

# *John Locke University*





# JOHN LOCKE UNIVERSITY

## **School of Business and Economics**

### **MASTER in BUSINESS ADMINISTRATION (MBA)**

In order to obtain a Master in Business Administration, students must complete a minimum of 120 units between lower and upper level courses, as follows:

#### **Lower division:**

MK01 Marketing Principles	(16 units)
MK02 Marketing Planning	(16 units)
MK03 Operative Marketing	(12 units)
F01 Accountancy	(16 units)

#### **Upper division:**

MK06 Marketing Strategies	(12 units)
MK08 The Business Plan	(12 units)
BS10 Leadership	(12 units)
BS11 Problem Solving	(12 units)

#### **plus at least three units chosen among the following:**

F05 Advanced Managerial Accounting	(12 units)
BS12 Motivation	(12 units)
SM06 Marketing Principles for Sales	(12 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon

satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD. Programs**

Students wishing to candidate to a **PhD (Doctorate)** degree in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Thesis.



## **MASTER in MARKETING and FINANCE**

In order to obtain a Master in Marketing and finance, students must complete a minimum of 120 units between lower and upper level courses, that must include

**at lower level:**

F01Accountancy	(16 units)
MK02 Marketing Planning	(16 units)
F03 Financial Principles and Procedures	(16 units)
Plus either:	
F02 Managerial Accounting	(12 units)
F04 Organizational Behavior and Human Resources Management	(12 units)
or MK03 Operative Marketing	(12 units)

**courses at upper level must include:**

MK06 Marketing Strategies	(12 units)
MK08 Business Planning	(12 units)
MK09 Selecting the Optimum Product Line	(16 units)

**and at least 36 units among the following electives:**

F05 Advanced Management Accounting	(12 units)
F06 Policy Formulation	(12 units)
F07 Business Finance	(12 units)
MK10 Business to Business Marketing	(16 units)

**Please note:** all courses must be taken in sequence: no waiver will be granted except for F01-Accountancy when applicable. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

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## **MASTER in MARKETING**

In order to obtain a Master in Marketing, students must complete a minimum of 120 units between lower and upper level courses, that must include **at lower level**:

<b>MK01</b> Marketing Principles	(16 units)
<b>MK02</b> Marketing planning	(16 units)
<b>MK03</b> Operative Marketing	(12 units)

**plus either:**

<b>MK04</b> Product Marketing	(12 units)
Or <b>MK05</b> Product Management	(12 units)

**courses at upper level must include:**

<b>MK06</b> Marketing Strategies	(12 units)
<b>MK08</b> The Business Plan	(12 units)
<b>MK11</b> Sales Promotion	(8 units)

plus at least 24 units among the following: **MK07, MK09, MK10, MK11.**

**Please note:** all courses must be taken in sequence: no waiver will be granted for any of the courses except for MK01 Marketing Principles, when applicable (see course description). Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode.

### **PhD Programs**

Students wishing to candidate to a **PhD (Doctorate)** degree in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Thesis.



## **MASTER in SALES MANAGEMENT**

In to order obtain a Master in Sales Management, students must complete a minimum of 120 units between lower and upper level courses, including the following:

### **Lower division:**

<b>SM01</b> Effective Selling Techniques	(16 units)
<b>SM02</b> Customer Marketing	(12 units)
<b>MK01</b> Marketing Principles	(16 units)

### **Upper division:**

<b>SM03</b> Sales Force Training	(20units)
<b>SM04</b> Building Customer Loyalty	(16 units)
<b>SM05</b> Sales Financials	(20 units)

### **plus 3 units of the following:**

<b>SM06</b> Marketing Principles for Sales	(12 units)
<b>MK07</b> Web marketing	(12 units)
<b>BS10</b> Leadership	(12 units)
<b>MK10</b> Business to business marketing	(12 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months.

### **PhD Programs**

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## **MASTER in BUSINESS ENGLISH**

In order to obtain a Master in Business English, students must complete a minimum of 120 units between lower and upper level courses, as follows:

### **Lower division:**

BE01 Beginning English	(16 units)
BE02 Intermediate English	(16 units)
BE03 English Composition	(12 units)
BE04 Business English	(16 units)

### **upper division:**

BE05 Advanced Business English	(12 units)
BE06 Effective Communication	(12units)
BE07 Commercial English	(12 units)

### **plus at least 3 units among the following:**

BE08 Financial English	(12 units)
BE09 Legal English	(12 units)
BE10 Scientific English	(12 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months.

### **PhD Programs**

Students wishing to candidate to a **PhD (Doctorate)** degree in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Thesis.



## **SCHOOL OF LEGAL AND SOCIAL STUDIES**

### **MASTER IN CRIMINOLOGY**

In to order obtain a Master in Criminology, students must complete a minimum of 120 units between lower and upper level courses, including the following:

**Lower division:**

<b>MS01</b> Statistics	(12 units)
<b>CO01</b> Introduction to Criminology	(16 units)
<b>CO02</b> Juvenile Delinquency	(16 units)
<b>CO05</b> Ideology and Criminology	(16 units)

**upper division:**

<b>CO03</b> Victimology	(20 units)
<b>CO04</b> International Crimes	(16 units)
<b>C010</b> Criminology	(20 units)
<b>SO11</b> Subcultures and Deviance	(20 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

Students wishing to candidate to a **PhD (Doctorate)degree** in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Thesis.





