. If such a situation does arise and you are unable to submit your assignment through Moodle, please send me an email at spalliam@auk.edu.kw and include the **completed** assignment. **Please make sure that you email me the assignment before the deadline as this documents that you did finish everything by the due date and time, but that you just had a technology issue.** This will ensure that your assignment will be accepted, and you will not [receive a late penalty/get a 0, etc.]. No email assignment will be accepted after the due date. Once the technology or internet issue is resolved, please upload the assignment to Moodle. In general, always be sure to frequently save your files and keep backups of your assignments.

Course Schedule:

This course is based on application of real life cases to reinforce the relationship between what is learnt in class and its application in the business environment. Therefore end of chapter assignments will be provided as we begin each chapter. Since the course material is abstract to students and students generally take a longer or shorter time as planned to grasp the content, no specific dates for end of chapter assignments will be assigned.

At the beginning of each chapter a handout will be uploaded on Moodle highlighting the objectives, expected new vocabulary, content and assignment. **This handout must be handed in at the end of each chapter.**

Week	Topic	Assignments and Readings
1+2	Introduction to the course, reviewing the syllabus and explaining the student expectation. Chapter 1: Our System of Law. Page 2 <ul style="list-style-type: none"> • Will define Law and identify the different branches of law. • Relate business law to business education. • Briefly distinguish between the different schools of thought. Provide examples of how the law affects an individual personally, in the business environment and in government.	Read the Constitution of Kuwait and find an article which will affect you in the business environment. Explain how the article can affect your business.
3	Chapter 2: Ethics and the Law. Page 18	A simple case study will be given to where you will assess the actions of

	<ul style="list-style-type: none"> • Define business ethics and explain how ethical conduct can contribute to social responsibility of business. • Discuss the relationship between ethics and law. • Discuss ways in which business can ensure ethical practice. <p>Will assess business decisions throughout the course.</p>	<p>someone in business then explain how you will act in a situation, why you will take that action, which stakeholders will be affected and how the business will be affected by your action.</p>
4,5	<p>Chapter 4: Tort Law. Page 48</p> <ul style="list-style-type: none"> • Define a tort and identify the common torts especially those affecting the business environment. • Differentiate between libel and slander. • Define defamation and identify situations where there is occurrence of possible defamation. • Distinguish between intentional torts and negligence. • Will keep these principles in mind when conducting business transactions to avoid law suits. 	<p>You will be given a case where you will have to identify whether a tort or a crime has been committed and explain how you will deal with the issue. You must be able to explain the impact of your action on the business.</p>
6,7,8,9,10,11	<p>Chapters 7, 8, 9, 10, 11,12,13,15</p> <p>Introduction to Contracts. Page101-226</p> <ul style="list-style-type: none"> • Define contracts. • Identify the requirements for a valid contract and apply this knowledge when preparing or reading a contract. • Identify reasons why a contract which is valid, may still be unenforceable. • Ensure that every contract meets the consideration requirement. • Define legal competency and ensure that parties to a contract have legal competency. • Analyze situations when a contract is unenforceable. 	<p>The unit on contracts is divided into many small chapters so that you can easily understand the logistics of a contract.</p> <p>At the end of each chapter you will get a case study which highlights the principles of the chapter.</p> <p>Finally you will be able to respond to issues not based on a chapter, but rather a combination of the principles.</p>

	<ul style="list-style-type: none"> • Identify consequences of entering into an illegal contract. • Distinguish between genuine assent and mistake when transacting. • Identify contract which fall under the Statute of Frauds. <p>Familiarize themselves with legal remedies for breach of contract.</p>	
12,13	<p>Chapter 19: Agency. Page 296</p> <ul style="list-style-type: none"> • Define the agent and principal and identify each in a business transaction. • Classify different types of agents. • Explain the different types of authority existing in an agency relationship. • Identify and explain the duties of an agent to a principle and vice versa. • Identify when an agency relationship has terminated. • Identify the principal independent contractor relationship. 	A case study involving liability of the agency relationship will be assigned.
13,14	<p>Chapter 20: Business Organizations: P314</p> <ul style="list-style-type: none"> • Identify business organizational forms. • State the characteristics, advantages and disadvantages of each. • State the legal formation of each. <p>Identify organizational forms that are not business entities.</p>	A case study highlighting the legal implications and liability of a specific business type will be given.
14	<p>CHAPTER 22: Introduction to commercial paper:</p> <ul style="list-style-type: none"> • Explain characteristics of commercial paper. • Identify the different types of commercial paper. • Identify the parties to commercial papers. 	Due to the increased use of technology in the business environment the reliance on commercial paper is decreasing. However, you need a basic knowledge of what function commercial plays and therefore you will be given a problem where you

