



Course Title	Supply Chain Management		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 300	F/S	3+0	6
Course Objectives	The main aim of the course is to learn the supply chain, which is one of the basic concepts of logistics, in detail and in all its dimensions. In addition, important supply chain applications around the world and the history of the supply chain are given in this course. Thus, students will compare theoretical knowledge with practical applications and learn the subject in depth. It is also aimed at allowing students to see the basic dynamics and connections of business life through the supply chain.		
Course Content	General supply chain concepts, supply chain processes, strategies, integration and collaboration in supply chains, demand forecasting, risk management		
Suggested Resources	Chopra, S. (2021). Supply Chain Management: Strategy, Planning, and Operation, 7th edition. Pearson.		

Learning Outcomes	To know the basic functions of the supply chain.
	Understanding the Supply Chain strategy and processes.
	To know modern applications in Supply Chain.
	Carrying out supply chain and logistics functions at the basic level.

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment	1	10%
Attendance		
Practice		
Term Project		
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)



1	Introduction to Supply Chain Management and Basic Concepts
2	Supply chain processes
3	Supply chain processes
4	A brief introduction to Production Management—Industry 4.0
5	Supply chain strategies
6	The bullwhip effect in supply chains and the beer game
7	Demand Forecasting in Supply Chains
8	Mid term
9	Supply Chain Integration and Collaboration in Supply Chains
10	Performance management in the supply chain
11	Information Technologies in the Supply Chain
12	Risk Management in Supply Chains
13	Sustainable, resilient, agile, and lean supply chains
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	3	42
Self Study	14	2	28
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	20	20
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	20	20
Preparation for Final Exam	1	30	30
Total Workload			145
ECTS Credit			6



Course Title	Distribution Management		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 310	F/S	1+2	5
Course Objectives	The aim of this course is to transfer theoretical and practical information about distribution channels to students. Students who are interested in this field will be able to take decisions about channel management in a healthier and more effective way. There will also be an opportunity to learn about current issues such as omnichannel distribution channels, milkrun distribution, and last mile delivery.		
Course Content	Distribution channels, retail distribution channels, milk run distribution, vehicle routing, cross docking, city logistics, last mile delivery, micro distribution		
Suggested Resources	Dent, J., & White, M. (2018). Sales and marketing channels: How to build and manage distribution strategy. Kogan Page Publishers.		

Learning Outcomes	Explain the relationships between Distribution Channel members
	Recognizes different strategies used in distribution channels
	Knows the differences between distribution channels belonging to different sectors
	Explain the relationship between distribution channel and urban logistics

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment	1	10%
Attendance		
Practice		
Term Project		
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	Introduction to Distribution Channels (Distribution of Products and Services)



2	Retail Distribution Channels
3	Omnichannel Distribution
4	Other Distribution Channels
5	Milk Run Distribution
6	Vehicle Routing and Territory Design
7	Case Study
8	Mid term
9	Crossdock shipment and micro shipments
10	Case Study
11	City Logistics
12	City Logistics -Last Mile delivery,micro distribution
13	Cold chain distribution (Food, Pharma etc.)
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	3	42
Self Study	14	1	14
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	20	20
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	20	20
Preparation for Final Exam	1	30	30
Total Workload			131
ECTS Credit			5



Course Title	Warehouse Management Systems		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 320	F/S	2+0	4
Course Objectives	The purpose of this course is to explain and discuss the ideas and concepts needed to operate storage and warehouse systems in a business effectively. Understanding the function of storage in warehouses and how it affects supply chain management and logistics operations is the goal of this course.		
Course Content	Warehouse management concepts, warehouse operations, warehouse equipment, warehouse rack systems, stock management		
Suggested Resources	Warehouse Management. A complete guide to improving efficiency and minimizing costs in the modern warehouse. Gwynne Richards, 3rd Edition, 2018, Kogan Page Limited, London, UK.		

