MINOR REQUIREMENTS

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

<table>
<thead>
<tr>
<th>Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

Prerequisite Courses (Four Courses — To declare, all must be successfully completed):
- MATH 220 or 212 or 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):
- BUS_INST 321: Economic and Business Institutions in Historical Perspective
- CHINESE 212: Chinese in Business Practice I | CHINESE 312: Chinese in Business Practice II
- CHINESE 322: Multinational Corporations in China
- ECON 2XX/3XX: Any 200 level or 300 level ECON course excluding required prerequisites for the minor.
- ENGLISH 305: Advanced Composition (Section: Business Communication)
- ENGLISH 387: Literature and Commerce
- FRENCH 309: French in Commerce and Industry
- GERMAN 209: German in the Business World
- GERMAN 309-1: The German Economy | GERMAN 309-2: Marketing and Management
- HISTORY 325: History of American Technology
- HISTORY 392: From Cybernetics to Cyberwar
- HUM 260: Humanities Explorations (Alternatives: Modeling Choice)
- ITALIAN 206: Business Italian
- PHIL 364: Business and Professional Ethics
- POLI_SCI 341: International Political Economy
- POLI_SCI 348: Globalization
- POLI_SCI 375: Comparative Politics of Business Government Relations
- PSYCH 387: Consumer Psychology and Marketing Research
- SOCIOL 206/ LEGAL_ST 206: Law and Society
- SOCIOL 302: Sociology of Organizations
- SOCIOL 316: Economic Sociology
- SOCIOL 331: Markets, Hierarchies and Democracies
- SOCIOL 335: Sociology of Rational Decision-Making
- SOC_POL 331: Economics of Inequality and Discrimination
- SPANISH 206: Spanish for Professions – Business
- STAT 301-1/-2/-3: Data Science
### 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 | EECS 302 | IEMS 201 | IEMS 202 | Math 310-1 | Math 311-1
  - Math 314 | Math 383 | Math 385 | PSYCH 201 | POLI_SCI 312 | SESP 210 | STAT 202 | STAT 320

### Additional Notes on Other Requirements

- Courses used to fulfill Business Institutions’ requirements (with the exception of the Prerequisite Courses) may not be used to fulfill the requirements for another major/minor/certificate, other than for related course requirements or a home school’s distribution requirements.

- 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 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.

- Equivalents to BUS_INST 304 include ECON 360-1, IEMS 326 and KELLG FE 310.

- 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 Entrepreneurship credit (ENTREP 325; ENTREP 380, ENTREP 395).
  - 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.

- 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.