

# BUSINESS INSTITUTIONS MINOR

The minor in business institutions requires the successful completion with a grade of C– or above of 11 courses:

- 4 prerequisite courses in mathematics, statistics, and economics
- 4 business tools courses
- 1 writing and speaking course
- 2 social sciences and humanities electives

Before declaring the minor students must complete the 4 prerequisite courses with a grade of C- or higher, or have equivalent AP course credit posted to their academic record.

See more details about the minor (<https://catalogs.northwestern.edu/undergraduate/arts-sciences/business-institutions/>). Interested students should consult a program adviser or visit the program office for additional information.

## Requirements for the minor in Business Institutions

Course	Title
<b>Prerequisites (4 units)</b>	
ECON 201-0	Introduction to Macroeconomics
ECON 202-0	Introduction to Microeconomics
STAT 210-0	Introduction to Probability and Statistics (or equivalent) <sup>1</sup>
MATH 218-1 or MATH 220-1	Single-Variable Calculus with Precalculus Single-Variable Differential Calculus
<b>Minor Requirements (7 units) <sup>2</sup></b>	
4 business tools courses: <sup>3</sup>	
BUS_INST 301-0	Accounting
BUS_INST 302-0	Marketing Management
BUS_INST 303-0	Leadership in Organizations
BUS_INST 304-0	Corporate Finance (or equivalent) <sup>4</sup>
1 writing and speaking in business course: <sup>5</sup>	
ENGLISH 282-0	Writing and Speaking in Business
2 social sciences and humanities electives that have business institutions and practices as a central focus of inquiry, chosen from the list below. See the program website for newly approved courses and other updates.	

<sup>1</sup> Equivalents include BMD\_ENG 220-0 Introduction to Biomedical Statistics, CHEM\_ENG 312-0 Probability and Statistics for Chemical Engineering, ELEC\_ENG 302-0 Probabilistic Systems, IEMS 201-0 Introduction to Statistics, IEMS 302-0 Probability, MATH 310-1 Probability and Stochastic Processes, MATH 311-1 MENU: Probability and Stochastic Processes, MATH 314-0 Probability and Statistics for Econometrics, MATH 385-0 Probability and Statistics for MMSS, PSYCH 201-0 Statistical Methods in Psychology, POLI\_SCI 312-0 Statistical Research Methods, SESP 210-0 Introduction to Statistics and Research Methodology, STAT 202-0 Introduction to Statistics and Data Science, and STAT 383-0 Probability and Statistics for ISP.

<sup>2</sup> 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 permitted with a home-school distribution requirement, foundational discipline, US or global perspectives, or advanced expression requirement.

<sup>3</sup> With advance approval of the program director a total of only **one** non-Northwestern course, course credit from study abroad, or a course offered by Northwestern's School of Professional Studies (SPS) may count as a business tools course for the minor. Special accommodations may be made for transfer students.

<sup>4</sup> Equivalents include ECON 360-1 Foundations of Corporate Finance Theory and KELLG\_FE 310-0 Principles of Finance.

<sup>5</sup> Students completing majors in English, History, or Philosophy, may petition the program director to waive this requirement. However, these students are strongly encouraged to consider taking ENGLISH 282-0 Writing and Speaking in Business because it covers communications skills related to the business environment that may not be covered in writing-intensive courses in other disciplines.

## Approved Social Science & Humanities courses for the minor

Course	Title
ANTHRO 240-0	Anthropology of Money
BUS_INST 321-0	Business and Economic Institutions in Historical Perspective
BUS_INST 331-0	Real Estate Finance & Investment
CHINESE 212-0	Chinese in Business Practice 1
CHINESE 312-1	Chinese in Business Practice 2
CHINESE 312-2	Multinational Corporations in China
COMM_ST 274-0	Power in Entertainment
FRENCH 309-0	French For Professions
GERMAN 209-0	German in the Business World
GERMAN 309-1	The German Market and the Globalized Economy
GERMAN 309-2	Germany, Inc.: Marketing and Corporate Social Responsibility
HISTORY 325-0	History of American Technology
ITALIAN 206-0	Business Italian
LEGAL_ST 206-0	Law and Society
LEGAL_ST 315-0	Corporation in US Law and Culture
PHIL 275-0	Climate Change and Sustainability: Ethical Dimensions
PHIL 364-0	Business and Professional Ethics
POLI_SCI 341-0	International Political Economy
POLI_SCI 348-0	Globalization
POLI_SCI 374-0	Politics of Capitalism
PSYCH 387-0	Consumer Psychology and Marketing Research
RTVF 310-0	Television History
RTVF 314-0	History of the Recording Industry
SOCIOLOGICAL 206-0	Law and Society
SOCIOLOGICAL 215-0	Economy and Society
SOCIOLOGICAL 288-0	Institutions and Society
SOCIOLOGICAL 302-0	Sociology of Organizations
SOCIOLOGICAL 316-0	Economic Sociology
SOCIOLOGICAL 324-0	Global Capitalism
SOCIOLOGICAL 330-0	Law, Markets, and Globalization
SOCIOLOGICAL 331-0	Markets, Hierarchies & Democracies
SOCIOLOGICAL 335-0	Sociology of Rational Decision Making
SOC_POL 312-0	Social Policymaking and Implementation
SOC_POL 331-0	Economics of Inequality and Discrimination
SPANISH 206-0	Spanish for Professions: Business
STAT 301-1	Data Science 1 with R
STAT 301-2	Data Science 2 with R
STAT 301-3	Data Science 3 with R

Some variable-topic classes offered under ENGLISH, HISTORY, or HUM may also be applied; visit website or see adviser for details.

One credit only may be from BUS\_INST 394-LK, or internship-related credit, or ENTREP 3XX credit, or IMC 300-0.

Excluding ECON 201-0 and ECON 202-0, economics courses may be applied to the Social Science & Humanities Electives by students who are NOT doing the major or the minor in economics.<sup>1</sup>

<sup>1</sup> Students earning a **minor** in economics may use ECON 300-level courses towards their Social Science & Humanities Elective requirement. Students earning a **major** in economics may **not** use any economics courses to fulfill their Social Science & Humanities Elective requirement.