

Curriculum Vitae

Lale KAPLAN

E-mail: lale.kaplan@hotmail.com

lale.kaplan@ozyegin.edu.tr

Professional Experience

Company Name	Title	Unit	Date
	Legal Practitioner		1985 - 1986
	Free Lance Lawyer		1986 - 1988
Turkish Airlines Inc.	Officer	Middle East & Far East Management	04.01.1988
Turkish Airlines Inc.	Specialist	Middle East & Far East Management	27.11.1989
Turkish Airlines Inc.	Lawyer	Legal Dept.	15.02.1990
Turkish Airlines Inc.	2nd Chief Legal Advisor	Chief Legal Advisor	16.11.1998
Turkish Airlines Inc.	Regional Director (U.A.E., Bahrain, Oman, Qatar, Yemen, Sri Lanka)	Marketing & Sales Dir.	29.11.2003
Turkish Airlines Inc.	Senior Vice President, Int'l Relations & Alliances	Executive Vice President (Commercial)	06.09.2007 – 30.06.2009
İstanbul Sabiha Gokcen International Airport Investment Development and Operation Inc.	CEO Counsel	CEO	04.09.2009- March 2010
İstanbul Sabiha Gokcen International Airport Investment Development and Operation Inc.	Chief Legal Counsel	CEO-Board	March 2010- May 2014
BATI Lawyers and Advisers	Partner		June 2014-present

Other Duties Undertaken Apart From the Title:

- Member of Membership Liaison Advisory Group (MLA) in Star Alliance
- Alternate of Alliance Management Board (AMB) in Star Alliance
- Founder Member at Turkish Cultural Foundation
- Air Law Expert at Commercial Courts
- Member of Soroptimist International and local committee chair for 2015 Istanbul Convention
- Member of Istanbul Bar Association and Vice president of Space and Aviation Law Committee
- Visiting Professor Ozyegin Civil Aviation Academy and Ozyegin Law School.

Developed Projects

Some examples of the tasks so achieved by myself are listed as follows:

- Developing “Aircraft Purchasing Lease Agreement” on behalf of Turkish Airlines Inc.
- Serving at Legal Team within the Qualifyer Alliance Integration
- Performing at Turkish Airlines’ Privatization Stage (in a Due Diligence stage) as a Legal Advisor
- While being a Sales Director for Dubai, starting with two online destinations, Dubai and Bahrain, and then successfully adding as a new destination Muscat, Doha, Sana and Abu Dhabi in 2006 on behalf of Turkish Airlines
- Gaining Prosperous Experience at Dubai Market as Sales / Country Director and Upgrading Flights from Four a Week to Daily Basis and Registering Successfully an Increase of 150 %
- Being an Advisor at MONTREAL Convention on Turkish Side
- Being in the Pipeline of CAPE TOWN Convention
- Establishing and Enhancing the Directory of International Relations and Alliances under the Turkish Airlines’ Umbrella
- Establishing Relations with International Bodies such as Civil Aviation Authorities of Foreign States, Government Offices, ICAO, and AEA
- Attending the Meeting to Appear for an Airline Regarding Intergovernmental Agreements that Clinched
- Entering into a Trading Arrangement, Updating and Terminating the Process in the Name and Behalf of Flight and Operation Units (Code-share, SPA, ZED etc.)
- Committing Star Alliances for Turkish Airlines. In this context;
 - Coordinating Turkish Airlines Totally In Order To Fulfill Absolute Obligation Which Desires 78 Mimimum Requirements Done

- Orientating CEO and Whole Corporation Seamlessly
 - Participating Full Projects Within the Star Alliance
 - Assessing the Participation of New Members
 - Coordinating the whole Units which Runs under the Turkish Airlines' Roof with Star, Attending the Meetings and Implementing of Given Decisions
- given lectures at different universities regarding the hot topics of Air Law
- 28 April 2009 Koc University , Latest developments on Air Law in Europe and Turkey
 - 31 March 2011, Koc University , Horizontal Agreement, Airline Alliances and Airports
 - 9-10 March 2013 , Ozyegin University, Legal Aspects and Developments of Airports , (BOT-Built , Operate and Transfer System)
 - 15-16 November 2013, Symposium on recent development in International Air Law, Bilateral and Multilateral Air Carriage Agreements and its effects to development of Airlines.

Education & Skills

Academic Education

Name of School	Name of School	Date
9 Eylül (September 9 th) University/ FACULTY OF LAW	İzmir, TURKEY	1985
Springfield Public High School	Minnesota, USA	1978

Training within and outside the Organization*

Course Name	Date
Air Law Course	1990
Aircraft Contract Law Course	1992
Airwaybill Language Seminar	1994
Ticketing Seminar	1994
Microsoft Windows Training	1995
Negotiation Skills	1998
Institutional Service Management	1999
Finance for Non-Finance Managers	2001
Sales Concept	2002
MIDT Advanced Sales Course	2002
Basic Passenger Sales Course	2002
Troya Reservation Course	2003