

## Business Law

### LAP 8 – Genuine Agreement



Name \_\_\_\_\_

Period \_\_\_\_\_

Date Started \_\_\_\_\_

Date Completed \_\_\_\_\_

**DoDEA Standards**

- ◆PT3a Communicate ideas to justify position, persuade and convince others, and responsibly challenge existing procedures and policies.
- ◆PT3c Incorporate appropriate leadership and supervision techniques, customer-service strategies, and standards of personal ethics to communicate effectively.
- ◆PT5e Abide by and apply the principles of law as a citizen of a global community.

**Objectives**

- ◆ Distinguish between unilateral and bilateral mistake.
- ◆ Determine what types of mistakes have occurred in a given situation and decide whether or not the contract can be voided.
- ◆ Explain fraud and differentiate fraud from concealment.
- ◆ Contrast misrepresentation and fraud.
- ◆ Distinguish between duress and undue influence.

**Text** - Understanding Business and Personal Law**Resource** - Chapter 8

**Time Frame** - 3 hours (suggested) for textbook assignments  
 - 1 hour (suggested) for People's Court Video 2

**Introduction** - Chapter 8 focuses on genuine agreement and what can happen to render an agreement defective. It distinguishes between unilateral and bilateral mistakes. It also explains fraud, differentiates fraud from concealment and misrepresentation, and distinguishes between duress and undue influence.

Turn in completed activities as directed by instructor.

- \_\_\_\_\_ Read Chapter 8, Genuine Agreement, pages 104-112
- \_\_\_\_\_ Read Review Summary pages 112-113
- \_\_\_\_\_ View video: People's Court, Tape 2 - Case 9, "Trying to Save America!"
- \_\_\_\_\_ Complete Video Guide Sheet "Trying to Save America!"
- \_\_\_\_\_ Complete Workbook pages 21 and 22
- \_\_\_\_\_ Complete Applying Critical Thinking Skills, page 114, questions 1, 3 and 5
- \_\_\_\_\_ Complete Apply Decision Making Skills
- \_\_\_\_\_ Complete Cases in Point, choose 2
- \_\_\_\_\_ Complete Cases to Judge, choose 1
- \_\_\_\_\_ Complete Chapter 8 Test

**Self Assessment – “I /I can...”**

- \_\_\_\_\_ distinguish between unilateral and bilateral mistake.
- \_\_\_\_\_ determine what types of mistakes have occurred in a given situation and decide whether or not the contract can be voided.
- \_\_\_\_\_ explain fraud and differentiate fraud from concealment.
- \_\_\_\_\_ contrast misrepresentation and fraud.
- \_\_\_\_\_ distinguish between duress and undue influence.