	<ul style="list-style-type: none"> List and explain the essentials for negotiability of Commercial paper. <p>Name and discuss the use of the different types of checks.</p>	will need to identify the commercial paper which will be used.
15	<p>Chapter 28: Intellectual Property. P456</p> <ul style="list-style-type: none"> Identify intellectual property and explain why it needs to be protected. Explain the importance of trade secrets and how they may be protected. Distinguish between protection of computer software by trade secret and by license. Distinguish between types of trademarks and relate to its application in cyberspace. Explain the purpose of copyright and its relationship with the doctrine of fair use. <p>Define a patent and briefly explain the requirements for obtaining a patent.</p>	A case involving the protection of computer software will be given. You will have to explain how this differs from a trade secret.
15	<p>CHAPTER 30: Social Media and the Law: Page 496</p> <ul style="list-style-type: none"> Define social media and identify the legal implications of the use of social media. Explain how privacy expectations in social media affect business operations. Identify crimes associated with social media. Discuss issues associated with social media and the impact on business. 	<p>This chapter will be incorporated throughout the course.</p> <p>A problem highlighting the effects of social media on business profit and reputation will be given.</p>
10	<p>Kuwait Labor Law</p> <ul style="list-style-type: none"> Will relate provisions of the Kuwait Labor law to content covered during the semester in order to create a meaningful association between content taught and the reality of business. 	

Syllabus Changes:

There may be changes to the schedule and syllabus during the semester. When this happens, I will inform you in class and via email.

Pre-Requisite Skills:

- Communication using email
- Reading documents online
- Accessing internet websites
- Use of Zoom/Webex
- Viewing videos online
- Posting on the discussion board
- Uploading documents to Moodle
- Proficiency with Microsoft Word and/or PowerPoint

Technology Requirements:

To participate in one of AUK's online courses, you need this technology:

- A computer/laptop capable of running Windows 10 or later, or MAC OS X : Please note: other electronic devices such as tablets or phones may function for attending Zoom/Webex sessions. However, they are not recommended for typing (assignments, discussion board, using chat feature etc.). In addition, during some Zoom/Webex sessions, you may be asked to collaborate on a Google doc, which would be easier to do when using a laptop or desktop computer.
- The latest version of Firefox, Chrome, Microsoft Edge, Internet Explorer, or Safari
- Microsoft Office Suite or a compatible Open Office Suite
- Adobe Acrobat Reader or other applicable PDF reader
- High speed internet access
- Webcam or other built-in camera on laptops, tablets, or phones
- Microphone or other built-in microphones on laptop, tablets, or phones

Browser Compatibility Check:

It is the student's responsibility to ensure that the browser used to access course material on his/her computer/electronic device is compatible with AUK's learning management system, Moodle. Problems in this area need to be discussed with faculty at the time of occurrence.

Netiquette:

- Be on time to Zoom/Webex meetings and make sure you attend and participate regularly

- Check your AUK email regularly to receive all relevant announcements and communication
- Be professional and careful with your online interaction. Proper address for faculty is by formal title such as Professor or Dr. unless invited by faculty to use a less formal approach
- When writing, ensure to use formal, respectful, professional language and double-check spelling/grammar function before sending/posting. This applies to emails, typing on Zoom/Webex chat, posting on discussion boards, assignments, or any other form of writing you will complete within the context of this course
- Check the discussion board frequently and respond appropriately and on subject
- Cite all quotes, references, and sources
- Capitalize words only to highlight a point. Otherwise, capitalizing is generally viewed as SHOUTING!
- Do not dominate discussions and allow other students to post or join in
- It is not appropriate to forward someone else's messages or emails without their permission
- Be careful when using humor. The absence of face-to-face cues can cause humor to be misinterpreted as criticism or flaming (angry, antagonistic criticism)
- Recording Zoom/Webex sessions is prohibited

Teaching and learning methodologies, including any use of online instruction:

S. No	Teaching Method/Instruction	
1	Lecturers	<input checked="" type="checkbox"/>
2	Assignments	<input checked="" type="checkbox"/>
3	Case Based Learning	<input checked="" type="checkbox"/>
4	Case analysis	<input checked="" type="checkbox"/>
5	Project Report	<input type="checkbox"/>
6	Seminars	<input type="checkbox"/>
7	Class participation / Reading	<input checked="" type="checkbox"/>
8	Online Discussion / Instructions	<input checked="" type="checkbox"/>
9	Guest Speaker Sessions	<input checked="" type="checkbox"/>
10	Others (specify) Presentations, Research	<input checked="" type="checkbox"/>

Rubrics:

	To be demonstrated both written and orally	Percentage (Points)
Conceptual understanding Knowledge and comprehension	Must demonstrate that you have a mastery of the essential concepts.	20 (2)
Application of conceptual understanding to the question	Must be able to apply the concepts to the case in point.	40 (4)
Analysis and synthesis of response	Must demonstrate critical thinking in one or two areas.	20 (2)
Ability to communicate ideas	The response must be well written and oral presentation should bring this out too.	10 (1)
Breadth and depth of response	How creative have you been in answering the question?	10 (1)
		100 (10)

The syllabus is subject to change.

GRADE TRACKER
BEAL 401

	Due date	My Grade	Max Grade
EXAM 1	8/ March		15%
EXAM 2	10/ May		15%
FINAL	As per official Time Table		20%
QUIZ 1	15/ Feb		5%
QUIZ 2	29/ March		5%
Newspaper Article	24/ May		10%
Assignment	22/ May		10%
Folder	31/ May		5%
Presentation			5%
Participation			10%
		TOTAL	100