

## MINOR REQUIREMENTS

The Business Institutions minor requires the successful completion of: FOUR Prerequisite Courses, ONE Writing & Speaking Course, FOUR Business Tools Courses, & TWO Social Sciences & Humanities Electives.

### Prerequisite Courses (Four Courses — To declare, all must be successfully completed)

- MATH 218-1 or 220-1: Calculus
- STAT 210: Statistics
- ECON 201: Intro to Macroeconomics
- ECON 202: Intro to Microeconomics

### Writing & Speaking Course (One course)

- ENGLISH 282: Writing and Speaking in Business

### Business Tools Courses (Four Courses)

- BUS\_INST 301: Accounting
- BUS\_INST 302: Marketing Management
- BUS\_INST 303: Leadership in Organizations
- BUS\_INST 304: Corporate Finance

### Social Sciences & Humanities Electives (Two courses — Choose from the following)

- ANTHRO 240: Anthropology of Money
- BUS\_INST 321: Economic and Business Institutions in Historical Perspective
- BUS\_INST 331: Real Estate Finance & Investment
- CHINESE 212: Chinese in Business Practice I
- CHINESE 312-2: Multinational Corporations in China
- CMN 350-0: Global Media & Communications Seminar
- COMM\_ST 274: Power in Entertainment
- ECON 2XX/3XX: Any 200 or 300 level ECON course excluding required prerequisites for the minor.
- ENGLISH 305: Advanced Composition (Section: Business Communication)
- ENVR\_POL 390: Energy Innovation\*
- FRENCH 309: French in Commerce and Industry
- GERMAN 209: German in the Business World
- GERMAN 309-1: The German Economy
- HISTORY 254: Entrepreneurship: A Global History
- HISTORY 325: History of American Technology
- HISTORY 353: History of Capitalism\*
- HUM 260: Economics and the Humanities\*
- ITALIAN 206: Business Italian
- LEGAL\_ST 315: Corporation in US Law and Culture
- PHIL 262: Ethical Problems and Public Issues
- PHIL 270: Climate Change and Sustainability
- POLI\_SCI 341: International Political Economy
- POLI\_SCI 374: Politics of Capitalism
- POLI\_SCI 375: Comparative Politics of Business Government Relations
- PYSCH 350: Looking Inside the Leaders who Disrupt, Innovate, Transform\*
- PSYCH 387: Consumer Psychology and Marketing Research
- RTVF 310: Television History
- SOCIOL 206/ LEGAL\_ST 206: Law and Society
- SOCIOL 215: Economy and Society
- SOCIOL 288: Institutions and Society
- SOCIOL 302: Sociology of Organizations
- SOCIOL 316: Economic Sociology
- SOCIOL 324: Global Capitalism
- SOC\_POL 312: Social Policymaking & Implementation
- SOC\_POL 331: Economics of Inequality & Discrimination
- SOC\_POL 333: Economics of Health, Human Capital, and Happiness
- SPANISH 206: Spanish for Professions – Business
- STAT 301-1/-2/-3: Data Science
- CHINESE 312: Chinese in Business Practice II
- GERMAN 309-2: Marketing and Management
- HISTORY 392: From Cybernetics to Cyberwar\*
- HISTORY 395: History with Things\*
- PHIL 364: Business and Professional Ethics
- POLI\_SCI 348: Globalization
- RTVF 314: History of the Recording Industry
- SOCIOL 330: Law, Markets & Globalization
- SOCIOL 331: Markets, Hierarchies & Democracies
- SOCIOL 335: Soc. of Rational Decision-Making
- SOCIOL 376: Technology, Work, Love, & Life\*
- SOCIOL 392: Sociology of Consumption\*
- SOCIOL 392: Finance and Inequality\*

\* = Only this topic has been pre-approved.

### Additional Notes on Prerequisite Requirements

- Students must complete ALL FOUR Prerequisite Courses with a minimum grade of C- before declaring the Business Institutions minor.
- AP Credit may be used to fulfill the Prerequisite Courses requirement --- according to the course equivalencies established by the relevant departments.
- Courses used to fulfill the Prerequisite Courses requirement may be used to meet the requirements of another major/minor/certificate.
- Substitutions for STAT 210 include:  
BMD\_ENG 220 | CHEM\_ENG 312 | ELEC\_ENG 302 | IEMS 201 | IEMS 202 | MATH 310-1 | MATH 311-1 | MATH 314 | MATH 383 | MATH 385 | POLI\_SCI 312 | PSYCH 201 | PUB\_HLTH 302 | SESP 210 | STAT 202 | STAT 320-1

### Additional Notes on Other Requirements

- None of the 7 courses may be double-counted toward any major, minor, or certificate except as a related course for a major. Double-counting is permitted with a home-school distribution requirement, foundational discipline, US or global perspectives, or advanced expression requirement.
- Students completing a major in English, History and Philosophy, may petition the Director to waive the requirement to take ENGLISH 282. However, even these students are strongly encouraged to take ENGLISH 282 because it covers material on communication skills related to the business environment that may not be covered in writing-intensive courses from other disciplines.
- A maximum of one course that is either a non-Northwestern course, study abroad, or a course offered by Northwestern's School of Professional Studies (SPS) may count as one of the four Business Tools courses required for the minor: BUS\_INST 301, 302, 303 or 304.
  - Any such substitution must be approved in advance by the Director.
  - Special accommodations may be made for transfer students.
- Equivalent to BUS\_INST 304 include ECON 360-1 and KELLG FE 310.
- Students earning a major in Economics may not use Economics courses to fulfill their Social Science & Humanities Elective requirements. Students earning a minor in Economics may not use 200-level Economics courses to fulfill their Social Science & Humanities Elective requirements.
- Students may substitute up to one of the two required Social Science & Humanities Electives with one Professional Linkage credit (BUS\_INST 394) OR one Internship-Related credit (includes CFS) OR one 300-level ENTREP credit.
  - Students may not use two credits from courses in the above list to substitute for both Social Science & Humanities Electives.
- Students may petition the Director to use courses other than those appearing on the list of pre-approved electives to satisfy the Social Sciences & Humanities Electives requirements.