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## Course Information

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**Course Title:** *Essentials of Business Law*

**#378424**

**Number of continuing education credit hours recommended for this course:**

**CPA: 15** (All states)

In accordance with the standards of the National Registry of CPE Sponsors, CPE credits have been granted based on a 50-minute hour.

National Registry of CPE Sponsors ID Number: 107615.

Sponsor numbers for states requiring sponsor registration

Florida Division of Certified Public Accountancy: 0004761 (Ethics #0011467)

Hawaii Board of Accountancy: 14003

New York State Board of Accountancy: (for ethics) 002146

Ohio State Board of Accountancy: CPE .51 PSR

Pennsylvania Board of Accountancy: PX178025

Texas State Board of Accountancy: 009349

### Course Description

A key aspect of risk reduction is to understand how the legal system impacts the operations of a business. In the *Essentials of Business Law* course, we cover a broad range of legal topics that can have an adverse impact on a business. Topics covered include intellectual property, sales contracts, negotiable instruments, agency relationships, corporate governance, government regulations, and much more. After taking this course, one should have a much better understanding of which legal issues are most applicable to the specific circumstances of one's business.

### Course Content

Publication/Revision date: 8/12/24.

Author: Steven M. Bragg, CPA.

Final exam: Seventy-five questions (multiple-choice).

**Program Delivery Method:** NASBA QAS Self-Study (interactive)

**Subject Codes/Field of Study:** Business Law

### Course Level, Prerequisites, and Advance Preparation Requirements

Program level: Overview

Prerequisites: None.

Advance Preparation: None

### Instructions for Taking This Course

- Log in to your secure account at [www.bhfe.com](http://www.bhfe.com). Go to "My Account."
- You must complete this course within one year of purchase (If the course is "Expired," contact us and we will add the latest edition of the course to your account (no charge).
- To retain the course-PDF after completion (for future reference) and to enable enhanced navigation: From "My Account," Download and save the course-PDF to your computer. This will enable the search function (Menu: Edit>Find) and bookmarks (icon on left side of document window).
- Complete the course by following the learning objectives listed for the course, studying the text, and, if included, studying the review questions at the end of each major section (or at the end of the course).
- Once you have completed studying the course and you are confident that the learning objectives have been met, answer the final exam questions (online).

### Instructions for Taking the Online Exam

- Log in to your secure account at [www.bhfe.com](http://www.bhfe.com). Go to "My Account."
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- You will have three attempts to pass the exam (call or email us after three unsuccessful attempts for instructions).
- The exam is not timed, and it does not need to be completed in one session.
- For a printed copy of the exam questions, open the exam and press "Print Exam."
- Once you pass the exam, the results (correct/incorrect answers) and certificate of completion appear in "My Account." A confirmation email is also sent.
- CFP Board and IRS credit hours, if applicable, are reported on Tuesdays and at the end of the month.

**Have a question?** Call us at 800-588-7039 or email us at [contact@bhfe.com](mailto:contact@bhfe.com).

## Learning Objectives

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- State the ordering of the sources of law.
- Specify the meaning of full faith and credit.
- Describe the different types of dispute settlement systems.
- Specify how the concept of strict liability works.
- Specify the characteristics of intellectual property.
- Identify the statutes governing the protection of trade secrets.
- Recall the process for obtaining a patent.
- Specify the different types of crimes.
- Describe the different types of fraud crimes.
- Specify the elements of a valid contract.
- Specify when an offer has been accepted.
- Recall the requirements to prove that there was fraud in a contract.
- Recall the rules pertaining to mistakes in contracts.
- Specify when a contract is considered to be unconscionable.
- Identify the rules pertaining to the evidence of terms relating to a contract.
- Recall the rules pertaining to the assignment of contractual rights.
- Recall the criteria for when a sales contract has been formed.
- Specify the conditions under which a seller can demand the return of goods.
- Identify the criteria for when a buyer is assumed to have accepted goods.

