Garnet
Garnet Global Training Center

GGT-AV-106

Aviation & Airport Management

Airline Revenue Management

إدارة الإيرادات في شركات الطيران

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

Airline Revenue Management equips managers and specialists to plan, organise and control this area of work, set targets and measure results. Safety, operations and commercial programs for airlines, airports and aviation services. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Set up and run Airline Revenue Management as a managed process with clear roles.
- Control risk, quality and compliance in this area.
- Lead improvement projects and measure their benefit.
- Report clearly to senior management and stakeholders.
- Manage contractors, suppliers and internal customers.

Who should attend

Airport and airline managers, safety officers, ground operations and maintenance staff. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- ICAO and regulatory framework
- Safety management systems
- Airside and terminal operations
- Aviation security
- Commercial and revenue management
- Human factors

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Airline Revenue Management: the management framework

- Aviation security
- Hands-on workshop on a workplace challenge

Day 2 Planning, resources and budgets

- Commercial and revenue management
- Human factors

Day 3 Performance measurement and control

- ICAO and regulatory framework
- Common mistakes and how to avoid them

Day 4 Risk, compliance and improvement

- Safety management systems
- Regional and international case studies

Day 5 Management case study and action plan

- Airside and terminal operations
- Checklists and templates to take away

10-day outline

Day 1 Airline Revenue Management: the management framework

- Aviation security
- Hands-on workshop on a workplace challenge

Day 2 Planning, resources and budgets

- Commercial and revenue management
- Human factors

Day 3 Performance measurement and control

- ICAO and regulatory framework
- Common mistakes and how to avoid them

Day 4 Risk, compliance and improvement

- Safety management systems
- Regional and international case studies

Day 5 Management case study and action plan

- Airside and terminal operations
- Checklists and templates to take away

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Group discussion and peer review

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Measurement and reporting

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
18–22 Jan 2027	5-day online	Live online	English	2,950
19–23 Apr 2027	5-day classroom	Dubai	Arabic	4,750
21–25 Jun 2027	5-day classroom	Abu Dhabi	English	4,750
7–18 Nov 2027	10-day classroom	Amman	English	8,950
1–12 May 2028	10-day online	Live online	English	5,450
18–22 Jun 2028	5-day classroom	Muscat	Arabic	4,750
3–7 Sep 2028	5-day classroom	Doha	Arabic	4,750
20 Nov – 1 Dec 2028	10-day classroom	Casablanca	English	8,950
21–25 Jan 2029	5-day classroom	Riyadh	English	4,750

Dates	Format	City	Language	Fee (USD)
19–23 Feb 2029	5-day online	Live online	English	2,950
18–29 Mar 2029	10-day classroom	Cairo	English	8,950
10–14 Sep 2029	5-day classroom	London	English	4,750
7–18 Jan 2030	10-day online	Live online	Arabic	5,450
21–25 Apr 2030	5-day classroom	Cairo	Arabic	4,750
15–26 Jul 2030	10-day classroom	Dubai	Arabic	8,950
9–13 Sep 2030	5-day classroom	Singapore	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/