Professional Certificate Course

Course Name **Airline Management for Airport Professionals**

Delivery	*Virtual Class / Online*	5	days	(3 hours per day)
	Onsite / Classroom	5	days	(8 hours per day)

About the Course

Students will be provided with a general understanding of the functioning of an airline from an organizational perspective, while focusing on the economic and commercial aspects of the airline business and addressing the role of airlines in the global economy.

Learning Objectives

Upon completion of this course, participants will be able to:

- Describe the role of the airline industry in the world economics.
- Define the key elements of the airline development strategy and of the airline marketing plan.
- Describe the way an airline functions and identify the critical resources required to establish the airline as a viable commercial venture.
- Evaluate from a business perspective the activity of airlines as well as the internal mechanisms used to gain profitability.

Target Audience

The target audience for this course is the airport staff involved in the commercial development of the airport, including the heads of the respective departments.

Course Rates (Euro)

Virtual Class / Online			Onsite / Classroom		
ACI Africa Member	ACI Member	Non-Member	ACI Africa Member	ACI Member	Non-Member
500	750	1000	1000	1500	2000

For more information or clarification, please contact ACI Africa at aci-africa@aci-africa.aero