- Recall the rules relating to express and implied warranties.
- Specify the types of warranties that a merchant provides to its buyers.
- Identify the types of delays associated with the availability of cash from a check.
- Recall the characteristics of a special indorsement.
- Specify the warranties related to negotiable instruments.
- Identify the defenses against the payment of a negotiable instrument.
- Recall how a mechanic's lien works.
- Specify how a surety arrangement works.
- Identify the circumstances under which a lender can seize the property of a borrower.
- Recall the conditions for creating a security interest in a borrower's personal property.
- Specify the priority of claims in a credit arrangement.
- Identify the tasks imposed on a creditors' committee in bankruptcy proceedings.
- Recall the criteria for initiating an involuntary bankruptcy.
- Specify the priorities for fund payouts in a bankruptcy.
- Identify the criteria for an individual to qualify for a Chapter 7 bankruptcy filing.
- State the duties of a principal and agent.
- Recall when an agency agreement can be terminated.
- Specify when a principal can be held liable for the actions of an agent.
- Identify when an agent can be held liable for a contract.
- Recall the provisions of the various statutes governing labor law.
- Specify the goal of an affirmative action program.
- Identify the purpose of the federal agencies involved in labor law issues.
- Recall the reasons why someone would want to join a labor union.
- Specify how a union certification process can be shortened.
- Identify how an unfair labor practice claim can be filed.
- Recall the advantages and disadvantages of the various business types.
- Specify what a limited partner is allowed to do in a limited partnership.
- Identify the purpose of a buy-and-sell arrangement.
- Recall the purpose of an indenture agreement.
- Specify the criteria for the filing of a short-swing profit lawsuit.
- Identify the reasons for the existence of blue sky laws.
- Recall when the exemptions to the securities laws can and cannot be used to raise money.
- Specify the thresholds required for a Hart-Scott-Rodino filing.
- Identify how the failing company doctrine works.
- Recall the different types of franchising arrangements.
- Specify the requirements for blocking a proposed merger due to anticompetitive effects.
- Identify the different types of real property ownership arrangements.

## About the Author

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**Steven Bragg, CPA**, has been the chief financial officer or controller of four companies, as well as a consulting manager at Ernst & Young. He received a master's degree in finance from Bentley College, an MBA from Babson College, and a Bachelor's degree in Economics from the University of Maine. He has been a two-time president of the Colorado Mountain Club, and is an avid alpine skier, mountain biker, and certified master diver. Mr. Bragg resides in Centennial, Colorado. He has written more than 300 books and courses, including *New Controller Guidebook*, *GAAP Guidebook*, and *Payroll Management*. He has also written the science fiction novel *Under an Autumn Sun*, first book in *The Auditors* trilogy.

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# Table of Contents

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<b>Chapter 1 - The Legal Environment</b> .....	<b>1</b>
Introduction .....	1
What is Law?.....	1
Court Systems within the United States .....	2
Federal Court System.....	2
State Court Systems .....	2
Commerce Matters in the U.S. Constitution.....	3
Matters Relating to the Initiation of a Lawsuit.....	4
Standing to Sue .....	4
Long-Arm Statute .....	4
Venue.....	4
Attorney Representation.....	5
Pretrial Litigation .....	5
1. Pleadings.....	5
2. Discovery .....	6
3. Pretrial Motions .....	7
4. Settlement Conference.....	7
Trials .....	7
Appeals.....	8
Alternative Approaches to Resolution.....	8
Summary .....	9
Review Questions.....	10
<b>Chapter 2 - Liability</b> .....	<b>11</b>
Introduction .....	11
Types of Torts .....	11
Intentional Torts.....	11
Unintentional Torts .....	12
Strict Liability .....	13
Product Liability.....	13
Summary .....	15
Review Questions.....	16
<b>Chapter 3 - Intellectual Property</b> .....	<b>17</b>
Introduction .....	17
Trade Secrets.....	17
Patents .....	18
Copyrights .....	19
Trademarks.....	20
Summary .....	21
Review Questions.....	22
<b>Chapter 4 - White-Collar Crime</b> .....	<b>23</b>
Introduction .....	23
Types of Crimes .....	23
Criminal Procedure .....	23
The Nature of White-Collar Crime.....	24
Bribery .....	24
Embezzlement.....	25
Financial Statement Fraud .....	25
Forgery.....	25
Insider Trading.....	25
Investment Scams .....	26
Mail Fraud .....	26
Money Laundering.....	26

