

# Business Legal Studies (BLS)

---

## BLS 211 - LEGAL ENVIRON/BUSINESS

Semester Hours: 3

Legal environment of business including ethical, political and technological aspects of that environment.

## BLS 400 - LAW, ETHICS & BUSINESS

Semester Hours: 3

An analytical review of corporate ethics addressed from a legal and business standpoint. Focus on codes of ethics, integration of integrity into corporate cultures, top management commitment to ethics, civics involvement, employer-employee relations, consumer protection, and international business.

## BLS 406 - GOVERNMENT CONTRACT LAW

Semester Hours: 3

Application of the legal principles governing government contracts as developed from common law, statutes, regulations, and court decisions. Includes requests for proposals, negotiation, inspection, acceptance, delivery, warranties, modification of contracts, equitable adjustment, and disputes.

Prerequisite: BLS 211 and either MGT 401 or ACC 440.

## BLS 410 - BUSINESS NEGOTIATIONS

Semester Hours: 3

This course is designed to familiarize students with the theories, basic skills and ethics involved in negotiation. Through a combination of readings, lectures, videotapes, role-play exercises and discussion, students will develop an understanding of the dynamics of negotiation and the approaches available to a wide variety of business leaders engaged in the negotiation process. The course will include sessions in which students will have the opportunity to gain experience through role playing of simulations taken from actual cases. Prerequisite: BLS 211.

## BLS 411 - BUSINESS LAW FOR ACCOUNTANTS

Semester Hours: 3

In-depth study of legal principles and problems encountered in practice by professional accountants. This course covers legal topics in a Uniform Commercial Code perspective. Prerequisite: BLS 211.