Strategic Air Cargo Operations and Logistics Management Training Course



16 - 20 Nov 2026

Munich

5100 € (Per Person)

Ref: #AVI3338_80999

Course Introduction / Overview:

The global air cargo industry serves as the critical backbone of international trade, enabling the rapid movement of high-value, time-sensitive goods across continents. This course provides a comprehensive and strategic examination of air cargo operations and logistics management, moving beyond procedural training to instill a deep understanding of the entire aviation supply chain. Participants will explore the intricate ecosystem of airlines, freight forwarders, ground handlers, and regulatory bodies that govern this dynamic sector. Drawing on foundational principles outlined by experts like John G. Wensveen in his seminal work, "Air Transportation: A Management Perspective," the curriculum integrates theoretical knowledge with practical, real-world applications. This BIG BEN Training Center program is meticulously designed to equip professionals with the strategic foresight needed to optimize cargo flows, manage risks, and leverage emerging technologies. It addresses everything from fundamental IATA regulations and air waybill processing to advanced topics like cargo revenue optimization, sustainable aviation logistics, and digital transformation, ensuring a holistic mastery of the field.

Target Audience / This training course is suitable for:

- Logistics and Supply Chain Managers.
- Air Cargo Operations Supervisors.
- Freight Forwarding Agents and Managers.
- Airline Cargo Sales and Revenue Management Staff.
- Airport Cargo Terminal Staff.
- Customs Brokers and Trade Compliance Officers.
- Procurement and Sourcing Professionals in global industries.
- Aviation Management Professionals seeking to specialize in cargo.

Target Sectors and Industries:

- Airlines and Air Cargo Carriers.
- Freight Forwarding and Logistics Companies.
- Airport Authorities and Ground Handling Agents.
- Manufacturing and Retail sectors with global supply chains.
- Pharmaceutical and Healthcare industries.
- Perishable Goods Exporters and Importers.
- Governmental bodies such as Customs, Border Agencies, and Civil Aviation Authorities.
- E-commerce and Express Courier Services.

Target Organizations Departments:

- Logistics and Supply Chain Management.
- Cargo and Freight Operations.
- Warehouse and Distribution.
- Sales and Commercial Departments.
- Security and Compliance.
- Procurement and Purchasing.
- Strategic Planning and Business Development.
- Customer Service and Client Relations.

Course Offerings:

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

- Analyze the complete air cargo supply chain and the roles of key stakeholders.
- Implement best practices for air cargo terminal operations and ground handling.
- Master the intricacies of air cargo documentation, including the e-Air Waybill (e-AWB).
- Develop effective strategies for pricing, capacity management, and revenue optimization.
- Manage the transportation of special cargo, including dangerous goods, perishables, and pharmaceuticals.
- Navigate the complex international regulatory framework governed by IATA and ICAO.
- Evaluate and mitigate operational and security risks within air freight logistics.
- Integrate sustainable practices and digital technologies into air cargo operations.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and directly applicable to the professional environment. We move beyond traditional lecture-based learning to foster a dynamic and engaging atmosphere where participants actively construct their knowledge. The course heavily relies on real-world case studies drawn from leading airlines and logistics providers, allowing participants to analyze complex operational challenges and devise strategic solutions. Interactive group discussions and collaborative workshops encourage the sharing of diverse perspectives and experiences, enriching the learning process for all. Practical exercises, including simulated scenarios for cargo build-up, documentation processing, and risk assessment, will be used to reinforce key concepts. Our expert instructors facilitate sessions that emphasize critical thinking and problem-solving, ensuring that participants not only learn the material but also understand how to apply it effectively to drive efficiency and innovation in their own organizations.

Course Agenda (Course Units):

Unit One: Fundamentals of the Global Air Cargo Industry

- Introduction to the air cargo sector and its economic impact.
- Key stakeholders in the aviation supply chain.
- The role of international bodies like IATA, ICAO, and WCO.
- Understanding aircraft types and cargo carrying capacities.
- Fundamentals of air cargo geography and major global trade lanes.
- Basic terminology and concepts in air freight.
- The structure of the air cargo market and competitive landscape.

Unit Two: Air Cargo Terminal and Ground Operations

- The end-to-end process of air cargo handling.
- Principles of warehouse management and cargo storage.

Unit Load Device (ULD) management, build-up, and breakdown.

- Aircraft loading and unloading procedures.
- Air cargo documentation: The Air Waybill (AWB) and e-AWB.
- Cargo acceptance and screening procedures.
- Health and safety protocols in the cargo terminal environment.

Unit Three: Specialized Cargo Logistics and Supply Chain Integration

- Handling and regulations for Dangerous Goods (DGR).
- Logistics for time and temperature-sensitive cargo like pharmaceuticals and perishables.
- Regulations for transporting live animals (LAR).
- Integrating air cargo with other transport modes (multimodal logistics).
- Customs clearance procedures and trade compliance.
- Managing cargo claims and insurance.
- The role of air cargo in supporting global e-commerce.

Unit Four: Strategic Management and Commercial Aspects of Air Cargo

- Air cargo pricing, rating principles, and surcharge calculation.
- Strategies for cargo revenue management and optimization.
- Network planning and capacity management for cargo carriers.
- Air cargo sales and marketing techniques.
- Aviation Security (AVSEC) principles for cargo.
- Risk management and contingency planning in air logistics.
- Measuring performance with Key Performance Indicators (KPIs).

Unit Five: Innovation and Future Trends in Air Logistics

- The impact of digitalization and data analytics on air cargo.
- Exploring e-freight and paperless initiatives.
- Sustainable practices and environmental considerations in aviation.
- The role of emerging technologies like AI, IoT, and drones.
- Adapting to evolving security threats and regulations.
- Future challenges and opportunities for the air cargo industry.
- Developing a forward-thinking strategic vision for air logistics.

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:

As digitalization accelerates the integration of air cargo logistics, how can the industry balance the drive for efficiency with the escalating complexities of cybersecurity and data privacy?

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

This course distinguishes itself by adopting a holistic, strategic management perspective rather than focusing solely on operational procedures or regulatory compliance. While many programs teach the "how" of air cargo handling, this curriculum emphasizes the "why" behind strategic decisions in pricing, network design, and technology adoption. It uniquely bridges the gap between on-the-ground operations and high-level business strategy, empowering participants to not just perform tasks but to lead and innovate. The content is forward-looking, with a dedicated focus on the critical contemporary issues of sustainability and digitalization, preparing professionals for the future of the industry, not just its present state. By integrating principles from logistics management, revenue optimization, and risk analysis, the course provides a multi-disciplinary toolkit. This comprehensive approach ensures that graduates are equipped to drive commercial success and operational excellence, making them valuable assets capable of navigating the complexities of the global aviation supply chain with strategic foresight and confidence.