Wire Fraud .....	27
Criminal Conspiracies .....	27
Business Searches .....	28
Summary .....	28
Review Questions.....	29
<b>Chapter 5 - Introduction to Contracts.....</b>	<b>30</b>
Introduction .....	30
Sources of Contract Law .....	30
The Nature of Contracts .....	30
Offer.....	31
Offer Terminations .....	31
Offer Acceptance.....	32
Consideration .....	32
Accord and Satisfaction .....	33
Promissory Estoppel .....	33
Contract Contents.....	34
Proper Assent to a Contract.....	35
Duress .....	35
Fraud.....	35
Mistakes .....	36
Undue Influence.....	37
Ability to Enter into a Contract .....	38
Contracts with Minors.....	38
Contracts with Mentally Incompetent Individuals.....	38
Contracts with Intoxicated Individuals .....	39
Illegal Contracts .....	39
Unconscionable Contracts .....	39
Discharge of Performance .....	40
Breach of Contract .....	40
Levels of Contractual Performance.....	40
Monetary Damages .....	41
Alternative Approaches .....	42
Contracts that Must Be in Writing.....	43
Basic Concepts.....	43
Contents of a Written Contract .....	44
Assignment of Rights .....	45
Special Business Arrangements .....	45
Contracts in Restraint of Trade .....	45
Impact of Licensing Arrangements.....	46
Exculpatory Clauses.....	46
Types of Contracts .....	47
Plain-Language Contracts .....	48
Summary .....	48
Review Questions.....	49
<b>Chapter 6 - Sales Contracts .....</b>	<b>50</b>
Introduction .....	50
Essential Terminology.....	50
Contract Formation .....	50
The Firm Offer Rule.....	51
Contract Acceptance.....	51
Written Contract Requirements.....	52
Parol Evidence Rule .....	53
Title to Goods.....	53
Identification of Goods .....	53
Passage of Title .....	54
Shipment Scenarios.....	54

Shipping Terms .....	54
Free Alongside .....	54
Free on Board .....	54
FOB Destination .....	54
FOB Shipping Point .....	55
No Arrival, No Sale .....	55
Risk of Loss .....	55
The Sale of Stolen Goods .....	56
The Entrustment Rule .....	57
Remedies for Breach of Sales Contracts .....	57
Seller Remedies .....	57
Buyer Remedies .....	58
Destruction of Goods .....	59
Buyer Acceptance .....	59
Assurance of Performance .....	60
Summary .....	60
Review Questions .....	61
<b>Chapter 7 - Warranties .....</b>	<b>62</b>
Introduction .....	62
Express Warranties .....	62
Implied Warranties .....	63
Implied Warranty of Fitness for a Particular Purpose .....	63
Implied Warranty of Fitness for Human Consumption .....	63
Implied Warranty of Merchantability .....	63
Warranties of Title .....	64
Warranty Disclaimers .....	65
The Magnuson-Moss Warranty Act .....	65
Summary .....	66
Review Questions .....	67
<b>Chapter 8 - Negotiable Instruments .....</b>	<b>68</b>
Introduction .....	68
Negotiable Instruments .....	68
Check Payments .....	68
Promissory Notes .....	71
Certificates of Deposit .....	71
Negotiable Instrument Requirements .....	72
Writing Requirement .....	72
Signature Requirement .....	72
Unconditional Promise Requirement .....	72
Fixed Amount of Money Requirement .....	72
No Additional Undertakings Requirement .....	73
Date of Payment Requirement .....	73
Payable To Requirement .....	73
Impact of Other Clauses on Negotiability .....	73
The Transfer of a Non-Negotiable Instrument .....	74
The Transfer of a Negotiable Instrument .....	74
Indorsements .....	74
Holder in Due Course .....	76
Liability for a Negotiable Instrument .....	76
Signatures as the Basis for Liability .....	77
Liable Parties .....	77
Guarantees of Financial Instruments .....	78
Agent Liability .....	78
Forgery Situations .....	78
Applicable Warranties .....	79
Defenses Against Payment .....	80