Learning Outcomes	Define warehouse and warehouse management concepts and storage processes
	Classification of rack systems and equipment used in storage
	Identifying handling, packaging and value-added services
	Define the basic principles and importance of inventory control
	Applying stock control techniques at the beginner level

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment	1	10%
Attendance		
Practice		
Term Project		
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)



1	Warehouse and Warehouse Management Concepts
2	Types of Warehouses and placement in warehouses
3	Warehouse Operations and Storage Processes
4	Storage Processes
5	Warehouse equipment and containers
6	Warehouse equipment
7	Warehouse Racking Systems
8	Mid term
9	Order picking in warehouses and Performance Management in Warehouses
10	Inventory and stock management
11	Stock management-ABC analysis
12	Warehouse Information systems and warehouse technologies
13	Warehouses of the future and Green warehouses
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	3	42
Self Study	14	2	28
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	15	15
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	10	10
Preparation for Final Exam	1	20	20
Total Workload			120
ECTS Credit			5



Course Title	English for Logistics		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 330	F/S	2+0	4
Course Objectives	To provide students with the necessary foreign language infrastructure for international professional communication in their professional fields at A2 level and to enable them to communicate verbally and in writing by using foreign language acquisitions in logistics operations.		
Course Content	The terminology related to the general definitions, activities and principles of logistics will be discussed in English.		
Suggested Resources	Career Paths/ Logistics, Virginia Evans, Express Publishing English for Logistics (Oxford Business English) Marion Grussendorf English for International Trade and Logistics, Fehim Bakırcı & Abdullah Tüzemen, Orion Publishing		

Learning Outcomes	To be able to use the new structures and words learned in the lesson in their professional life
	Being able to evaluate the studies in their field using English
	Understanding and interpreting English texts written in the logistics field

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment	1	10%
Attendance		
Practice		
Term Project		
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	Introduction to business English
2	Introducing, telephoning, starting a speech
3	Writing Business E-mails



4	Marketing a product
5	Introduction to logistics
6	Logistics jobs and logistics services
7	Transportation
8	Mid term
9	Supply chain management
10	Shipping goods
11	Warehousing and storage
12	Job interviews
13	Preparing an offer and requesting an offer
14	Assignment presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	2	28
Assignments	1	10	10
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	15	15
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	0	0	0
Preparation for Final Exam	1	20	20
Total Workload			106
ECTS Credit			4



Course Title	Introduction to Logistics		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 340	F/S	2+0	4
Course Objectives	The main objective of the course is to provide students with basic knowledge about logistics activities.		
Course Content	Definition of Logistics; basic concepts and main activities of logistics; logistics applications for different sectors and circumstances.		
Suggested Resources	Bowersox, D. J., Closs, D. J., & Cooper, M. B. (2002). Supply Chain Logistics Management McGraw Hill. International edition. Murphy P.R., Knemeyer, A.M., 2017. Contemporary Logistics, 12/E, Pearson.		

Learning Outcomes	To have knowledge about basic supply chain and logistics concepts
	To be able to explain basic logistics management activities.
	To be able to interpret the development of logistics in Turkey and in the world.
	To have information about current issues such as, green logistics, humanitarian logistics applications in different sectors.

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment		
Attendance		
Practice		
Term Project	1	10%
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	The Concept of Logistics and its Development
2	The Concept of Supply Chain Management and Its Relationship with Logistics



3	Getting acquainted with Logistics Terminology
4	7 Truths of Logistics, Actors in Logistics, Outsourcing
5	Logistics in Turkey and in the World
6	Main Activities in Logistics Management (Storage, Handling, Transport)
7	Main Activities in Logistics Management (Storage, Packaging, Distribution, Customer Service)
8	Mid-term exam
9	Logistics Nodes
10	Logistics Information Systems
11	Logistics Applications in Different Sectors
12	Green, Humanitarian and Disaster Logistics
13	Introduction to Production Management and Logistics 4.0
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	1	14
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	20	20
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	20	20
Preparation for Final Exam	1	25	25
Total Workload			112
ECTS Credit			4



