



## Senior Civil Aviation Management Training

09 - 13 Jun 2025  
Lisbon (Portugal)



# Senior Civil Aviation Management Training

**Ref.:** 15077\_311110 **Date:** 09 - 13 Jun 2025 **Location:** Lisbon (Portugal) **Fees:** 5200 **Euro**

## Introduction:

This interactive senior civil aviation management training course will highlight the strategic view of the very dynamic air transport system components and how to manage them strategically. It explores advanced topics influencing the aviation environment, where many airports, airlines, and air traffic management units interact.

Participants in the senior civil aviation management course will engage with real cases in aviation management practice, focusing on a clearer understanding of how to lead aviation organizations strategically and effectively within the framework of strict aviation regulations.

This senior civil aviation management training course also underscores the importance of ICAO/IATA regulations and economic considerations for improving civil aviation management.

## Civil Aviation Management Essentials:

This course will delve into the intricacies of Civil Aviation Management and key aspects, such as the responsibilities entailed in Senior Civil Aviation Management roles. It will also thoroughly examine the contents of a Diploma in Civil Aviation Management.

Participants will gain insight into the foundational principles that constitute a robust Civil Aviation Management Program, explore how to achieve a prestigious Civil Aviation Certificate and understand what a Civil Aviation Course entails.

## Targeted Groups:

- Civil Aviation Authorities Middle and Top management staff.
- Senior Managers of the Civil Aviation Authorities.
- Senior Management of Airport/Airline Authorities.
- Aviation Steering Committee members.

## Course Objectives:

By the end of this civil aviation management course, participants will be able to:

- Understand the strategic concept of the complex air transport system.
- Navigate the world aviation database to gain insight into pioneer industry best practices.
- Understand the ownership characteristics of airports.
- Define the various Aeronautical and Non- Aeronautical revenues.
- Utilize essential strategic decision-making tools employed by Civil Aviation Authorities.
- Learn from international and experienced aviation managers.
- Describe the complex relationships among air traffic control units, airport management, and the airlines that serve their airports.
- Understand the concept and implementation phases of Airport Collaborative Decision Making A-CDM.

## Targeted Competencies:

By the end of this civil aviation management training, participants competencies will be able to:

- Optimize various managerial techniques in aviation entities.
- Know the complex relationships between airport management and the airlines that serve their airports.
- Aviation Organization Management and Forecasting Methods.
- Enhance Aeronautical and Non-Aeronautical revenues at airports.
- Understand the capacity measurements of airport facilities and strategies to reduce delay based on a Win-Win game.
- Explore airport financial management and the future of airports.
- Understand the significance of A-CDM and the future of commercial air carriers.

## Course Content:

### Unit 1: Aviation: An Overview and Historical Perspective:

- The Aerospace Industry and The Air Transportation Industry.
- The Growth Era and Maturity—Jets Arrive.
- Economic Developments Before Deregulation.
- Post-deregulation Evolution and General Aviation.
- Safety Management Systems SMS.

### Unit 2: General Aviation and Aviation Industries:

- General Aviation Statistics.
- The Available Market.
- Structure of the Airline Industry.
- Aviation Statistics and Aviation Service Providers Certification.
- Aviation Traffic and Financial Highlights.

### Unit 3: Aviation Management and Organization and Forecasting Methods:

- Management and the New Corporate Structure.
- Functions of Management.
- Organization and the Organizational Chart.
- Staff Departments.
- The Purpose of Forecasting and Forecasting Methods.

### Unit 4: Principles of Airline Scheduling and Fleet Planning:

- The Mission of Scheduling.
- Flight Operations and Crew Scheduling.
- Schedule Planning and Coordination.
- Hub-and-Spoke Scheduling.
- Factors in Fleet Planning and The Fleet-planning Process.
- The Decision to Upgrade or Replace Using MCDM Multiple Criteria Decision Making.



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## **Unit 5: Airport Financial Management and Future of Airports:**

- Economic, Political, and Social Roles of Airports.
- Aeronautical fees.
- Revenue Strategies at Commercial Airports.
- Pricing of Airport Facilities and Services.
- Airport Capacity, Flight Delays, and the Future.
- Airport Collaborative Decision Making A-CDM.



**Registration form on the :  
Senior Civil Aviation Management Training**

**code:** 15077 **From:** 09 - 13 Jun 2025 **Venue:** Lisbon (Portugal) **Fees:** 5200 **Euro**

Complete & Mail or fax to Mercury Training Center at the address given below

**Delegate Information**

Full Name (Mr / Ms / Dr / Eng):  
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Position:  
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Telephone / Mobile:  
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Personal E-Mail:  
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Official E-Mail:  
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**Company Information**

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Address:  
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**Person Responsible for Training and Development**

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