

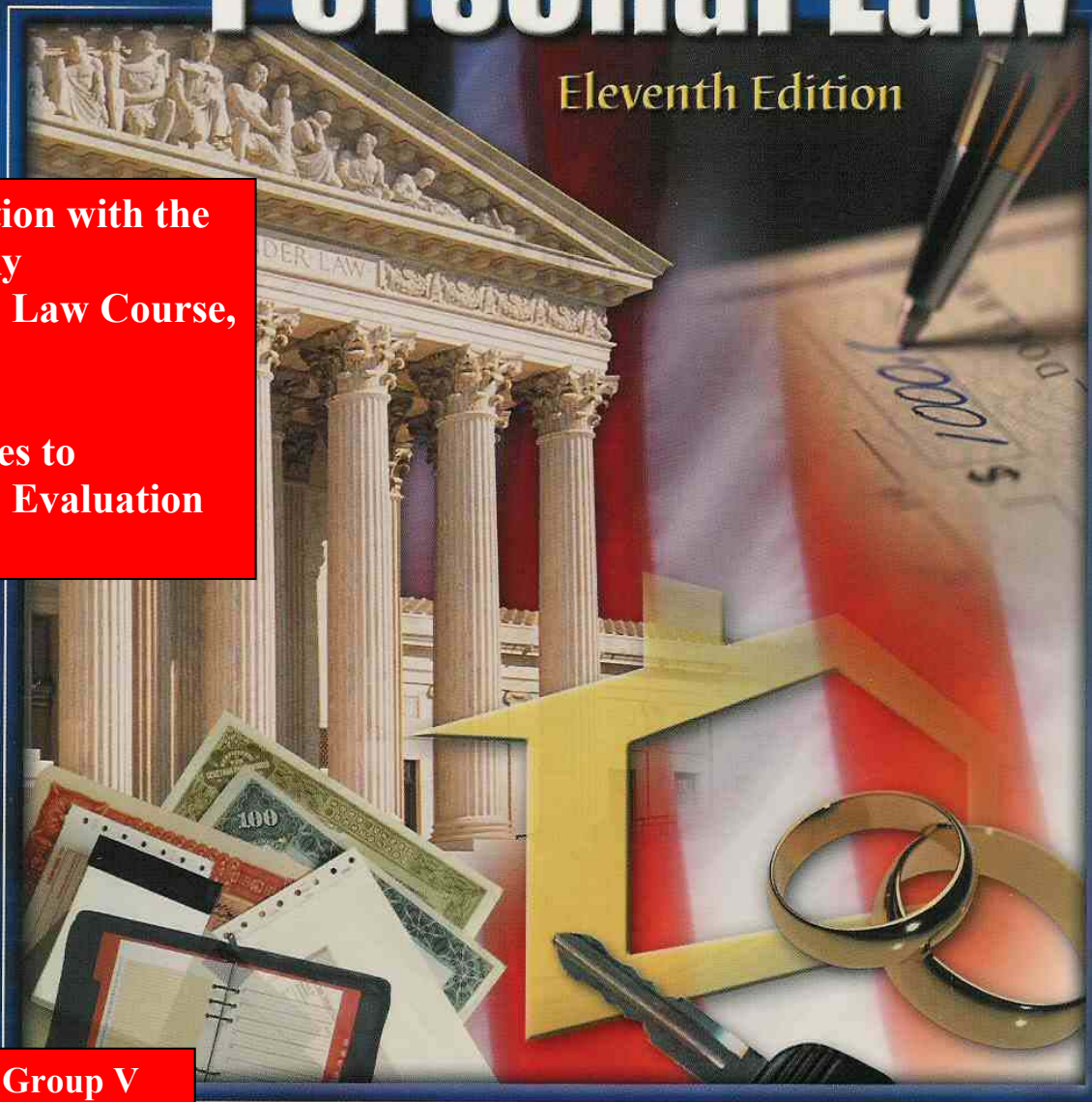
# KENTUCKY

**GLENCOE** Understanding  
**Business &  
Personal Law**

Eleventh Edition

**Correlation with the  
Kentucky  
Business Law Course,  
SCANS,  
and  
Responses to  
Business Evaluation  
Tool**

**Adoption Group V  
Commonwealth of  
Kentucky  
2004-2010**



<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.14, 2.15, 2.19</b>	<p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• identify ways laws affect individuals, sources of law, constitutional rights and responsibilities of U.S. citizens, and the responsibilities of government.</li> </ul>	<p><b>SE:</b> 12-13, 14-21, 80-81, 191, 405-407, 679, 681-683, 741  <i>It's a Question of Ethics:</i> 12  <i>Virtual Law:</i> 19, 83  <i>Laws in Your Life:</i> 18  <i>Community Works:</i> 20, 118, 156</p> <p><b>TWE:</b> QE 12  CT 12  F 14, 80  T 14, 80  LT 14, 118, 405  VL 19, 83  LL 18  IA 18, 191, 406  CW 20, 118, 156  A 18, 405  C 20, 406  AA 82</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.14, 2.15, 2.19</b>	<ul style="list-style-type: none"> <li>describe and analyze the American Legal System and identify the essentials of a contract and examine the characteristics of contracts.</li> </ul>	<p><b>SE:</b> 106-113, 114-121, 144-157, 205-221, 223-239, 241-249  <i>It's a Question of Ethics:</i> 121, 157  <i>Virtual Law:</i> 110, 154  <i>Laws in Your Life:</i> 109, 152  <i>Community Works:</i> 118, 156  <i>Global Perspective:</i> 107, 147  <i>Law and Academics:</i> 117, 149</p> <p><b>TWE:</b> QE 121, 157  CT 157  F 106, 114, 145  T 106, 114, 145  LT 118  VL 110, 152  LL 109, 152  IA 110  CW 118, 156  A 111  C 112, 119, 151  AA 108, 148  GP 107, 147  CP 119  GI 144, 204  LA 117, 149  EV 145, 205  LI 205</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.30, 5.1, 6.3</b>	<ul style="list-style-type: none"> <li>explain various aspects of consumer protection including deceptive advertising, agencies which aid the consumer, and federal legislation.</li> </ul>	<p><b>SE:</b> 304-305, 316-326, 327-331, 348-350  <i>It's a Question of Ethics:</i> 329  <i>Virtual Law:</i> 317  <i>Laws in Your Life:</i> 324  <i>Community Works:</i> 328  <i>Global Perspective:</i> 319  <i>Law and Academics:</i> 331</p> <p><b>TWE:</b> QE 329  CT 329  F 305, 316  T 305, 316  LT 324  VL 317  LL 324  IA 321, 330  CW 328  A 323  C 325  AA 318  GP 319  CP 325  LA 331</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.14, 6.1, 6.2</b>	<ul style="list-style-type: none"> <li>explain commercial paper and commercial contracts and warranties.