Summary .....	81
Review Questions.....	82
<b>Chapter 9 - Credit Transactions.....</b>	<b>83</b>
Introduction .....	83
Credit Concepts.....	83
Real Property Financing.....	84
Mechanic's Liens .....	85
Guaranty Arrangements .....	85
Collection Options .....	86
Personal Property Financing .....	86
Security Interests in Personal Property.....	87
Creating a Security Interest.....	87
Perfecting a Security Interest .....	88
Claim Priority .....	89
Remedies.....	89
Summary .....	90
Review Questions.....	91
<b>Chapter 10 - Bankruptcy .....</b>	<b>92</b>
Introduction .....	92
Types of Bankruptcy .....	92
Bankruptcy Players (Business).....	93
The Trustee .....	93
The Creditors' Committee.....	93
The Involuntary Bankruptcy Petition .....	94
The Bankruptcy Process (Business) .....	94
Chapter 7 and Chapter 13 Bankruptcy (Individual) .....	97
The Bankruptcy Process (Individual).....	98
The Bankruptcy Estate (Individual) .....	99
Summary .....	100
Review Questions.....	101
<b>Chapter 11 - Agency Relationships .....</b>	<b>102</b>
Introduction .....	102
The Agency Concept.....	102
The Duty of Loyalty.....	105
Tort Liabilities.....	105
Contract Liabilities .....	106
The Contractor Relationship .....	107
Summary .....	108
Review Questions.....	109
<b>Chapter 12 - Labor Law.....</b>	<b>110</b>
Introduction .....	110
Types of Employment .....	110
Anti-Discrimination Laws.....	110
Age Discrimination in Employment Act (1967).....	111
Americans with Disabilities Act (1990).....	111
Civil Rights Act (1964).....	112
Equal Pay Act (1963).....	112
Genetic Information Nondiscrimination Act (2008).....	113
Lilly Ledbetter Fair Pay Act (2009).....	113
Older Workers Benefit Protection Act (1990) .....	113
Pregnancy Discrimination Act (1978) .....	114
Uniformed Services Employment & Reemployment Rights Act (1994).....	114
Consolidated Omnibus Budget Reconciliation Act (1986) .....	114
Employee Retirement Income Security Act (1974).....	115
Fair Labor Standards Act (1938).....	115



Family and Medical Leave Act (1993).....	116
Federal Unemployment Tax Act (1939).....	117
Immigration Reform and Control Act (1986).....	117
Rehabilitation Act (1973).....	123
Worker Adjustment and Retraining Notification Act (1988).....	123
The Protected Class Concept.....	123
Categories of Employment Discrimination .....	123
Bona Fide Occupational Qualifications.....	125
Equal Employment Opportunity.....	125
Equal Employment Opportunity Commission .....	125
Retaliation .....	126
Affirmative Action .....	126
Interviewing Issues.....	127
Applicant Testing .....	128
Medical Examinations .....	128
Genetic Tests.....	128
Polygraph Tests.....	129
Credit Checks .....	129
Sexual Harassment .....	129
Expansion of the National Origin Protected Class .....	130
The English-Only Rule.....	130
Ex-Offender Hiring .....	131
Termination Decisions .....	131
The Labor Union Concept.....	131
Collective Bargaining.....	132
The Two-Tier Wage System .....	134
Unfair Labor Practices.....	134
Grievances .....	135
Strikes.....	135
Strategy and Tactics: Union Perspective.....	136
Strategy and Tactics: Company Perspective .....	137
Summary .....	138
Review Questions.....	139
<b>Chapter 13 - Business Types .....</b>	<b>140</b>
Introduction .....	140
Sole Proprietorship.....	140
General Partnership .....	141
The Partnership Agreement .....	141
General Partner Rights and Duties.....	141
General Partner Liabilities .....	143
Dissolution of a General Partnership .....	143
Advantages and Disadvantages of a General Partnership .....	144
Limited Partnership .....	144
Advantages and Disadvantages of a Limited Partnership .....	145
Limited Liability Company .....	146
Advantages and Disadvantages of a Limited Liability Company .....	148
Corporation .....	149
Advantages and Disadvantages of a Corporation .....	151
Summary .....	152
Review Questions.....	153
<b>Chapter 14 - Corporate Governance .....</b>	<b>154</b>
Introduction .....	154
The Governance Structure.....	154
Shareholders.....	154
The Board of Directors .....	156
Corporate Officers .....	157

