



College/Institute/Centre: Management and Technology  
 Department of: Marketing and International Business

## SESSION PLAN

### LECTURE

#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 1	Title: Contract Law.	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	What's law?
2.	What's a contract?
3.	Essential elements of a contract
4.	The manner In which an agreement maybe made
5.	Intention to create legal relations
6.	The existence of intention
7.	Breach of contract
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**Prepared by :**

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Name Dr. Ashraf Salah Eldin

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Name Dr. Khaled Hanafy

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 2	Title: Formation of the contract – the offer	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	<ul style="list-style-type: none"> <li>a. The consent of the parties</li> <li>b. Necessity of declaration of the parties intention</li> </ul>
2.	The Offer: <ul style="list-style-type: none"> <li>a. The offer must be definite</li> <li>b. Necessity of communication of the offer               <ul style="list-style-type: none"> <li>i) manner of communication</li> <li>ii) Communication may be particular or general</li> </ul> </li> <li>c. Termination of the offer               <ul style="list-style-type: none"> <li>i) Revocation</li> <li>ii) Lapse</li> <li>iii) Rejection</li> </ul> </li> </ul>
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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 3	Title: Acceptance	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Acceptance defined
2.	Acceptance must be communicated
3.	Where acceptance need not be communicated <ul style="list-style-type: none"> <li>a. Where performance constitutes acceptance</li> <li>b. Where acceptance is made by post or electronic means</li> </ul>
4.	Manner of acceptance – battle of forms
5.	Consideration
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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 4	Title: The contract of Agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Legal acts might not be done by the concerned person himself, but through an agent: a. Definition of the agency contract and the agent b. The concept of agency c. Examples of agents
2.	Why do we use agents?
3.	The legal function of the agent: a. Kinds of agency: for reward and gratuitous agency b. Difference between independent contractor and servant c. Difference between sole agents and distributors
4.	Contractual capacity in agency relationship

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 5	Title: Creation of agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Actual authority: <ul style="list-style-type: none"> <li>a. Express authority</li> <li>b. Implied authority</li> </ul>
2.	Authority by operation of law <ul style="list-style-type: none"> <li>a. Apparent or ostensible authority</li> <li>b. Usual authority</li> <li>c. Authority of necessity ad its conditions:               <ul style="list-style-type: none"> <li>i) State of emergency (real and definite)</li> <li>ii) Practically impossible to communicate with the principal</li> <li>iii) The agent acted honestly in the interest of his principal</li> <li>iv) The agent acted in a reasonable way</li> </ul> </li> </ul>
3.	Ratification
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 6	Title: relationship between principal and agent	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	The agency agreement between the principal and the agent contains rights and obligations, these rights and obligations are either express or implied term.
2.	Implied duties of the agent to his principal: <ul style="list-style-type: none"><li>a. To obey the instructions of his principal.</li><li>b. To exercises reasonable care and skill.</li><li>c. To act personally.</li><li>d. To act in good faith (Fiduciary duty):<ul style="list-style-type: none"><li>❖ Not to permit conflict of interest.</li><li>❖ Not to make secret profit or accept bribe.</li><li>❖ Not to obscure information away from his principal and not to misuse confidential information.</li></ul></li><li>e. To account</li></ul>
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#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 7	Title: 7 <sup>th</sup> week exam	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
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#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 8	Title: Implied rights of the agent against his principal – termination of agency	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Agent's right to indemnity
2.	Agent's right to remuneration (commission)
3.	Agent's right to lien
4.	Termination of agency: <ul style="list-style-type: none"> <li>a. termination by act of the parties</li> <li>b. termination by operation of law:               <ul style="list-style-type: none"> <li>❖ End of fixed period or performance of task.</li> <li>❖ Death, mental incapacity or bankruptcy of either party</li> <li>❖ Supervening illegality or discharge by frustration</li> </ul> </li> </ul>
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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 9	Title: Sale of goods	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Definition of contract of sale of goods: a. A contract of sale b. An agreement to sell
2.	Definition of goods: a. All personal chattels other than things in action and money b. Emblements and industrial growing crops c. Things attached to or forming part of the land
3.	Difference between contracts of sale and other related transactions: a. Hire-purchase contract b. Hire (leasing) contract c. Barter/exchange contract d. Contracts for work and supply of materials e. Contracts for services
4.	The price
5.	Deposit and part payment
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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 10	Title: Transfer of property in goods as between seller and buyer	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	The necessity to determine the moment at which ownership passes from seller to buyer
2.	Classification of goods: a. Specific goods. b. Unascertained goods. c. Future goods
3.	The basic rules of transfer of goods from seller to buyer.
4.	Rules for fixing the time of passing of property, where there is no apparent intention
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 11	Title: Risk of loss – mistake and frustration of contract	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Risk of loss: a. Who bears the risk? b. Passing of risk of loss c. Exception
2.	Mistake and frustration: a. Mistake and perishing of specific goods b. Frustration
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#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 12	Title: 12 <sup>th</sup> week exam	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
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## SESSION PLAN

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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 13	Title: The terms of sale of goods contract	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Distinction between statements, representations and terms
2.	The right of rescission is lost if the buyer: <ul style="list-style-type: none"><li>a. Retains the goods for more than reasonable time without giving notice of rejection</li><li>b. Affirms the contract</li><li>c. Delayed unreasonably since he discovered the truth</li></ul>
3.	Express and implied terms
4.	Conditions and warranties
5.	Implied terms in contracts of sale of goods: <ul style="list-style-type: none"><li>a. Implied undertakings as to title</li><li>b. Implied condition as to description</li><li>c. Implied condition that goods are of merchantable quality</li><li>d. Implied condition of fitness for purpose</li><li>e. Implied condition is sales by sample</li><li>f. Other implied terms</li></ul>
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 14	Title: delivery of goods – acceptance of goods	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
1.	Definition of delivery
2.	Various forms of deliver: <ul style="list-style-type: none"> <li>a. By physical transfer</li> <li>b. By means of control</li> <li>c. By attornment</li> <li>d. By constructive delivery</li> </ul>
3.	Place of delivery
4.	Time of delivery
5.	Acceptance of the goods by the buyer
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## SESSION PLAN

### LECTURE

COURSE PARTICULARS	
#: EW 321	Title: Business Law

SESSION PARTICULARS		
#: 15	Title: Banking business and Negotiable instruments	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1.	Meaning of negotiability
2.	Bills of exchange: <ul style="list-style-type: none"> <li>a. Definition</li> <li>b. How the bill of exchange works</li> <li>c. Kind of bills of exchange</li> <li>d. The operation of the bill of exchange</li> </ul>
3.	Cheques: <ul style="list-style-type: none"> <li>a. Definition</li> <li>b. How the cheque works</li> <li>c. The bankers draft</li> <li>d. How to help prevent fraud to your cheques?</li> </ul>
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#### COURSE PARTICULARS

#: EW 321	Title: Business Law
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#### SESSION PARTICULARS

#: 16	Title: Final Exam	Hrs: 2
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#### LEARNING OUTCOMES / ABILITIES GAINED\*

#	Outcome Description
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**Lecture**

**Source Material**

Text Book

**Supplementary Material**

**Educational Resources**

White Board

**Tutorial / laboratory / Workshop (Delete as required)**