</li> </ul>	<p><b>SE:</b> 292-313, 550-553, 741, 742  <i>It's a Question of Ethics:</i> 303  <i>Virtual Law:</i> 301  <i>Laws in Your Life:</i> 302  <i>Community Works:</i> 306  <i>Law and Academics:</i> 309  <i>What are the Legal Issues?</i> 293</p> <p><b>TWE:</b> QE 303  CT 300, 301  F 294, 305  T 294, 305  LT 303  VL 301  LL 302  IA 299  CW 306  A 301, 307  C 303  AA 296  CP 302  GI 292  LA 309  EV 293  LI 293</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.14, 5.4, 6.3</b>	<ul style="list-style-type: none"> <li>• describe rights and duties of employee, employer, and independent contractor and other important aspects of employment.</li> </ul>	<p><b>SE:</b> 394-396, 436-441, 454-464, 465-471, 773-776  <i>It's a Question of Ethics:</i> 436, 459  <i>Virtual Law:</i> 462, 775  <i>Laws in Your Life:</i> 438, 458, 399  <i>Community Works:</i> 468, 773  <i>Global Perspective:</i> 457  <i>Law and Academics:</i> 439, 469</p> <p><b>TWE:</b> QE 436  CT 440, 467, 774  F 454, 465  T 436, 465  LT 468, 774  VL 462, 775  LL 438, 399  IA 439  CW 468, 773  A 438  C 440, 470  AA 436, 384  GP 457  CP 463  LA 439, 469</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.18, 5.1, 6.2</b>	<ul style="list-style-type: none"> <li>examine ways businesses can be created including their rights, limitations, and liabilities.</li> </ul>	<p><b>SE:</b> 582-587, 588-599, 604-623, 644-662  <i>It's a Question of Ethics:</i> 585  <i>Virtual Law:</i> 597, 617, 638  <i>Laws in Your Life:</i> 636  <i>Community Works:</i> 592  <i>Global Perspective:</i> 595  <i>Law and Academics:</i> 598  <i>What are the Legal Issues?</i> 583</p> <p><b>TWE:</b> QE 585  CD 585  CT 591, 592  F 589  T 589  LT 616  VL 597, 617, 638  LL 636  C 592  AA 586  GP 595  CP 660  GI 582  LA 598  LI 583</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>2.14, 2.30, 5.1</b>	<ul style="list-style-type: none"> <li>explain about real and personal property and wills.</li> </ul>	<p><b>SE:</b> 213-214, 362-367, 729-735, 736-745, 779-785  <i>It's a Question of Ethics:</i> 365, 742, 783  <i>Laws in Your Life:</i> 737  <i>Community Works:</i> 741  <i>Global Perspective:</i> 364  <i>Law and Academics:</i> 781  <i>What are the Legal Issues?</i> 729</p> <p><b>TWE:</b> QE 365, 742, 183  CT 231, 365, 733  F 362, 730, 736, 779  T 362, 730, 736, 779  LL 737  A 363  C 231  AA 364, 732  CP 742  LA 781</p>
<b>2.36, 2.38, 6.3</b>	<ul style="list-style-type: none"> <li>research career opportunities in the legal profession.</li> </ul>	<p><b>SE:</b> <i>Careers in Law:</i> 46, 89, 135, 174, 210, 254, 307, 340, 395, 443, 487, 530, 565, 615, 658, 700, 734, 782</p> <p><b>TWE:</b> CD46  CL 210, 307, 615, 734</p>