Course Title	Road and Railway Transportation		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 350	F/S	2+0	4
Course Objectives	In this course, it is aimed to explain the institutions and parties, cargo and vehicle information, loading and shipping processes in road and rail (national and international) transportation.		
Course Content	National and International legal regulations and agreements in road and rail transportation, Types and Characteristics of Cargo and Vehicle, Loading and Transportation Processes, Parties and documents used (National-International), national and international routes		
Suggested Resources	Coyle, J. J., Novack, R. A., Gibson, B., & Bardi, E. J. (2015). Transportation: a global supply chain perspective. Cengage Learning. Robert A. Novack (Author), Brian Gibson (Author), Yoshinori Suzuki (Author), John J. Coyle 2018		

Learning Outcomes	To have information about legal regulations, institutions and parties in road and rail transportation (national and international)
	Ability to match cargo-vehicle in road and rail transport
	Knowing and arranging documents used in road and railway transportation (national and international)
	Ability to manage loading and transport processes at the operational level

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment		
Attendance		
Practice		
Term Project	1	10%
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	Structure of Road Transport, national and international routes



2	National and International Regulations, Organizations, Parties and Responsibilities in R
3	Vehicles and their features in Road Transport
4	Vehicles and their features in Road Transport
5	Loading and Transport Process in road transport
6	National and International Transport Documents Used in Road Transport
7	Basic Concepts of Rail Transport
8	Mid term
9	National and International Regulations, Organizations, National and International Transport Documents in railway transportation
10	National and international routes in Rail Transport
11	Freights and their properties in Rail Transport
12	Towing and Towed Vehicles in Railway Transportation and their features
13	Intermodal Transportation
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	1	14
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	15	15
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	15	15
Preparation for Final Exam	1	20	20
Total Workload			97
ECTS Credit			4



Course Title	Project Logistics		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 360	F/S	2+0	4
Course Objectives	The aim of the course is to give detailed information about project logistics, which is a niche logistics subject, to introduce the logistics operations and equipment used for non-standard cargoes, and to explain the risks that may occur during project logistics operations and the measures that can be taken against them.		
Course Content	Project logistics processes, securing loads, risks and safety in project logistics		
Suggested Resources	Lecture Notes		

Learning Outcomes	Define the basic concepts and rules of project logistics.
	Could be able to implement project logistics processes.
	Recognize the risks in project logistics.

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	35%
Quizz(es)		
Assignment		
Attendance		
Practice		
Term Project	1	15%
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	Basic concepts of project management and project logistics
2	Processes in project logistics



3	Preparation and analysis phase (Determining the characteristics of the goods to be transported, the vehicles to be used and the type and characteristics of the loading-unloading equipment)
4	Preparation and analysis phase (Determining the characteristics of the goods to be transported, the vehicles to be used and the type and characteristics of the loading-unloading equipment)
5	Design phase (Operation outline and design)
6	Design (Cost and pricing) and decision stage
7	Planning (Determining the route, obtaining road pass permits, planning escort vehicle)
8	Mid term
9	Implementation (Documentation, Monitoring of the operation, realization of customs and insurance transactions) and Finalization and Control
10	Lashing, Securing, Dunnage
11	Case study: Wind Turbine transport
12	Case study: Istanbul Airport-The Great Move
13	Risks and safety in project logistics
14	Project presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	1	14
Assignments	0	0	0
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	15	15
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	1	15	15
Preparation for Final Exam	1	20	20
Total Workload			97
ECTS Credit			4



Course Title	Global Logistics		
Course Code	Semester	Study Hour (T+P/L)	ECTS
ERAS 370	Fall/Spring	2	5
Course Objectives	The primary objective of the course is to provide students with a global perspective on logistics and supply operations. In this context, both the logistics practices in the world and some important concepts of foreign trade are explained to the students.		
Course Content	The following topics will be addressed: major global trade routes, global logistics clusters and hubs, International freight forwarding, Global e-commerce and parcel delivery, Logistics Performance Index, global supply chains and its disruptions		
Suggested Resources	Mangan, J., Lalwani, C. & Calatayud A. (2020). Global logistics and supply chain management. 4/E. Wiley. Manners-Bell, J. (2016) Introduction to Global Logistics: Delivering the Goods. Kogan Page		

Learning Outcomes	Knows the global dimension of logistics in terms of international trade routes, facilities and hubs.
	Understands the functioning and importance of global supply chains
	Knows the actors involved in global trade and their roles.
	Knows the documents used in global trade

