

Name: \_\_\_\_\_ Class: \_\_\_\_\_ Date: \_\_\_\_\_

## Chapter 1 - Knowledge of Law as a Business Asset

1. Which of the following best defines business law?
- legal responsibility for the occurrence of an event causing loss
  - rules governing commercial relationships and the enforcement of rights
  - rules governing procedures involved when one person sues another
  - rules providing members of a society with established rights

ANSWER: b

2. Kamal is a computer technician who is about to enter into a one-year contract to provide IT services to a real estate agency. From Kamal's perspective, what is the most important function of this contract?
- to establish penalties for non-compliance
  - to deal fairly with unexpected events
  - to resolve conflicts
  - to plan for the future and enforce expectations

ANSWER: d

3. Which of the following is NOT an objective of business law?
- protection of business ideas and tangible property
  - ensuring losses are borne by those who cause them
  - imposition of fines on those who breach contracts
  - facilitating planning by ensuring compliance with commitments

ANSWER: c

4. A small group of entrepreneurs undertaking a business venture have agreed on the roles each will assume in the business, but they must now determine the form of business structure for the enterprise. What does the law facilitate by offering entrepreneurs different business structure options?
- choice of degree of exposure to liability for business risks
  - rules that make written agreements between parties binding
  - opportunities to maximize the protections that the law extends
  - legal certainty for activities conducted in the commercial arena

ANSWER: a

5. I'mNottaSoSmart Inc. overlooked the proper registration of its patent for a unique relay component used in its new software before release for public sale. A year later it discovered a competitor had used the component in its just-released patented software. Which of the following best describes the consequences to the competitor for its actions?
- Unprotected intellectual property can be used with impunity.
  - Theft of business property is a criminal offence.
  - Patent law infringements are punishable offences.
  - Losses due to theft of business property are recoverable.

ANSWER: a

6. Globe Investment Inc. has discovered that one of its employees has been overcharging clients for the company's services. The employee has been terminated. What type of law determined the employee's punishment?
- employment law
  - business law
  - criminal law

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d. contract law

ANSWER: a

7. Novel Swings Inc. has a contract to begin construction of a school's swing set on June 15th, and work is to be completed by August 1st. After weeks of wet weather, the ground was unsuitable for work to begin in June and Novel will not meet the completion deadline. Which of the following best describes the legal statutes of the contractual relationship between Novel Swings and the school?

- a. The contract is void due to wet weather.
- b. The contract requires renegotiation.
- c. The contract is in good standing.
- d. The contract has been breached.

ANSWER: d

8. How does Canadian law require businesses to protect their customer's private information?

- a. Businesses are prohibited by federal legislation from collecting information about their customers.
- b. Federal legislation prohibits all disclosure of any information about customers.
- c. Businesses are required by provincial legislation to destroy all information about customers.
- d. Federal and provincial legislation govern the collection, use, and disclosure of personal information.

ANSWER: d

9. What is the role of business ethics?

- a. to provide a comprehensive plan for dealing with legal risk
- b. to establish principles and values for determining right and wrong in the business world
- c. to resolve disputes between conflicting parties
- d. to impose legal responsibility for an event or loss that has occurred

ANSWER: b

10. What is the purpose of contract law?

- a. to ensure litigation of parties committing contractual breach
- b. to prescribe principles and values for use in society
- c. to determine right and wrong in the business world
- d. to enforce expectations and facilitate planning

ANSWER: d

11. What law regulates the use of tanning beds in Nova Scotia?

- a. the *Tanning Beds Act*
- b. the *Consumer Protection Act*
- c. the *Criminal Code of Canada*
- d. the *Constitution of the World Health Organization*

ANSWER: a

12. Champion Well Drilling Inc. is being sued for rupturing a gas line while drilling a well on a customer's property. How might Champion best avoid similar risks in the future?