<b>Business Law</b>		
<b>ACADEMIC EXPECTATIONS</b>	<b>CONTENT/PROCESS</b>	<b>PAGE REFERENCES</b>
<b>1.12, 4.0, 6.2</b>	<ul style="list-style-type: none"> <li>utilize activities of FBLA as an integral component of course content and leadership development.</li> </ul>	<b>SE:</b> N/A  <b>TWE:</b> BA T88 PE T77
<b>2.36, 2.37</b>	<ul style="list-style-type: none"> <li>demonstrate employability and social skills relative to the career cluster.</li> </ul>	Not covered in <i>Glencoe Understanding Business and Personal Law</i> .
<b>1.9, 1.10, 1.12</b>	<ul style="list-style-type: none"> <li>apply math and communication skills within the technical content.</li> </ul>	<b>SE:</b> <i>Academic Connection to...</i> 84, 210, 228, 298, 342, 488, 509, 551, 610, 628 <i>Law and Academics: Math:</i> 349, 439, 528, 723 <i>Law and Academics: Language Arts/English:</i> 16, 131, 177, 309, 549, 628, 761  <b>TWE:</b> LA 16, 131, 177, 309, 349, 439, 528, 549, 628, 723, 761

### **TWE Codes**

AA	Advocacy Activity
A	Assess
AC	Academic Connection
BA	Business Alliances
C	Close
CD	Concept Development
CL	Careers in Law
CP	A Cultural Perspective
CT	Critical Thinking
CW	Community Works
EV	Examining the Visual
F	Focus
GI	Great Ideas from the Classroom of. . .
GP	Global Perspective
IA	Individual Activities
LA	Law and Academics
LI	What are the Legal Issues?
LL	Laws in Your Life
LT	The Legal Team
PE	Preparing Students for Competitive Events
QE	It's a Question of Ethics
T	Teach
VL	Visual Law

<b>SCANS*</b>	
<b>A Three-Part Foundation</b>	
<b>Basic Skills</b>	<b>CHAPTER REFERENCES</b>
<p>Reads, writes, performs arithmetic and mathematical operations, listens and speaks</p> <ul style="list-style-type: none"> <li>• A. <u>Reading</u>—locates, understands, and interprets written information in prose and in documents such as manuals, graphs, and schedules</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• B. <u>Writing</u>—communicates thoughts, ideas, information, and messages in writing; and creates documents such as letters, directions, manuals, reports, graphs, and flow charts</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• C. <u>Arithmetic/Mathematics</u>—performs basic computations and approaches practical problems by choosing appropriately from a variety of mathematical techniques</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 3, 9, 11, 14, 15, 16, 20, 21, 22, 23, 24, 27, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• D. <u>Listening</u>—receives, attends to, interprets, and responds to verbal messages and other cues</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• E. <u>Speaking</u>—organizes ideas and communicates orally</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>

<b>SCANS*</b>	
<b>A Three-Part Foundation</b>	
<b>Thinking Skills</b>	<b>CHAPTER REFERENCES</b>
<p>Thinks creatively, makes decisions, solves problems, visualizes, knows how to learn and reasons</p> <ul style="list-style-type: none"> <li>• A. <u>Creative Thinking</u>—generates new ideas</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• B. <u>Decision Making</u>—specifies goals and constraints, generates alternatives, considers risks, and evaluates and chooses best alternative</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• C. <u>Problem Solving</u>—recognizes problems and devises and implements plan of action</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• D. <u>Seeing Things in the Mind’s Eye</u>—organizes, and processes symbols, pictures, graphs, objects, and other information</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 3, 4, 5, 6, 8, 9, 13, 15, 21, 22, 23, 25, 26, 27, 29, 30, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• E. <u>Knowing How to Learn</u>—uses efficient learning techniques to acquire and apply new knowledge and skills</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• F. <u>Reasoning</u>—discovers a rule or principle underlying the relationship between two or objects and applies it when solving a problem</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35</p>

<b>SCANS*</b>	
<b>A Three-Part Foundation</b>	
<b>Personal Qualities</b>	<b>CHAPTER REFERENCES</b>
<p>Displays responsibility, self-esteem, sociability, self-management, and integrity and honesty</p> <ul style="list-style-type: none"> <li>• A. <u>Responsibility</u>—exerts a high level of effort and perseveres towards goal attainment</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• B. <u>Self-Esteem</u>—believes in own self-worth and maintains a positive view of self</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• C. <u>Sociability</u>—demonstrates understanding, friendliness, adaptability, empathy, and politeness in new and on-going group settings</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• D. <u>Self-Management</u>—assesses self accurately, sets personal goals, monitors progress, and exhibits self-control</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• E. <u>Integrity/Honesty</u>—chooses ethical courses of action</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>