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	40%
Quizz(es)		
Assignment		
Attendance		
Practice		
Term Project	1	10%
Final	1	50%
Total		100%

Course Outline	
Week	Topic(s)
1	Global logistics market
2	Major global trade routes
3	Major global trade routes
4	Global logistics clusters and hubs (EMEA region)



5	Global logistics clusters and hubs (Asia, Americas, Oceania)
6	International freight forwarding
7	International freight forwarding:the whole journey of a cargo
8	Mid term
9	Global e-commerce and parcel delivery
10	Logistics Performance Index
11	Global supply chains
12	Global Supply Chain Disruptions: The Risks and Consequences
13	The future of Global logistics and supply chain
14	Project Presentations

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	2	28
Assignments	1	10	10
Preparation of Presentation/ Seminar	1	5	5
Preparation for Mid-Term Exam	1	15	15
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	0	0	0
Preparation for Final Exam	1	20	20
Total Workload			106
ECTS Credit			5



Course Title	Introduction to Business		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 380	F/S	3+0	6
Course Objectives	The objective of the course is to explain what the business is, how it works, the environment, functions and types of businesses. Students are provided with information about management processes such as management, production, marketing, finance.		
Course Content	Human and the needs, relationship between human and society, economy and production, definition and characteristics of the business, relations with business science and other branches of science and the aims of the business, environment and responsibilities of the business, functions of the business; definition of management, management functions, management and managerial features, production, marketing, accounting, public relations, human resources, research and development. Classification, types, capacity of enterprises, types of cooperation between enterprises.		
Suggested Resources	Lecture Notes		

Learning Outcomes	Explains the basic concepts of business administration. Explain businesses with the dimensions of inputs, outputs, processes, environment, systems and subsystems, and associate these dimensions with each other and with the business.
	Introducing students to the basic literature used in the field of business, competition, entrepreneurship, size and so on. to make them remember basic concepts.
	To explain the interaction of businesses with the environment, to define the concepts of systems, subsystems, open and closed systems, to enable the student to analyze the business with the system size.
	To describe the business together with all relevant stakeholders.
	Classify and compare different types of business.
	Marketing, finance, accounting, human resources, logistics and so on. to define sub-systems and associate them with the operating system.
	To define enterprises as the main component of economic life and to establish relations with environmental actors (government, policy, education, trade unions, customers).
	Introducing the basic literature used in the field of business, competition, entrepreneurship, size etc. to make them remember basic concepts.
	Identify the importance of businesses in the economic and social life.
	To provide students with a critical perspective about business.



Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	30%
Quizz(es)	1	10%
Assignment		
Attendance		
Practice		
Term Project		
Final	1	60%
Total		100%

Course Outline	
Week	Topic(s)
1	Basic Concepts related to Business Science, Development of Business, Business Information and Business Management, Basic Economic Concepts, Basic Business
2	Legal Structures of Enterprises, Legal Structures of Private Enterprises, Legal Structures of Public Enterprises
3	Business Segmentation, Inter-Business Agreements
4	Business Environment, People and Organizations Forming the Business Environment
5	Business Objectives, General Objectives of Business, Special Purposes of Business
6	Business Functions, Management, Production, Marketing, Financing Function
7	Establishment of Business, Thinking and Establishing Causes of Business, Importance and Benefits of Work Before Establishment
8	Midterm Exam
9	Enterprise Analysis
10	Development of Investment Project, Project Thought, Feasibility Study
11	The Concept of Magnitude in Businesses, Growth of Enterprises, Criteria Used in Determining the Size of Enterprises
12	Multinational Businesses
13	Technology and Innovation Policy in Business
14	Other Current Issues (E-Business, E-Commerce)

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	3	42
Self Study	14	3	42
Assignments	1	10	10
Preparation of Presentation/ Seminar	0	0	0
Preparation for Mid-Term Exam	1	20	20
Application	0	0	0



Laboratory	0	0	0
Preparation of Term Project	0	0	0
Preparation for Final Exam	1	25	25
Total Workload			139
ECTS Credit			6