- a. by developing and implementing a legal risk management plan

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- b. by limiting itself to zero-risk projects
- c. by ensuring it has sufficient resources set aside to pay out future judgments
- d. by hiring a mediator to assist in resolving future legal disputes

ANSWER: a

13. Organic Veggies'4'U Inc. has entered into a one-year, extendable supplier contract with EcoWise Fertilizers Ltd. for the delivery of 1.5-ton pallets of worm castings fertilizer at a price of \$2,000 per ton in March and June. What type of role do contract law and its contributions to the establishment of this business relationship have?

- a. a facilitating role, providing definition, context, and certainty
- b. an ethical role, facilitating better environmental practices
- c. a litigation role, defining clear areas of liability for breach
- d. a governing role, providing a comprehensive action plan

ANSWER: a

14. How does a legal contract contribute to a business relationship?

- a. It contributes uncertainty of liability in the relationship.
- b. It defines the moral principles and values of the relationship.
- c. It provides principles of paramount to govern the relationship.
- d. It gives structure, predictability, and security to the relationship.

ANSWER: d

15. In what way is SPAM different from marketing?

- a. SPAM is solicited by the recipient.
- b. SPAM is electronic messaging that is unsolicited by the recipient.
- c. SPAM is customized to the recipient for maximum effectiveness.
- d. SPAM is expensive because it is directed to a large number of recipients.

ANSWER: b

16. What legal consequence might a business face were it to advertise an untrue statement of fact about its competitor?

- a. mandatory arbitration
- b. a lawsuit for defamation
- c. a lawsuit for passing off
- d. prosecution under the *Criminal Code*

ANSWER: b

17. Which of the following best describes how law protects members of society?

- a. setting rules with penalties and making those who break the law accountable
- b. establishing ethical rules and minimizing risks before they materialize
- c. constraining business activity and regulating commercial relationships
- d. minimizing unknown contingencies to avoid irreconcilable disputes between businesses

ANSWER: a

18. Jim has retained a lawyer to file a lawsuit claiming economic loss due to theft of business revenues by his partner. What form of dispute resolution has Jim undertaken?

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- a. arbitration
- b. mediation
- c. litigation
- d. reconciliation

*ANSWER:* c

19. Groot Industries Inc. requires more space in order to expand its business. Which of the following is a legal decision that Groot Industries Inc. must now undertake?

- a. who should be hired to construct a new building
- b. whether its new premises will be regulated by health and fire regulations
- c. whether to buy, build, or lease additional premises
- d. whether to obtain insurance for its new premises

*ANSWER:* c

20. What are the commonly used alternative dispute resolution methods for avoiding litigation?

- a. intervention, negotiation, and reconciliation
- b. intervention, arbitration, and mediation
- c. negotiation, mediation, and adjudication
- d. direct negotiation, mediation, and arbitration

*ANSWER:* d

21. What type of law is the vehicle for ensuring that those affected by a failed business are treated fairly, reasonably, and in accordance with agreed rules?

- a. bankruptcy law
- b. contract law
- c. criminal law
- d. corporate law

*ANSWER:* a

22. Olivia is suing a supplier for breach of contract. Assuming she is successful, what remedy might she expect to receive from the court?

- a. restitution
- b. punitive damages based on the seriousness of the contract breach
- c. aggravated damages
- d. a sum of money that will put her in the position that she would have been had the contract been fulfilled

*ANSWER:* d

23. Which of the following best describes the nature of the mediation process?

- a. submission to litigation of the dispute before a judge in court
- b. negotiated resolution with the assistance of a neutral person
- c. submission to an arbitrator's binding decision to resolve a dispute
- d. renegotiation of the contract with the assistance of a judge

*ANSWER:* b

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24. What is the main goal of the Canadian legal system?
- to facilitate commerce and mediation of disputes
  - to facilitate arbitration and free trade
  - to facilitate free trade and planning for the future
  - to facilitate planning, protection, dispute resolution, and justice

*ANSWER:* d

25. What are the standard forms of business structure available to entrepreneurs to facilitate creation of a for-profit business enterprise?
- sole owner, proprietor, and partnership
  - sole proprietor, partnership, and corporation
  - sole partnership, proprietor, and corporation
  - sole owner, proprietor, and corporation

*ANSWER:* b

26. Which of the following best exemplifies a protective element of Canadian law?
- It seeks to make those who break the law accountable.
  - It sets rules in order to encourage complexity.
  - It sets rules in order to encourage complacency.
  - It provides rules that prohibit making commitments.