<b>SCANS</b>	
<b>Five Workplace Competencies</b>	
<b>Resources</b>	<b>CHAPTER REFERENCES</b>
Identifies, organizes, plans, and allocates resources  <ul style="list-style-type: none"> <li>• <i>A. Time</i>—Selects goal-relevant activities, ranks them, allocates time, and prepares and follows schedules</li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 5, 13, 19, 21
<ul style="list-style-type: none"> <li>• <i>B. Money</i>—Uses or prepares budgets, makes forecasts, keeps records, and makes adjustments to meet objectives</li> </ul>	<b>SE &amp; TWE:</b> Chapters 9, 10, 14, 22, 23, 24, 34, 36
<ul style="list-style-type: none"> <li>• <i>C. Material and Facilities</i>—Acquires, stores, allocates, and uses materials or space efficiently</li> </ul>	<b>SE &amp; TWE:</b> Chapter 7
<ul style="list-style-type: none"> <li>• <i>D. Human Resources</i>—Assesses skills and distributes work accordingly, evaluates performance and provides feedback</li> </ul>	<b>SE &amp; TWE:</b> Chapter 7

<b>SCANS</b>	
<b>Five Workplace Competencies</b>	
<b>Interpersonal</b>	<b>CHAPTER REFERENCES</b>
<ul style="list-style-type: none"> <li>• <i>A. Participates as Member of a Team</i>—contributes to group effort</li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 22, 21, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36
<ul style="list-style-type: none"> <li>• <i>B. Teaches Others New Skills</i></li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 3, 15, 17, 19, 22, 27, 31, 35
<ul style="list-style-type: none"> <li>• <i>C. Serves Clients/Customers</i>—works to satisfy customers’ expectations</li> </ul>	Not covered in <i>Glencoe Understanding Business and Personal Law</i> .
<ul style="list-style-type: none"> <li>• <i>D. Exercises Leadership</i>—communicates ideas to justify position, persuades and convinces others, responsibly challenges existing procedures and policies</li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 7, 9, 11, 13, 14, 15, 16, 17, 19, 25, 26, 31
<ul style="list-style-type: none"> <li>• <i>E. Negotiates</i>—works toward agreements involving exchange of resources, resolves divergent interests</li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 6, 8, 9, 10, 12, 13, 23, 26
<ul style="list-style-type: none"> <li>• <i>F. Works with Diversity</i>—works well with men and women from diverse backgrounds</li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36

<b>SCANS</b>	
<b>Five Workplace Competencies</b>	
<b>Information</b>	<b>CHAPTER REFERENCES</b>
Acquires and uses information <ul style="list-style-type: none"> <li>• <i>A. Acquires and Evaluates Information</i></li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 35, 36
<ul style="list-style-type: none"> <li>• <i>B. Organizes and Maintains Information</i></li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 27, 29, 30, 31, 32, 34, 35, 36
<ul style="list-style-type: none"> <li>• <i>C. Interprets and Communicates Information</i></li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36
<ul style="list-style-type: none"> <li>• <i>D. Uses Computers to Process Information</i></li> </ul>	<b>SE &amp; TWE:</b> Chapters 1, 3, 4, 5, 7, 8, 9, 13, 16, 17, 29, 31, 32, 33

<b>SCANS</b>	
<b>Five Workplace Competencies</b>	
<b>Systems</b>	<b>CHAPTER REFERENCES</b>
<p>Understands complex inter-relationships</p> <ul style="list-style-type: none"> <li>• <i>A. Understands Systems</i>—knows how social, organizational, and technological systems work and operates effectively with them</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 3, 4, 5, 6, 7, 13, 22, 26, 32</p>
<ul style="list-style-type: none"> <li>• <i>B. Monitors and Corrects Performance</i>—distinguishes trends, predicts impacts on systems operations, diagnoses deviations in systems' performance and corrects malfunctions</li> </ul>	<p>Not covered in <i>Glencoe Understanding Business and Personal Law</i>.</p>
<ul style="list-style-type: none"> <li>• <i>C. Improves or Designs Systems</i>—suggests modifications to existing systems and develops new or alternative systems to improve performance</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 10, 22</p>

<b>SCANS</b>	
<b>Five Workplace Competencies</b>	
<b>Technology</b>	<b>CHAPTER REFERENCES</b>
<p>Works with a variety of technologies</p> <ul style="list-style-type: none"> <li>• <i>A. Selects Technology</i>—chooses procedures, tools or equipment including computers and related technologies</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 3, 5, 6, 7, 8, 9, 11, 12, 15, 16, 17, 20, 21, 22, 25, 27, 28, 29, 30, 31, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• <i>B. Applies Technology</i>—Understands overall intent and proper procedures for setup and operation of equipment</li> </ul>	<p><b>SE &amp; TWE:</b> Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36</p>
<ul style="list-style-type: none"> <li>• <i>C. Maintains and Troubleshoots Equipment</i>—Prevents, identifies, or solves problems with equipment, including computers and other technologies</li> </ul>	<p><b>SE &amp; TWE:</b> Chapter 5</p>

\* See SCANS correlations for each chapter on TWE pages 4B, 26B, 54B, 78B, 104B, 126B, 144B, 162B, 184B, 204B, 222B, 240B, 266B, 292B, 314B, 360B, 390B, 412B, 432B, 452B, 482B, 504B, 520B, 540B, 558B, 582B, 604B, 624B, 644B, 672B, 692B, 710B, 728B, 750B, and 770B.

