

Module 4 *Airline Management*

Time	Autumn 2017
Venue	Estonian Aviation Academy
Schedule	Schedule shall be provided as a separate document
Format of studies	Lecture, group work, independent work with materials
Language(s) of instruction	Estonian, English
Lecturer(s)	Allan Nõmmik, Meelis Koovit (Sven Kukemelk, Anton Õnnik)
Volume	14 academic hours classroom teaching, 2 a/hrs independent work with e-materials in Moodle environment. Module 2 days (7+7 a/hrs)
Size of group	5-10
Goal	The aim of the module is to advance the participant's knowledge of the field of airline operations / management
Topics / content of module	<ul style="list-style-type: none"> • Introduction of airline management; • Interlining and alliances; • Fleet planning; • Network planning; • Pricing and revenue management; • Marketing and branding; • Distribution and sales; • Air Operator Certificate (AOC); • Manuals, logs and records; • Flight safety and quality documents system; • Flight time limitations.
Learning outcomes	<p>The course participant having passed the module:</p> <ol style="list-style-type: none"> 1) Knows the basics of airline management; 2) Knows the basics of airline regulations, the common requirements and the certification procedures for airlines; 3) Has got an overview of safety and quality management in regard to airline operations; 4) Understands and is able to use the commercial leverage of an airline; 5) Knows the specific sales, marketing and revenue management principles of an airline; 6) Understands the basis of route network planning and scheduling.
Requirements for passing the course	Participation in classroom work and working through the e-learning materials assigned

**Learning materials and
additional information**

Lecture notes in Moodle environment (moodle.eava.ee)