*ANSWER:* a

27. Which of the following is an example of how business law guides business conduct?
- The law sets rules and penalties to encourage compliance.
  - The law sets specific codes of ethics to guide conduct.
  - The law seeks levels of compensation exceeding losses.
  - The law limits executive compensation to guide conduct.

*ANSWER:* a

28. In what way is mediation different from arbitration and litigation?
- Mediation is free and does not require the assistance of a lawyer.
  - Mediation is time-consuming and tends to be ineffective.
  - Mediation results in an informal, non-binding decision.
  - Mediation involves the use of a neutral party to assist with resolution of the dispute.

*ANSWER:* d

29. Alpha Textile Ltd. has developed a line of clothing and is considering using the brand name Calvin Klein in order to take advantage of the familiarity of its target market with a well-known designer named Calvin Klein. What legal consequences might Alpha Textile Ltd. face if it proceeds with its plan?
- being sued for negligence by its customers
  - criminal proceedings for breach of trademark legislation
  - being sued for damages by Calvin Klein
  - There are no legal consequences because it is not actually using the name Calvin Klein.

*ANSWER:* c

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30. Evergreen Solutions Inc. intends to sell its database of customer contact information to a telemarketing firm. What infraction might Evergreen Solutions Inc. be committing if it proceeds with this plan?

- a. privacy breach
- b. *Criminal Code* conflict
- c. conflict of interest
- d. financially profitable

*ANSWER:* c

31. Canadian business law consists of a set of established bilingual rules governing commercial relationships that exclude enforcement of rights.

- a. True
- b. False

*ANSWER:* False

32. Canada offers an attractive commercial environment for entrepreneurs because it has an established set of laws comprised of rules and principles intended to guide conduct in business relationships and protect the property of persons and business.

- a. True
- b. False

*ANSWER:* True

33. A tanning salon that permits underage tanning may face prosecution under provincial legislation.

- a. True
- b. False

*ANSWER:* True

34. Contract law refers to a collection of rules used to establish contracts as binding agreements between contracting parties and to ensure their obligations can be legally enforced.

- a. True
- b. False

*ANSWER:* True

35. Litigation is an expensive and lengthy process that involves one business entity attempting to find a resolution for a conflict caused by the other party to the contract by actively engaging in negotiations aided by a neutral party.

- a. True
- b. False

*ANSWER:* False

36. Litigation is usually the most cost-effective method for resolving legal disputes.

- a. True
- b. False

*ANSWER:* False

37. The creation of complexity in business relationships is one of the most important contributions the law can make to the commercial arena.

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- a. True
- b. False

*ANSWER:* False

38. One of the goals of Canadian law is to ensure that losses are paid for by the parties responsible for creating them.

- a. True
- b. False

*ANSWER:* True

39. A business that neglects to protect its intellectual property may have its ideas taken with impunity by a competitor.

- a. True
- b. False

*ANSWER:* True

40. In every type of business dispute resolution, Canadian law requires that a judge must decide the amount of the loss to prevent hard feelings between the parties and allow the business relationship to be maintained.

- a. True
- b. False

*ANSWER:* False

41. A contract provides the legal backdrop to commercial relationships by defining the rights and obligations of the parties, but it is the business relationship itself that will determine whether, in a conflict, the parties will insist upon strict enforcement of their legal rights.

- a. True
- b. False

*ANSWER:* True

42. The mediation process is only available in limited circumstances and is usually more time-consuming and costly than litigation.

- a. True
- b. False

*ANSWER:* False

43. Parties that agree to submit disputes to a neutral party who will ultimately make a binding decision to resolve the dispute are agreeing to participate in the arbitration process.