# **Business Evaluation Tool**

Content-Business	Comments
Career Experiences	<p>The <i>Careers in Law</i> feature found throughout the Student Edition highlights the wide variety of professional possibilities in the legal field, and offers a glimpse into the specific careers of dynamic individuals. Students will gain an understanding not only of the skills and educational requirements for different law careers, but they will also be given insight into the personalities of these interesting individuals.</p>
Employability Skills	<p>Learning employability skills is part of the core content of <i>Glencoe Understanding Business and Personal Law</i>. Students also learn employability skills in features such as <i>Legal Skills in Action</i> and <i>Law &amp; Academics</i>, found throughout the Student Edition. Additional suggestions for teaching employability skills can be found throughout the TWE in the <i>Academic Connection</i> features. Teaching strategies for <i>Developing Workplace Skills</i> can be found on TWE page T57. Teaching strategies for <i>Building Academic Standards of Learning</i> can be found on TWE page T59.</p>

<p style="text-align: center;"><b>Content-Business (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Team work</p>	<p>In <i>Glencoe Understanding Business and Personal Law</i>, teachers and students are given a variety of materials to assist with cooperative learning. These activities may be used for assessment, enrichment, or concept development purposes. <i>Let's Debate, Concept Development, Legal Skills in Action, The Legal Team, Extending the Content, Winning the Case for Landmark Cases</i>, and <i>Cooperative Learning for Law Workshops</i> can take the form of team activities, depending on the content and learning objective at hand. Teaching strategies for <i>Integrating Cooperative Learning</i> can be found on TWE page T74.</p>
<p>Global Perspective</p>	<p>The <i>A Global Perspective: Laws Around the World</i> feature found throughout the Student Edition highlights international issues of law and relevant cultural insights. The <i>A Cultural Perspective</i> feature found throughout the TWE can be used as a supplementary activity. In this feature, students are asked to perform research assignments, written projects, and oral presentations incorporating cultural explorations. Teaching strategies for <i>Fostering Awareness of Cultural Diversity and International Law</i> can be found on TWE page T81.</p>

Content-Business (continued)	Comments
Mathematical Skills	<p>Many of the <i>Legal Skills in Action</i> feature found throughout the Student Edition require students to demonstrate math skills as they explore the legal issues and concepts of each section. Many of the <i>Law &amp; Academics</i> feature found throughout the Student Edition presents a topic of research relating to math. The <i>Academic Connection to Mathematics</i> found throughout the TWE features a connection between the legal issues and concepts presented in the chapter and mathematics.</p>
Communication	<p>The <i>Using Legal Language</i> feature found throughout the Student Edition challenges students to perform written, oral, and creative activities that require recollection of the chapter terms and definitions.</p>
Diversity	<p>Because each student has his or her own unique set of abilities, needs, and learning styles, the <i>Glencoe Understanding Business and Law</i> program offers activities that address the multiple learning styles of your students. The <i>Eight Ways of Learning</i> chart found on TWE pages T70 and T71 will help you identify the range of styles that you will find in your classroom.</p>

Content-Business (continued)	Comments
Ethical Practices	<p>The <i>It's a Question of Ethics</i> feature found throughout the Student Edition presents situations in which students are asked to identify ethical issues, consider alternative resolutions, and choose and defend a course of action. The <i>Is It Right?</i> feature found throughout the Student Edition asks students to reflect on the decision the court reached in each Landmark Case and critically examine whether or not in their opinion the decision reached is ethical. These questions require students to examine the rationale, motivation, and consequences of legal decisions, and to think about the law as a means of creating a more just society. Teaching strategies for <i>Integrating Ethics</i> can be found on TWE pages T79 and T80.</p>
Academic Integration	<p>The <i>Legal Skills in Action</i> feature found throughout the Student Edition requires students to demonstrate writing, speaking, and math skills as they explore the legal issues and concepts of each section. The <i>Law &amp; Academics</i> feature found throughout the Student Edition presents a topic of research relating to an academic area of study. The <i>Academic Connection</i> feature found throughout the TWE provides a connection between the legal issues and concepts presented in the chapter and a specific academic field. Teaching strategies for <i>Building Academic Standards of Learning</i> can be found on TWE page T59. Suggestions for <i>Incorporating Academics in Your Teaching Strategy</i> can be found on TWE page T60.</p>