## **Master in International Business Law**

In to order obtain a Master in International Business Law, students must complete a minimum of 120 units between lower and upper level courses, including the following:

### **Lower division:**

<b>MS01</b> Statistics	(12 units)
<b>BM21</b> Management of International Business	(20 units)
<b>TXH02</b> Tax Havens	(20 units)
<b>F03</b> Financial Principles and policies	(18 units)

### **Upper division:**

<b>ILI04</b> International Private and Public Proceedings	(24 units)
<b>IL102</b> International Exchanges Law:	(18 units)
<b>ILI05</b> International Corporate Law	(24 units)
<b>IS106</b> Individual Study: independent study	(24units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

Students wishing to candidate to a **PhD (Doctorate) degree** in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Thesis.



## **MASTER IN SOCIOLOGY**

In to order obtain a Master in SOCIOLOGY, students must complete a minimum of 120 units between lower and upper level courses, including the following:

<b>SOC01</b> Introduction to Sociology	(16 units)
<b>STC01</b> Statistics	(16 units)
<b>LDS10</b> Leadership	(12 units)
<b>SOC02</b> Multiethnic Society	(16 units)
<b>PSY02</b> Social Psychology	(20 units)
<b>SOC03</b> Deviance and Crime	(16 units)
<b>SOC04</b> Population Geography	(16 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

Students wishing to candidate to a **PhD (Doctorate)degree** in any of the above, will have to satisfy the basic requirements for the Master degree, and to complete 12 additional units chosen among the upper level courses, and the Doctoral Dissertation.



## **MASTER IN SOCIAL PSYCHOLOGY**

The course of Social Psychology has been structured in order to supply the students with all the theories and applied techniques relating to psychological sciences. The completion of this course of studies will give students the ability to develop and assess human psychological potential both in group and individuals, the learning process and the socialization process throughout the life cycle within the so called normal situations as well as the pathological situations.

It will give precious knowledge of the improvement processes of the quality of life within organisations, the planning of actions aimed at counselling and orienteering, the planning and activation of communities, the creation of relational environments relevant with the needs of the individual., groups and communities.

In to order obtain a Master in PSYCHOLOGY, students must complete a minimum of 120 units between lower and upper level courses, including the following:

<b>MS01</b>	Statistics	(16 units)
<b>PSY02</b>	Introduction to Psychology	(16 units)
<b>SO01</b>	Introduction to Sociology	(16 units)
<b>PSY10</b>	Personality's Theories	(16 units)
<b>PSY12</b>	Social Psychology	(12 units)
<b>PSY14</b>	Work's Psychology	(16 units)
<b>BS10</b>	Leadership	(12 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

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## **SCHOOL OF SCIENCES**

### **Master in Natural Therapy**

In to order obtain a Master in Natural Therapy, students must complete a minimum of 120 units between lower and upper level courses, including the following:

<b>BCH02</b> Bach Flower Therapy	(16 units)
<b>OES03</b> Essential Oils	(16 units)
<b>AYU01</b> Ayurvedic Principles	(16 units)
<b>GMT04</b> Crystal Therapy	(12 units)
<b>OMP05</b> Homeopatic Theory	(16 units)
<b>IRD06</b> Iridology	(16 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

#### **PhD Programs**

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## Master in Optometry

In to order obtain a Master in Optometry, students must complete a minimum of 60 units between lower and upper level courses, including the following:

Anatomy of the Eye	(6 units)
Medical Microbiology	(5 units)
Visual Perception	(5 units)
Ocular Anatomy	(6 units)
Ocular Pathology	(5 units)
Pharmacology	(6units)
Physical Optics	(6 units)
Fundamentals of Visual Optics	(5 units)
Ocular Motility	(6 units)
Physiology of the Eye	(6 units)
Optometry Instruments	(5 units)
Optometry 1	(5 units)
Conctactology 1	(5 units)
Optometry 2	(5 units)
Conctactology 2	(5 units)
Ophthalmic Optics	(6 units)
Introductory Clinical Pharmacology	(5 units)
Diseases of the Eye	(6 units)
Ophthalmic Lasers & Refractive Surgery	(6 units)
Strabismus and Aniseikonia	(5 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### PhD Programs

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## **Master of Interior Architecture**

In to order obtain a Master in Interior Architecture, students must complete a minimum of 120 units between lower and upper level courses, including the following:

<b>ID01</b> Building Technique	(16 units)
<b>ID02</b> Geometric Drawing	(16 units)
<b>ID03</b> Colors Theory and Technique	(16 units)
<b>ID04</b> Architecture History	(12 units)
<b>ID05</b> Interior Design	(16 units)
<b>ID06</b> Light Technique	(16 units)
<b>Practical Project</b>	(16 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

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## **Master of Civil Engineering**

In to order obtain a Master in Civil Engineering, students must complete a minimum of 120 units between lower and upper level courses, including the following:

<b>CME01</b> Mechanics of material	(18 units)
<b>CME02</b> Building materials	(18 units)
<b>DSG06</b> Geometrical drawing	(18 units)
<b>IAD01</b> Building technologies	(16 units)
<b>ILT02</b> Lighting techniques	(16 units)
<b>STA03</b> Historical outline of architecture and design	(16 units)

**Please note:** all courses must be taken in sequence. Students will be allowed to take only one course at the time, and will be admitted to the next higher course number only upon satisfactory completion of the prerequisite. No grades will be granted; students' results will be evaluated under a pass/fail mode. There is no time limit assigned to complete the program, however length till completion of work required for the Master depends on the amount of daily study that student can dedicate, and typically averages between 6 weeks to 6 months

### **PhD Programs**

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