Fiduciary Duties of Directors and Officers .....	157
Summary .....	158
Review Questions.....	159
<b>Chapter 15 - Business Financing .....</b>	<b>160</b>
Introduction .....	160
Equity Financing .....	160
Common Stock .....	160
Preferred Stock .....	160
Share Status.....	161
Debt Financing .....	162
The Initial Public Offering .....	162
Shelf Registration.....	164
Regulation A+ Stock Sales.....	164
Regulation D Stock Sales.....	165
The Accredited Investor.....	167
Jumpstart Our Business Startups Act .....	168
Investor Protections.....	168
Securities and Exchange Commission .....	168
Required Reporting.....	169
Sale of Unregistered Securities.....	169
Insider Trading Penalties .....	169
Short-Swing Profits.....	170
Tipper-Tippee Liability.....	170
Blue Sky Laws.....	171
Summary .....	172
Review Questions.....	173
<b>Chapter 16 - Corporate Acquisitions .....</b>	<b>174</b>
Introduction .....	174
Antitrust Laws .....	174
Hart-Scott-Rodino Act .....	174
Industry Concentration Concerns .....	175
The Failing Company Doctrine.....	177
The Williams Act.....	177
Schedule TO.....	178
Initial Share Acquisition.....	179
The Tender Offer.....	180
The Two-Tiered Tender Offer.....	182
The Mini-Tender Offer.....	182
The Proxy Fight.....	183
Hostile Takeover Defenses.....	184
Preparatory Defenses – Acquisitions .....	184
Preparatory Defenses – Legal .....	184
Preparatory Defenses – Financial .....	186
Preparatory Defenses – Operational .....	186
Reactive Defenses – Legal.....	186
Reactive Defenses – Monetary .....	187
Summary .....	188
Review Questions.....	189
<b>Chapter 17 - Inter-Company Arrangements.....</b>	<b>190</b>
Introduction .....	190
Franchise Arrangements.....	190
Franchise Essentials .....	190
Franchisor Disclosures.....	191

Franchise Agreement .....	191
Liabilities of the Parties .....	192
Joint Venture Arrangements.....	192
Strategic Alliances.....	193
Licensing Arrangements.....	193
Summary .....	193
Review Questions.....	194
<b>Chapter 18 - Government Regulation.....</b>	<b>195</b>
Introduction .....	195
Administrative Law .....	195
Administrative Agencies .....	196
Antitrust Regulations.....	196
Antitrust Laws.....	196
Anticompetitive Mergers .....	197
Monopolistic Behavior.....	198
Price Discrimination .....	199
Tying Arrangements .....	199
Unreasonable Restraint of Trade.....	200
Consumer Protection Regulations .....	200
Environmental Protection Regulations.....	201
Environmental Protection Agency .....	201
Environmental Impact Statements .....	201
Air Pollution .....	202
Water Pollution .....	202
Hazardous Waste and Toxic Substances.....	203
Summary .....	203
Review Questions.....	204
<b>Chapter 19 - Personal Property and Real Property .....</b>	<b>205</b>
Introduction .....	205
The Difference Between Personal Property and Real Property.....	205
Personal Property Ownership.....	205
Bailments.....	206
Real Property Ownership .....	207
Easements.....	209
Summary .....	209
Review Questions.....	210
<b>Answers to Chapter Questions .....</b>	<b>211</b>
<b>Glossary .....</b>	<b>227</b>
<b>Index .....</b>	<b>236</b>