Real World Application	<p>Each chapter in <i>Glencoe Understanding Business and Personal Law</i> contains seven features that foster an understanding of real-world applications, <i>Laws in Your Life</i>, <i>Law &amp; Academics</i>, <i>Legal Briefs</i>, <i>A Global Perspective: Laws Around the World</i>, <i>Community Works</i>, and <i>It's a Question of Ethics</i>, of the legal concepts presented. While the features vary in content and length, they present tangible depictions of how law affects all aspects of our lives. At the close of each feature, students are asked to expand on what they have learned with critical thinking questions, research activities, and oral presentation opportunities.</p>
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<b>Content-Business (continued)</b>	<b>Comments</b>
Content Area Concepts Addressed	<p>The <i>Glencoe Understanding Business and Personal Law</i> program is an introductory course to the law, placing special emphasis on business law. The text captures business law in a practical, straightforward manner. Connections to real-world business situations help students understand the relevance and importance of the issues presented. Personal law topics are also explored, targeting legal issues that will affect, or have affected, the lives of your students. Illustrations of the major law functions, procedures, and substance of personal law help develop critical thinking and legal problem-solving skills. Broad coverage, flexible organization, and inclusion of up-to-date, teachable cases make the program easy-to-use and teacher-friendly.</p>

<b>Instruction and Assessment</b>	<b>Comments</b>
Identifies a Sense of Purpose	<p>Each chapter in the Student Edition begins with elements designed to quickly launch a student's focus and interest on the chapter's topic. Each chapter in the Student Edition provides an opening structure that is both easy for your students to comprehend and visually appealing. It prepares them for learning and sets the stage, both visually and textually, for new concepts to be covered.</p>

Instruction and Assessment (continued)	Comments
Builds on Student Ideals	<p>The <i>It's a Question of Ethics</i> feature found throughout the Student Edition presents situations in which students are asked to identify ethical issues, consider alternative resolutions, and choose and defend a course of action. The <i>Is It Right?</i> feature found throughout the Student Edition asks students to reflect on the decision the court reached in each Landmark Case and critically examine whether or not in their opinion the decision reached is ethical. These questions require students to examine the rationale, motivation, and consequences of legal decisions, and to think about the law as a means of creating a more just society. Teaching strategies for <i>Integrating Ethics</i> can be found on TWE pages T79 and T80.</p>
Engages Students	<p>Each chapter in the Student Edition begins with elements designed to quickly launch a student's focus and interest on the chapter's topic. Each chapter in the Student Edition provides an opening structure that is both easy for your students to comprehend and visually appealing. It prepares them for learning and sets the stage, both visually and textually, for new concepts to be covered.</p>

<p style="text-align: center;"><b>Instruction and Assessment (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Develops Business Ideas</p>	<p>The <i>Glencoe Understanding Business and Personal Law</i> program is an introductory course to the law, placing special emphasis on business law. The text captures business law in a practical, straightforward manner. Connections to real-world business situations help students understand the relevance and importance of the issues presented. Personal law topics are also explored, targeting legal issues that will affect, or have affected, the lives of your students. Illustrations of the major law functions, procedures, and substance of personal law help develop critical thinking and legal problem-solving skills. Broad coverage, flexible organization, and inclusion of up-to-date, teachable cases make the program easy-to-use and teacher-friendly.</p>

<p style="text-align: center;"><b>Instruction and Assessment (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Promotes Student Thinking</p>	<p>A variety of features within the <i>Glencoe Understanding Business and Personal Law Student Edition</i> are directed toward the development of critical thinking skills. These features are <i>Grasping Case Issues</i>, <i>Analyzing Real Cases</i>, <i>Let's Debate</i>, <i>A Global Perspective</i>, <i>Laws in Your Life</i>, <i>Section Assessment: Critical Thinking Activity</i>, and <i>Power Reading Strategies</i>. The TWE provides additional critical thinking activities where students are encouraged to make judgments, evaluate their assumptions, explore issues, and suggest comparisons. These features are <i>You be the Judge</i>, <i>Critical Thinking</i>, <i>Discussion Starter</i>, <i>Individualized Activity</i>, and <i>Bonus Question</i>. Teaching strategies for <i>Building Critical Thinking Skills</i> can be found on TWE pages T68 and T69.</p>

Instruction and Assessment (continued)	Comments
Assesses Student Progress	<p>A large selection of testing and assessment resources is available for <i>Glencoe Understanding Business and Personal Law</i> to help you measure the progress of your students. The <i>Assessment Binder</i> contains the <i>ExamView® Pro Testmaker CD-ROM</i> and an assortment of <i>Reproducible Tests</i>. The CD-ROM allows you to print out multiple versions of the chapter, section, unit, and final tests that can be utilized as traditional methods of assessment.</p> <p>Assessment activities in the Student Edition include <i>Section Assessment</i>, <i>Chapter Summary</i>, <i>Using Legal Language</i>, <i>The Law Review</i>, <i>Linking School to Work</i>, <i>Let's Debate</i>, <i>Grasping Case Issues</i>, <i>Analyzing Real Cases</i>, <i>Legal Link</i>, and <i>Power Reading Strategies</i>. Teaching strategies for <i>Using Assessment</i> can be found on TWE pages T61 and T62.</p> <p>Suggestions for <i>Determining Assessment Strategies</i> can be found on TWE page T63. Teaching strategies for <i>Using Alternative Assessment</i> can be found on TWE pages T64-T66. Teaching strategies for <i>Using Alternative Assessment Rubrics</i> can be found on TWE page T67.</p>

