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

Students must complete the 4 prerequisite courses before declaring the minor.

Interested students should consult a program adviser or visit the program office for information.

See more details about the minor (https://catalogs.northwestern.edu/undergraduate/arts-sciences/business-institutions).

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 201-0</td>
<td>Introduction to Macroeconomics</td>
</tr>
<tr>
<td>ECON 202-0</td>
<td>Introduction to Microeconomics</td>
</tr>
</tbody>
</table>
| STAT 210-0 | Introductory Statistics for the Social Sciences (or equivalent) | ^3
| MATH 218-1 | Single-Variable Calculus with Precalculus |
| or MATH 220-1 | Single-Variable Differential Calculus |

Minor Requirements (7 units) ^4

4 business tools courses:

- 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) ^5

1 writing and speaking in business course:

- ENGLISH 282-0 Writing and Speaking in Business ^6

2 social sciences and humanities electives that have business institutions and practices as a central focus of inquiry, chosen from an approved list on the program website.

See requirements below. (p. 1)

---

1 All prerequisites must be completed with a minimum grade of C– before declaring the minor.

2 AP credit may be used to fulfill prerequisite requirements.

3 Equivalents include BMD_ENG 220-0 Introduction to Biomedical Statistics, CHEM_ENG 312-0 Probability and Statistics for Chemical Engineering, IEMS 201-0 Introduction to Statistics, 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, and STAT 202-0 Introduction to Statistics.

4 None of the 7 courses may be double-counted toward any major, minor, or certificate except as a related course for a major or a homeschool distribution requirement.

5 Equivalents include ECON 360-1 Foundations of Corporate Finance Theory and KELLG_FE 310-0 Principles of Finance.

---

6 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.

Social Sciences and Humanities Electives Requirements

- Students may petition the program director to approve other humanities or social sciences courses with a significant focus on business institutions or practices.
- Students may substitute 1 of the following courses for at most 1 of the 2 required social sciences and humanities electives:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>CFS 388-0</td>
<td>Field Studies in Business Culture</td>
</tr>
<tr>
<td>CFS 393-1</td>
<td>Modern Workplace Culture</td>
</tr>
<tr>
<td>CFS 395-1</td>
<td>Business Workplace Culture</td>
</tr>
<tr>
<td>ENTREP 325-0</td>
<td>Engineering Entrepreneurship</td>
</tr>
<tr>
<td>ENTREP 332-0</td>
<td>Financing Entrepreneurial Ventures</td>
</tr>
<tr>
<td>ENTREP 395-0</td>
<td>Special Topics</td>
</tr>
</tbody>
</table>

- Students earning a major in Economics may not use economics courses to fulfill the social sciences and humanities elective requirements.
- Students earning a minor in Economics may not use 200-level economics courses to fulfill the social sciences and humanities elective requirements.