

Course Name / ECTS Credits	Sectoral Foreign Language I / 5
Faculty / Department	Faculty of Transportation and Logistics
Semester	3
Content	Work and jobs, ways of working / Recruitment and selections / Skills and qualifications / Pay and benefits, people and workplaces / The career ladder, problems at work / Managers, executives and directors / Business people and business leaders / The development process / Innovation and invention / Making things / Materials and suppliers / Business philosophies / Business philosophies / Business philosophies
Name and Contact Information of Professor (Email / Phone)	Massoud Vaqhefi maxvaqhefi1@gmail.com / +90 (212) 473 70 00

Course Name / ECTS Credits	Sectoral Foreign Language II / 5
Faculty / Department	Faculty of Transportation and Logistics
Semester	4
Content	Buyers, sellers and the market / Markets and competitors / Marketing and market orientation / Products and brands / price, place and promotion / The Internet and e-commerce / Sales and cost, Profitability and unprofitability / Assets, liabilities and the balance sheet/ Getting paid / The bottom line, share capital and debt / Success and failure, mergers, takeovers and sell-offs / Personal finance and financial centers / Personal finance and financial centers / Trading, indicators 1 and 2 / Trading, indicators 1 and 2
Name and Contact Information of Professor (Email / Phone)	Massoud Vaqhefi maxvaqhefi1@gmail.com / +90 (212) 473 70 00

Course Name / ECTS Credits	Sectoral Foreign Language III / 5
Faculty / Department	Faculty of Transportation and Logistics
Semester	5
Content	Introduction to logistics / Jobs in logistics and regular activities / Logistics services / Logistics acronyms and product ranges / 3PL providers and value-added services / Inventory management and procurement / Continuous replenishment - Job advertisements / Transport and handling equipment- Modes of transport / Container types / Types of goods / Giving a quotation / Revision / Revision / Revision
Name and Contact Information of Professor (Email / Phone)	Adem Gül den agulden@istanbul.edu.tr / +90 (212) 473 70 00

Course Name / ECTS Credits	Sectoral Foreign Language IV / 5
Faculty / Department	Faculty of Transportation and Logistics
Semester	6
Content	Planning and arranging transport / Transport options / Measurements / Quotations / Shipping goods / Markings / Loading-Advice of shipment and shipping instructions / Handling equipment - Warehousing and storage / Warehouse areas and warehousing today / Documentation and finance / Documents in foreign trade / Import instructions and payment methods / Import instructions and payment methods / Import instructions and payment methods
Name and Contact Information of Professor (Email / Phone)	Adem Gül den agulden@istanbul.edu.tr / +90 (212) 473 70 00