<p style="text-align: center;"><b>Instruction and Assessment (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Enhances The Learning Environment</p>	<p>The <i>Glencoe Understanding Business and Personal Law</i> program is an introductory course to the law, placing special emphasis on business law. The text captures business law in a practical, straightforward manner. Connections to real-world business situations help students understand the relevance and importance of the issues presented. Personal law topics are also explored, targeting legal issues that will affect, or have affected, the lives of your students. Illustrations of the major law functions, procedures, and substance of personal law help develop critical thinking and legal problem-solving skills. Broad coverage, flexible organization, and inclusion of up-to-date, teachable cases make the program easy-to-use and teacher-friendly. The thorough coverage of introductory law topics, with a focus on relevance and the “life-cycle” approach, pave the way for a stimulating and enlightening journey as your students explore the horizons of law.</p>

<p style="text-align: center;"><b>Instruction and Assessment (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Reading level is appropriate for interest and ability level of intended student group: level remains consistent throughout.</p>	<p><i>Glencoe Understanding Business and Personal Law</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, content skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>

Instruction and Assessment (continued)	Comments
Commonwealth Accountability Testing System (CATS) “like” Assessment is provided	<i>ExamView</i> ® allows you to develop tailor-made tests.
Variety of Assessments (diagnostic, formative, summative, open response, multiple choice, individual, small group, oral, demonstrations, presentations, self and peer performance, portfolio prompts) is included.	A large selection of testing and assessment resources is available for <i>Glencoe Understanding Business and Personal Law</i> to help you measure the progress of your students. The <i>Assessment Binder</i> contains the <i>ExamView</i> ® <i>Pro Testmaker CD-ROM</i> and an assortment of <i>Reproducible Tests</i> . The CD-ROM allows you to print out multiple versions of the chapter, section, unit, and final tests that can be utilized as traditional methods of assessment. Assessment activities in the Student Edition include <i>Section Assessment</i> , <i>Chapter Summary</i> , <i>Using Legal Language</i> , <i>The Law Review</i> , <i>Linking School to Work</i> , <i>Let’s Debate</i> , <i>Grasping Case Issues</i> , <i>Analyzing Real Cases</i> , <i>Legal Link</i> , and <i>Power Reading Strategies</i> . Teaching strategies for <i>Using Assessment</i> can be found on TWE pages T61 and T62. Suggestions for <i>Determining Assessment Strategies</i> can be found on TWE page T63. Teaching strategies for <i>Using Alternative Assessment</i> can be found on TWE pages T64-T66. Teaching strategies for <i>Using Alternative Assessment Rubrics</i> can be found on TWE page T67.

Instruction and Assessment (continued)	Comments
Includes activities and opportunities for integration of technology.	In the <i>Virtual Law</i> activities found throughout the Student Edition, students explore technology topics like Internet security, e-commerce, and computer crime. The <i>Understanding Business and Personal Law Online</i> features found throughout the Student Edition reinforce and review textbook concepts using Web site activities and tools designed for each chapter of the course. In the <i>Legal Link</i> feature found throughout the Student Edition, students read and interpret technology-related legal issues and are asked to perform related research online, write summary findings, and offer opinions. Teaching strategies for <i>Integrating Technology</i> can be found on TWE pages T83 and T84.

<b>Instruction and Assessment (continued)</b>	<b>Comments</b>
<p>Reflects researched-based practices (e.g. hands-on activities, technology, problem-solving situations)</p>	<p><i>Glencoe Understanding Business and Personal Law</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development. The result is an up-to-date, solid foundation for an engaging, stimulating, and high-quality law education course for your students. Hands-on activities, technology, and problem-solving situations are integrated throughout <i>Glencoe Understanding Business and Personal Law</i>.</p>
<p>Differentiation techniques and activities suggested.</p>	<p><i>Glencoe Understanding Business and Personal Law</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, content skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>

Organization and Structure	Comments
<p>Organization is logical and allows for spiraling of content.</p>	<p><i>Glencoe Understanding Business and Personal Law</i> is composed of 36 chapters organized into 7 units. Each chapter contains 2-3 sections. Each section follows a straight forward format, beginning with <i>What You'll Learn</i>, <i>Why It's Important</i>, and <i>Legal Terms</i>. Each section closes with a <i>Section Assessment</i> which includes activities and problems that provide immediate reinforcement and help students apply accounting concepts and procedures. Each chapter closes with a <i>Chapter Assessment</i> which includes the features <i>Chapter Summary</i>, <i>Using Legal Language</i>, <i>The Law Review</i>, <i>Linking School to Work</i>, <i>Let's Debate</i>, <i>Grasping Case Issues</i>, <i>Analyzing Real Cases</i>, <i>Legal Link</i>, and <i>Power Reading Strategies</i>.</p>
<p>Vocabulary and key terms are clearly defined and easily accessible within each lesson.</p>	<p>Each section begins with a list of the <i>Legal Terms</i> presented in the section. These legal terms are found in bold-face type highlighted in yellow where they are defined in the section.</p>

