

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
- CLASSICS 330-0: Ancient Economy
- CMN 350-0: Global Media & Communications Seminar
- COMM_ST 274: Power in Entertainment
- COMM_ST 350-SA/ IEMS 349: Organizational Leadership
- ECON 159/ INTL_ST 290: Doing Good: Insights from Economics, Philosophy, and Psychology
- 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 315: The United States Since 1900*
- HISTORY 315-3: The United States Since 1968*
- HISTORY 325: History of American Technology
- 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 364: Business and Professional Ethics
- POLI_SCI 341: International Political Economy
- POLI_SCI 374: Politics of Capitalism
- POLI_SCI 375: Comparative Politics of Business Government Relations
- PSYCH 350: Looking Inside the Leaders who Disrupt, Innovate, Transform*
- PSYCH 387: Consumer Psychology and Marketing Research
- RTVF 310: Television History
- SOCIOLOG 206/ LEGAL_ST 206: Law and Society
- SOCIOLOG 215: Economy and Society
- SOCIOLOG 288: Institutions and Society
- SOCIOLOG 302: Sociology of Organizations
- SOCIOLOG 316: Economic Sociology
- SOCIOLOG 392: Finance and Inequality* | Sociology of Consumption* | Money, Power & Society*
- 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 353: History of Capitalism*
- HISTORY 392: From Cybernetics to Cyberwar*
- HISTORY 395: History with Things*
- PHIL 275/ ISEN 230: Climate Change and Sustainability
- POLI_SCI 348: Globalization
- RTVF 314: History of the Recording Industry
- SOCIOLOG 324: Global Capitalism
- SOCIOLOG 330: Law, Markets & Globalization
- SOCIOLOG 331: Markets, Hierarchies & Democracies
- SOCIOLOG 335: Soc. of Rational Decision-Making
- SOCIOLOG 376: Technology, Work, Love, & Life*

* = 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 302 | MATH 310-1 | MATH 311-1 | MATH 314 | MATH 385 | PSYCH 201 | POLI_SCI 312 | SESP 210 | STAT 202 | STAT 383

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.
- Equivalents 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 100-level or 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.