Course Title	International Marketing		
Course Code	Semester	Study Hour (T+A/L)	ECTS
ERAS 390	F/S	3+0	5
Course Objectives	The aim of this course is to comprehend the basic principles and strategies of international marketing management, to analyze and interpret the marketing concepts and theories that are necessary to develop an appropriate marketing strategy in an international market.		
Course Content	Macro environmental factors affecting the marketing strategies of the enterprises within the scope of international marketing course, international information systems for gathering, analyzing and evaluating the information required for international market analysis in marketing research, introduction strategies to international markets, product and brand decisions in international markets, pricing decisions, distribution decisions, marketing communications decisions will be addressed from an international marketing perspective.		
Suggested Resources	Ömer Akat, International Marketing - Completion and Management, Ekin Publishing, 6th Edition, Bursa, 2008. 2. Ömer Akat, International Marketing - Management and Management, Warren J. Keegan, Mark C. Green, Pearson, Global Marketing, NOBEL Academic Publishing. 3. Mehmet Karafakioğlu, International Marketing Management, Beta Publishing, 5th Edition, Istanbul, 2008.		

Learning Outcomes	Know macro environmental factors affecting international marketing decisions.
	Know the importance of international marketing researches and know the steps of international research planning.
	Know the subject of segmentation, target marketing and positioning in international markets.
	Have information about the strategies of entry to international markets.
	In international markets, learning marketing mix planning knows the factors that are effective in making adoption and standardization decisions.
	Discuss the effects of the digital age on international trade.
	Have information about how to gain competitive advantage in international marketing.
	Associates international marketing, leadership, ethics and corporate social responsibility concepts.

Grading Policy		
Assesment Tool	Quantity	Percentage
Mid-Term(s)	1	30%
Quizz(es)	1	10%
Assignment		



Attendance		
Practice		
Term Project		
Final	1	60%
Total		100%

Course Outline	
Week	Topic(s)
1	Introduction to the course and a summary of the topics to be covered
2	The Basics of International Marketing - Organizations Promoting International Marketing
3	International Marketing Environment
4	International Marketing Planning
5	International Marketing Research
6	Market Segmentation in International Markets
7	Target Market Selection in International Markets
8	Midterm Exam
9	International Consumer Behavior
10	Introduction Strategies for International Markets
11	Product Decisions on International Markets
12	Pricing Decisions in International Markets
13	Distribution Channels and Physical Distribution in International Markets
14	Decisions on International Markets and International Markets

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	3	42
Self Study	14	3	42
Assignments	1	10	10
Preparation of Presentation/ Seminar	0	0	0
Preparation for Mid-Term Exam	1	20	20
Application	0	0	0
Laboratory	0	0	0
Preparation of Term Project	0	0	0
Preparation for Final Exam	1	22	22
Total Workload			136
ECTS Credit			5



Total	100%
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Course Outline	
Week	Topic(s)
1	Air Cargo Concept
2	Air Cargo Transport Types and Transport Units
3	Classification of Goods Transported as Air Cargo
4	Dangerous Goods Concept and Regulations
5	Responsibilities in Dangerous Goods Transportation
6	Dangerous Goods Limits, Dangerous Goods Prohibited to be Transported by Airline
7	Dangerous Goods Permitted to Carry with Passengers and Crew, Hidden Dangerous Goods
8	Midterm
9	Dangerous Goods Transported by Mail, Dangerous Goods Under Carrier Ownership
10	Dangerous Goods in Exceptional and Limited Quantities
11	Classification of Dangerous Goods
12	Packaging, Marking and Labeling of Dangerous Goods
13	Loading Process of Dangerous Goods
14	Documentation of Dangerous Goods

ECTS Workload			
Activity	Quantity	Duration	Total Workload (Hours)
Lecture Duration	14	2	28
Self Study	14	2	28
Assignments			
Preparation of Presentation/ Seminar			
Preparation for Mid-Term Exam	1	14	14
Application			
Laboratory			
Preparation of Term Project			
Preparation for Final Exam	1	26	26
Total Workload			96
ECTS Credit			4