<b>Organization and Structure (continued)</b>	<b>Comments</b>
Visual illustrations (e.g. graphs, charts, models) and examples are clearly presented and content-related	Graphs, charts, and models are used throughout the book to illustrate concepts. Examples are related to the content of the lesson.
Illustrations and language reflect diversity (e.g. racial, ethnic, cultural, age, gender, disabilities).	A variety of situations that reflect diversity are presented throughout the text.
Legible type, length of lines, spacing, and page layout and widths of margins contribute to overall appearance and use.	<i>Glencoe Understanding Business and Personal Law</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development. The result is an up-to-date, solid foundation for an engaging, stimulating, and high-quality law education course for your students.
Student materials seem durable and conducive to daily use.	The very best materials are used in all Glencoe products. The materials are easy for students to use, both in school and at home.
Includes sufficient glossary, index and appendices.	<i>Appendices A</i> and <i>B</i> can be found on pages 794-813. The <i>Glossary</i> can be found on pages 814-831. A <i>Case Index A</i> can be found on page 832. The <i>Index</i> can be found on pages 833-848.

<b>Organization and Structure (continued)</b>	<b>Comments</b>
Employs accurate grammar and spelling.	<i>Glencoe Understanding Business and Personal Law</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development.
Organization of material can be effectively used with Standards Based Units, Core Content and Program of Studies.	The correlation between <i>Glencoe Understanding Business and Personal Law</i> and the Business Law course is strong.

<b>Resource Materials</b>	<b>Comments</b>
Teacher materials coordinate easily with student materials (e.g. additional resources included at point of need, student pages shown, integration of technology indicated).	Each unit in the TWE begins with a 2-page unit overview which includes a list of classroom resources for each chapter in the unit. Each chapter begins with a 1-page Teaching Tools and a 1-page SCANS correlation. Classroom resources are listed on the first page of each section. The student pages are shown in the TWE and the accompanying notes are shown in the wrap copy on the same page. Technology is integrated throughout both the Student Edition and the TWE.

Resource Materials (continued)	Comments
<p>Activities are included that adapt to the various learning styles, intelligences, and interest/ability levels.</p>	<p><i>Glencoe Understanding Business and Personal Law</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, content skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>
<p>Extension activities including adaptations and accommodations for students with special needs.</p>	<p>Students in your class may have different physical and behavioral challenges. The <i>Meeting Special Needs</i> chart on TWE pages T72 and T73 describes some of the special needs you will encounter with students in your classroom, identifies sources of information, and offers tips for instruction.</p>
<p>Resources provide objectives, background information, common student errors, hints, advice for lesson implementation and real-world connections, connections with career and/or technology and references (e.g. solution manuals, study guides).</p>	<p>Each section in the Student Edition begins with a list of objectives titled <i>What You'll Learn</i> and background information in <i>Why It's Important</i>. Common student errors, hints, and advice for lesson implementation can be found throughout the TWE. Real-world connections and connections with career and/or technology can be found throughout the Student Edition and the TWE. A multitude of references are available.</p>

<p style="text-align: center;"><b>Resource Materials (continued)</b></p>	<p style="text-align: center;"><b>Comments</b></p>
<p>Suggestions are made for integration of themes and/or interdisciplinary instruction.</p>	<p>The <i>Legal Skills in Action</i> feature found throughout the Student Edition requires students to demonstrate writing, speaking, and math skills as they explore the legal issues and concepts of each section. The <i>Law &amp; Academics</i> feature found throughout the Student Edition presents a topic of research relating to an academic area of study. The <i>Academic Connection</i> feature found throughout the TWE provides a connection between the legal issues and concepts presented in the chapter and a specific academic field. Teaching strategies for <i>Building Academic Standards of Learning</i> can be found on TWE page T59. Suggestions for <i>Incorporating Academics in Your Teaching Strategy</i> can be found on TWE page T60.</p>
<p>Integration opportunities suggested and examples given.</p>	<p>The <i>Legal Skills in Action</i> feature found throughout the Student Edition requires students to demonstrate writing, speaking, and math skills as they explore the legal issues and concepts of each section. The <i>Law &amp; Academics</i> feature found throughout the Student Edition presents a topic of research relating to an academic area of study. The <i>Academic Connection</i> feature found throughout the TWE provides a connection between the legal issues and concepts presented in the chapter and a specific academic field. Teaching strategies for <i>Building Academic Standards of Learning</i> can be found on TWE page T59. Suggestions for <i>Incorporating Academics in Your Teaching Strategy</i> can be found on TWE page T60.</p>

<b>Resource Materials (continued)</b>	<b>Comments</b>
Teacher resources are available online.	Teacher resources are available at <a href="http://www.ubpl.glencoe.com">www.ubpl.glencoe.com</a> .
Online resources available – Repeat of information in text.	Teacher resources are available at <a href="http://www.ubpl.glencoe.com">www.ubpl.glencoe.com</a> .
Online resources available – Practice skills only.	Teacher resources are available at <a href="http://www.ubpl.glencoe.com">www.ubpl.glencoe.com</a> .
Online resources available – New application materials.	Teacher resources are available at <a href="http://www.ubpl.glencoe.com">www.ubpl.glencoe.com</a> .



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