

## LEGAL ASPECTS OF BUSINESS DEVELOPMENT

<b>Course code</b>	<i>MNG265</i>
<b>Compulsory in the programs</b>	<i>Entrepreneurship and Innovation</i>
<b>Level of studies</b>	<i>Undergraduate</i>
<b>Number of credits and</b>	<i>3 ECTS (24 contact hours + 3 consultation hours, 53 individual work hours)</i>
<b>Course coordinator (title and name)</b>	<i>Jolanta Stonė</i>
<b>Prerequisites</b>	
<b>Language of instruction</b>	<i>English</i>

### THE AIM OF THE COURSE:

This course is designed to provide business students with a basic understanding of the legal and regulatory environment in which a business operates. It introduces fundamental principles of business law in areas such as contracts, company law, employment issues, business resolution and intellectual property. Regardless of career focus, business students will undoubtedly be exposed to business situations that have significant legal implications. Students will acquire skills to make well thought out decisions, devise strategies, recognize legal issues or impediments, and react appropriately to situations as they arise.

In this course, we continue our discussion of contract law and company law. The module will introduce the forms of setting up businesses, types of securities, investment agreements, shareholders' agreements, option agreements, companies taxation system in Lithuania, law regulating intellectual property, rights of consumers, you will learn the foundations of the laws governing employees and employers, etc. The module will introduce to the legal principles that govern various business situations and apply those principles to an issue to determine the outcome when the law is applied to the facts of a scenario, the main procedures for resolving business disputes.

### MAPPING OF COURSE LEVEL LEARNING OUTCOMES (OBJECTIVES) WITH DEGREE LEVEL LEARNING OBJECTIVES (See Annex), ASSESMENT AND TEACHING METHODS

<b>Course level learning outcomes (objectives)</b>	<b>Degree level learning objectives (Number of LO)</b>	<b>Assessment methods</b>	<b>Teaching methods</b>
CCLO1 Will be able to describe legal system in Lithuania and business legal environment	BLO1.1	Mid-term test	Lectures, seminars
CLO2. Will be able to identify the main laws regulating business legal environment	BLO1.1 BLO1.2	Assessment of homework assignments, exam	Lectures, seminars, group work
CLO3. Will be able to identify legal sources, the system of courts in Lithuania, the main procedures for resolving business disputes, and alternative ways to solve business disputes.	BLO1.2	Assessment of homework assignments, exam	Lectures, seminars, group work, case studies
CLO4. Will be able to describe the main forms of business organization, to name their advantages and disadvantages	BLO1.2.	Assessment of Homework	Lectures, seminars,

		assignments	discussions
CLO5. Will be able to understand the main principles of contract, employment, consumer protection, intellectual property, and civil responsibility principles	BLO2.1.	Mid-term exam	Lectures, seminars, individual and group tasks, discussions
CLO6. Will be able to describe the principles of companies' taxation	BLO1.1 BLO1.2	Exam	Lectures, seminars, group work
CLO7. Will be able to analyse and resolve practical legal issues common for business organizations and shareholders	BLO1.1 BLO1.2 BLO4.1.	Assessment of homework assignments, exam	Lectures, seminars, group work, case analysis, individual tasks
CLO8. Will be able to identify, comprehend, and apply the key legal considerations and documentation necessary for establishing and operating a startup business.	BLO4.1. BLO4.2 BLO4.3.	Assessment of homework assignments, exam	Lectures, seminars, individual tasks

### ACADEMIC HONESTY AND INTEGRITY

The ISM University of Management and Economics Code of Ethics, including cheating and plagiarism are fully applicable and will be strictly enforced in the course. Academic dishonesty, and cheating can and will lead to a report to the ISM Committee of Ethics. With regard to remote learning, ISM remind students that they are expected to adhere and maintain the same academic honesty and integrity that they would in a classroom setting

### COURSE OUTLINE

Topic	In-class hours	Readings
1. Sources of law. Categories of Law and ethics in business. Litigation procedure: alternative dispute resolution and business dispute resolution. Government regulation of business: purpose of regulation, administrative agencies, antitrust, environmental protection.	3	TBA in elearning
2. Forms of business organizing sole proprietorships, partnerships, LLCs, Corporations. The main aspects of legal organization management: the role of shareholders, the role of CEOs, responsibilities of CEOs, legal disputes related to the management of organizations.	3	TBA in elearning
3. Legal aspects of financial management. Debt administration. Insolvency. Restructuration. Bankruptcy. Employment Relationships. Employment Discrimination.	3	TBA in elearning