- a. True
- b. False

*ANSWER:* True

44. Businesses that have been unable to resolve complex contractual disputes may have to turn to litigation as the last resort to, among other things, establish the liability of one business to another.

- a. True
- b. False

*ANSWER:* True

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45. A business that fails to explore different modes of carrying out business may suffer unnecessary losses.

- a. True
- b. False

*ANSWER:* True

46. Liability between parties engaged in a contractual business relationship refers specifically to the legal responsibility of one party to the other for any event or loss that may occur due to breach of the contract.

- a. True
- b. False

*ANSWER:* True

47. It is a rule of law that a party who suffers a breach of contract is entitled to be put in the position it would have been in had the contract been fulfilled.

- a. True
- b. False

*ANSWER:* True

48. In the litigation process, the party initiating a claim for breach of contract is obligated to prove its case, and the judge is obligated to be as objective as possible in determining whether the case of breach has been proven.

- a. True
- b. False

*ANSWER:* True

49. A supplier who commits to a contract is free of any legal obligations for direct and foreseeable financial consequences that the other party to the contract may experience should the supplier breach the contract.

- a. True
- b. False

*ANSWER:* False

50. A legal risk management plan involves a business strategy that may require legal supervision to reduce the probability and severity of loss.

- a. True
- b. False

*ANSWER:* True

51. Briefly describe the main reasons one party to a contract might decide to overlook a breach of contract by the other party.

*ANSWER:* A party to a contract might decide to overlook a breach of the contract if it is a minor breach and maintaining the business relationship is important and desirable. A minor breach is more likely to be quickly resolved directly between the parties, while litigation is a slow and expensive process for resolving a dispute.

52. Describe how the law protects members of society, and provide two examples of how a business or client might be protected by laws.

*ANSWER:* The law protects members of society in two ways: (1) it sets rules with penalties in order to encourage compliance, and (2) it seeks to make those who break the law accountable for their misconduct.



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The law also protects businesses by setting penalties and ensuring accountability. For example, if one business misappropriates another business's legally protected commercial idea, the law can censure that conduct. As well, the law ensures that, for example, if a law firm gives negligent advice to a client, that client can sue the firm for associated losses.

53. Briefly describe the steps that parties must go through to achieve the consensus reflected in a contract. What role does a lawyer play in this process?

*ANSWER:* Usually one party has identified a need and will make a proposal to another party for an exchange that will satisfy that need. If the other party sees benefit in making the exchange, the parties will negotiate until they arrive at mutually acceptable terms. Typically, each party will have a lawyer whose role is to provide legal advice throughout the negotiation process and, once consensus is reached, to then accurately document the terms of the agreement in a contract.

54. Lawsuits come to court for either of two reasons: there is a dispute about the facts that actually occurred or there is a dispute about the way the law treats the parties. Describe the role and obligations of the judge, including what details must be considered and what must be proven to the court to allow it to reach a decision resolving the dispute.

*ANSWER:* The role of the judge is to review the claim and consider the contract and other evidence, as well as legal arguments presented by both sides to determine what the agreement between the parties actually was and what laws apply. The judge is obligated to then impartially apply the law in an objective manner to determine whether the initiating party's claim has been proven, and, if so, what legal consequences would provide a remedy to make up for the loss.

55. Briefly describe how the law of contract facilitates commercial activity.

*ANSWER:* The law of contract provides a way for parties to enter into binding agreements, thereby creating a measure of security and certainty in their business operations. Contract law also allows business enterprises to plan for the future and to enforce their expectations.

56. Briefly describe the main reasons that some business disputes must be resolved in court.

*ANSWER:* The main reasons a court must decide some business disputes involve instances where the parties are unwilling or unable to negotiate a settlement themselves, or where there is no agreement between the parties to accept arbitration of disputes or to refer disputes to mediation.

57. Why might an employer prefer to pay a severance package to an employee rather than fire the employee outright?

*ANSWER:* The time and money saved in avoiding a court battle may more than offset the cost of the severance package. It may also be difficult to fire an employee without clear evidence of misconduct or incompetence.