Revenue and Commercial Strategies in the Aviation Industry Training Course



19 - 23 Oct 2026

Milan

5900 € (Per Person)

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Course Introduction / Overview:

In the aviation industry, financial resilience and growth depend on mastering revenue and commercial strategies beyond traditional ticket sales. This comprehensive training course is designed to equip professionals with the skills to identify, develop, and optimize new revenue streams. Participants will explore everything from ancillary services and airport retail to strategic partnerships and data monetization. The curriculum addresses the unique challenges of the aviation sector, including fluctuating market demand, intense competition, and high operational costs. As highlighted by academic author Robert W. Mann, in his book "Aviation Economics: A Practical Guide," a key aspect of successful airline and airport management is finding new ways to generate income. BIG BEN Training Center is proud to offer this program, which moves past simple theory to focus on practical, actionable strategies. You will learn how to analyze market trends, price products effectively, and manage a diverse portfolio of commercial activities. This training will empower you to make data-driven decisions that enhance profitability, increase market share, and ensure the long-term financial health of your organization.

Target Audience / This training Course is Suitable for:

- Airline commercial managers.
- Revenue management analysts.
- Airport business development managers.
- Pricing and yield specialists.
- Marketing and sales professionals.
- Financial analysts in the aviation sector.
- Aspiring leaders in commercial roles.

Target Sectors and Industries:

- Commercial and low-cost airlines.
- Airport authorities and operators.
- Aviation retail and concession companies.
- Ground handling and logistics.
- Airline catering and services.
- Government agencies oversee tourism and aviation.
- Aviation consulting firms.

Target Organizations Departments:

- Revenue management and pricing departments.
- Commercial and business development departments.
- Marketing and sales departments.
- Financial planning and analysis departments.
- Airline route planning departments.
- Airport concession and retail departments.
- Ancillary services departments.

Course Offerings:

By the end of this course, the participants will have able to:

- Formulate and execute a robust revenue generation strategy.
- Identify and monetize new ancillary revenue streams.
- Apply dynamic pricing and yield management techniques.
- Analyze market data to inform commercial decisions.
- Negotiate profitable commercial agreements and partnerships.
- Optimize airport non-aeronautical revenue from retail and F&B.
- Develop a comprehensive commercial business plan.

Course Methodology:

This training course uses a highly interactive and case-study-based approach. Participants will engage in workshops and simulations that mimic real-world commercial challenges, such as setting prices for a new route or negotiating a concession contract. The curriculum includes hands-on exercises in data analysis and financial modeling, giving you the practical skills needed to support your decisions with solid numbers. Our trainers are experienced industry veterans who will share their firsthand knowledge and provide personalized feedback. BIG BEN Training Center believes that learning by doing is the most effective way to master these skills. The course is designed to be a collaborative and engaging environment where participants can exchange ideas and develop a strong professional network. You will leave with a toolkit of actionable strategies and the confidence to drive revenue growth in your organization.

Course Agenda (Course Units):

Unit One: The Foundations of Commercial Strategy.

- Understanding the aviation business model.
- Key drivers of revenue and profitability.
- The evolution of commercial management.
- Analyzing market demand and competitive landscapes.
- Strategic planning for revenue growth.
- The role of data in commercial decisions.
- Case study: a successful low-cost carrier's strategy.

Unit Two: Revenue Management and Pricing.

- Principles of revenue management and yield management.
- Dynamic pricing strategies for passenger and cargo services.
- Forecasting demand and managing capacity.
- Pricing for ancillary services.
- Segmentation and product differentiation.
- The impact of distribution channels.
- Workshop: a pricing simulation exercise.

Unit Three: Ancillary Revenue and Non-Aeronautical Income.

- Identifying and monetizing ancillary services.
- Best practices for airport retail and concessions.
- Leveraging data to personalize offers.
- Developing profitable strategic partnerships.
- The role of loyalty programs.
- In-flight and ground-based commercial opportunities.
- Discussion: innovative non-aeronautical ideas.

Unit Four: Commercial Partnerships and Negotiations.

- Structuring profitable commercial agreements.
- Negotiation strategies for airlines and airports.
- The legal and financial aspects of contracts.
- Managing stakeholder relationships.
- Collaboration in a competitive market.
- Dispute resolution in commercial partnerships.
- Role-playing: a mock negotiation.

Unit Five: Commercial Planning and Future Trends.

- Developing a comprehensive commercial plan.
- Measuring and tracking key performance indicators (KPIs).
- The impact of technology on commercial strategy.
- Emerging trends in revenue generation.
- The future of commercial management.
- Using big data for a competitive advantage.
- Final project: a commercial plan for a new service.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can the aviation industry leverage advancements in big data and AI to transform traditional revenue management models and unlock new, non-traditional revenue streams?

What unique qualities does this course offer compared to other courses?

This training course is distinguished by its practical, hands-on focus on commercial management and revenue generation in the aviation industry. It goes beyond generic business concepts to address the specific challenges of this sector, such as managing highly perishable inventory and the unique customer journey. Our program provides a comprehensive toolkit for identifying and monetizing new revenue streams, from optimizing ancillary services to creating a compelling non-aeronautical revenue strategy. You will gain a deep understanding of dynamic pricing and how to use data to make smarter decisions. We focus on real-world case studies and interactive workshops, ensuring that you can immediately apply the skills you learn. The curriculum is constantly updated to reflect the latest trends in aviation commerce, including the use of advanced analytics and new technologies. This course is designed for professionals who want to become strategic leaders in driving profitability and commercial innovation.