4. Contract law: definition, sources, classifications of contracts, elements of a contract, methods of discharge. E-Contract Formation. Risk Management.	3	TBA in elearning
5. Legal environment for business development in Lithuania. Main taxes. Taxation of individual business activity. Taxation of enterprises. Introduction to the law of competitiveness. Non- competition. Concentration. Protection of business information	3	TBA in elearning
6. Intellectual property: trademarks, patents, copyright. Legal aspects of advertizing: types of advertisement, comparative advertizing, deceptive advertizing, protection of consumer rights, deceptive practice.	3	TBA in elearning
7. Law and business globalization: European Union, harmonization and unification of law, CISG, CMR, INCOTERMS, disputes in international courts.	3	TBA in elearning
8. Essential legal documents for starting company: investment agreements, shareholders agreements. Types of shares. Employee stock options (ESOs).	3	TBA in elearning
	24	
	<b>Total: 24 hours</b>	
CONSULTATIONS	6	
FINAL EXAM	2	

#### FINAL GRADE COMPOSITION

Type of assignment	%
<i>Group Components 15%</i>	
Homework	15
<i>Individual Components 85%</i>	
Midterm	25
Exam	60
<b>Total:</b>	<b>100</b>

#### DESCRIPTION AND GRADING CRITERIA OF EACH ASSIGNMENT

(Provide short descriptions and grading criteria of each assignment)

Homework. Instructor presents a practical case to be resolved.

Mid-term test. 1-4 topics (5-8 closed questions).

Exam. 5-8 topics. The structure of the exam the same as in the mid-term.

Retake: from all 1-8 topics and makes up 85 % of the total grade

### REQUIRED READINGS

1. Cheeseman H. Business Law: Ethical, International and E-Commerce Environment. 4<sup>th</sup> ed., 2001.
2. Keenan D., Riches S. Business Law. 6<sup>th</sup> ed., 2002 (2002 – 42 egz., 2005 – 56 egz., 2007 – 8 egz. ISM bibliotekoje)
3. Bixby M. B., Beck-Dudley C., Cihon P.J. The Legal Environment

### ADDITIONAL READINGS

4. Michael L. Moffitt and Robert C. Bordone, eds. Handbook of Dispute Resolution. Program on Negotiation / Jossey-Bass, 2005;
5. John Chipman Gray. The Nature and Sources of the Law. Quid Pro, LLC (July 8, 2012);
6. Terry Halbert. Law and Ethics in the Business Environment. South-Western College/West; 4th edition (July 24, 2002)
7. Don Mayer, Daniel M. Warner, George J. Siedel, Jethro K. Lieberman. The Legal Environment and Government Regulation of Business. <https://2012books.lardbucket.org/pdfs/the-legal-environment-and-government-regulation-of-business.pdf>;
8. Henry R. Cheeseman. Business law: legal environment, online commerce, business ethics, and international issues. New Jersey: Pearson education, 2013;
9. Adriaan F. M. Dorresteyjn, Mieke Olaerts, Bastiaan Kemp, Marcus Meyer, Thomas Biermeyer, Tomas Arons. European Corporate Law, Fourth Edition. Kluwer Law International;
10. Business law / edited by Joanne Cox.5th edition. New York: Oxford University Press/, 2012

**DEGREE LEVEL LEARNING OBJECTIVES**

**Learning objectives for the Bachelor of Business Management**

*Programs:*  
*International Business and Communication,*  
*Business Management and Marketing,*  
*Finance,*  
*Industrial Technology Management,*  
*Entrepreneurship and Innovation*

<b>Learning Goals</b>	<b>Learning Objectives</b>
Students will be critical thinkers	BLO1.1. Students will be able to understand core concepts and methods in the business disciplines
	BLO1.2. Students will be able to conduct a contextual analysis to identify a problem associated with their discipline, to generate managerial options and propose viable solutions
Students will be socially responsible in their related discipline	BLO2.1. Students will be knowledgeable about ethics and social responsibility
Students will be technology agile	BLO3.1. Students will demonstrate proficiency in common business software packages
	BLO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	BLO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	BLO4.2. Students will be able to convey their ideas effectively through an oral presentation
	BLO4.3. Students will be able to convey their ideas effectively in a written paper

**Learning objectives for the Bachelor of Social Science**

*Programs:*  
*Economics and Data Analytics,*  
*Economics and Politics*

<b>Learning Goals</b>	<b>Learning Objectives</b>
Students will be critical thinkers	ELO1.1. Students will be able to understand core concepts and methods in the key economics disciplines
	ELO1.2. Students will be able to identify underlying assumptions and logical consistency of causal statements
Students will have skills to employ economic thought for the common good	ELO2.1. Students will have a keen sense of ethical criteria for practical problem-solving
Students will be technology agile	ELO3.1. Students will demonstrate proficiency in common business software packages
	ELO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	ELO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	ELO4.2. Students will be able to convey their ideas effectively through an oral presentation
	ELO4.3. Students will be able to convey their ideas effectively in a written paper