

Developing and Managing Aviation Contracts in the Operations and Maintenance Environment – 2 Days

Introduction

This course focuses on the obligations of the organisation related to the development and management within the context of contracting and sub-contracting related to both the Operations & Maintenance Environment. During the training you will review various agreements, contracts and leases.

This course delivers a fundamental knowledge which can be built on to provide delegates with the necessary foundation to manage and deliver contracts. In addition to provide the delegates with a in-depth knowledge of process and procedures related to contracting and sub-contracting in aviation together with the consideration of the potential financial consequences related to contractual obligations.

What is the Benefit of this Training –What will I learn?

- a) Understand the fundamentals of contract law and drafting principles
- b) Understand the various sources of airline contract law, including international air law, and typical interline agreements.
- c) Be able to analyze contractual needs and obligations to enable the drafting and construction of typical contracts
- d) Be able to manage the creation and deliver oversight of airline ground handling agreements, catering agreements and outsourcing agreements

Why Should I Choose SAS for the training?

Sofema Aviation Services a Regulatory training and consulting company with 45 years of commercial aviation experience and 12 years of operational experience. Since we started we have provided certificates to approx 25,000 delegates we have grown for 2 primary reasons!

tel + 359 2 821 08 06
email office@sassofia.com

www.sassofia.com

Date	On Demand
Category	Personal Development
Venue	On Demand
Level	Applied
Price	On Demand

Why Should I Choose SAS for the training?

The first is that we are professional and we listen to our customers. Please visit our download area as an example of how we engage with our customer.

The second is not only the fact that our prices are far more cost-effective than our competitors it is that our discount program leaves all the others way behind – please do not take our word for it [check it out!](#)

What Makes Developing and Managing Aviation Contracts in the Operations and Maintenance Environment – 2 Days Different?

Because our courses are written by people who have lived through the regulations. The author of the training material has more than 25 years' experience as an auditor across the entire regulatory spectrum.

At Sofema Aviation Services our focus is on accepting that compliance with Regulations is in fact minimum compliance. Interpreting the regulations in a way which enables the development and optimisation of our business is where we should see opportunity to drive efficiencies and cost saving.

Detailed Content / Topics - The following Subjects will be addressed

- Contract Introduction
- Typical Contractual Terms Used in the Aviation Environment
- When we use a Contract and When do we use a Subcontract – Regulatory Obligations
- Typical Elements within a contract
- Typical Techniques to analyse a contract and identify exposures
- Understanding Risk Management within a Contract
- The process for Indemnification
- Aviation Lease Considerations (operational & maintenance)
- The role of Insurance within Aviation Contracts
- The role of service level agreements and other Contractual Measures
- Understand the need for EASA Compliance within the Aviation operational environment
- Techniques for effective contractual negotiations
- Developing Oversight Mechanisms to support Sub Contract activities
- Workshop Activity to draft a contract framework within a given business area

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Target groups

All Senior Aviation Managers and Business Area Owners with responsibilities for either contract development or contract management.

Pre-requisites

No specific Aviation Knowledge is required to attend this course

Learning Objectives

To be able to Negotiate, Review, Develop and Manage Contracts and Contractual Obligations within your relevant aviation business sector.

What do People Say about Sofema Aviation Services Training?

"The instructor used the right words to explain the material."
"The discussions among the group were very beneficial."
"The instructor showed very resourceful background and experience."
"All sections of the course were related to my field."
"Adequate answers were given to specific questions."

Duration

2 days – Start at 09.00 and finish at 17.00, with appropriate refreshment breaks.

To register for this training, please email office@sassofia.com or Call +359 28210806

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