# Executive Leadership in Aviation and Airport Management Training Course



15 - 19 Nov 2026

Istanbul

4900 € (Per Person)

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## Course Introduction / Overview:

The global aviation industry operates at the intersection of complex logistics, stringent regulations, and high-stakes commercial strategy. This dynamic environment demands leaders who possess not only operational expertise but also a profound strategic vision. This course is meticulously designed to cultivate such leadership, providing a comprehensive framework for navigating the challenges of modern aviation and airport management. Drawing upon established principles and forward-thinking concepts, the curriculum delves into the core pillars of the industry. As discussed by the renowned academic Dr. Rigas Doganis in his influential book, "The Airport Business," successful airports are no longer just infrastructure providers but complex commercial enterprises. This training program, offered by BIG BEN Training Center, embraces this philosophy, equipping participants with the skills to enhance operational efficiency, drive commercial growth, and ensure robust safety and security protocols. It integrates strategic planning, financial acumen, and innovative leadership practices to empower executives to lead their organizations effectively in an ever-evolving global landscape, focusing on sustainable growth and superior passenger experience.

## Target Audience / This training course is suitable for:

- Airport Directors and General Managers.
- Airline Executives and Senior Managers.
- Civil Aviation Authority Officials.
- Air Traffic Control and Air Navigation Service Managers.
- Airport Operations and Terminal Managers.
- Aviation Security and Safety Directors.
- Airport Commercial and Financial Managers.
- Strategic Planners in the Aviation Sector.
- Heads of Ground Handling Services.
- Aspiring leaders in the aviation industry.

## Target Sectors and Industries:

- Airport Authorities and Operators.
- Commercial Airlines and Cargo Carriers.
- Civil Aviation Authorities and Regulatory Bodies.
- Air Navigation Service Providers (ANSPs).
- Ground Handling and Airport Service Companies.
- Aviation Consulting Firms.
- Aerospace and Aviation Technology Companies.
- Government agencies involved in transportation and national security.

## Target Organizations Departments:

- Executive Management and Leadership.
- Operations and Airside Management.
- Strategic Planning and Business Development.
- Finance and Commercial Departments.
- Safety and Security Management.
- Human Resources and Talent Development.
- Marketing and Customer Relations.
- Infrastructure and Engineering.
- Regulatory Compliance and Legal Affairs.

## Course Offerings:

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

- Develop comprehensive airport strategic plans aligned with global aviation trends.
- Master financial management principles specific to airport and airline operations.
- Enhance airport commercial performance through effective non-aeronautical revenue strategies.
- Implement and oversee robust Safety Management Systems (SMS) and security protocols.
- Lead organizational change and innovation in response to technological advancements.
- Manage complex stakeholder relationships, including airlines, regulators, and local communities.
- Formulate effective crisis management and business continuity plans for aviation incidents.
- Analyze and apply principles of sustainable aviation to minimize environmental impact.
- Improve the overall passenger experience through strategic service design and management.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and directly applicable to the professional challenges faced by aviation leaders. We move beyond traditional lecture-based formats to create a dynamic learning environment where theory is consistently linked to practice. The course heavily relies on the case study method, examining the strategic decisions of leading international airports and airlines to deconstruct their successes and failures. Participants will engage in collaborative group workshops and business simulations that challenge them to solve complex operational and financial problems in a team setting. Interactive sessions, expert-led discussions, and peer-to-peer feedback are integral components, fostering a rich exchange of ideas and experiences. This hands-on approach ensures that participants not only grasp advanced concepts in aviation leadership and airport management but also develop the critical thinking and decision-making skills necessary to apply this knowledge effectively within their own organizations, driving tangible improvements and strategic growth.

## Course Agenda (Course Units):

### Unit One: The Global Aviation Ecosystem and Executive Leadership

- The structure of the international air transport industry.
- Key economic drivers and global aviation trends.
- Regulatory frameworks and the role of ICAO and IATA.
- Foundational theories of executive leadership in a high-reliability context.
- Developing strategic thinking and a visionary mindset.
- Ethical leadership and corporate governance in aviation.
- Understanding the interconnectedness of airlines, airports, and ANSPs.

### Unit Two: Mastering Strategic Airport Operations and Safety

- Airport master planning and infrastructure development.
- Optimizing airside operations: runway, taxiway, and apron management.
- Enhancing terminal operations and passenger flow efficiency.
- Implementing and auditing Safety Management Systems (SMS).
- Advanced airport security strategies and threat mitigation.
- Emergency response planning and business continuity.
- The role of technology in streamlining airport operations.

### Unit Three: Airport Finance, Commercial Strategy, and Revenue Diversification

- Principles of airport financial management and accounting.
- Aeronautical revenue models: charges and pricing strategies.
- Maximizing non-aeronautical revenue streams (retail, F&B, parking, real estate).
- Airport marketing, route development, and airline relations.
- Crafting and negotiating effective commercial contracts.
- Capital investment planning and project financing.
- Performance benchmarking and key financial indicators for airports.

## Unit Four: Navigating Aviation Challenges: Sustainability, Technology, and Crisis

- The imperative of sustainable aviation and environmental management.
- Digital transformation: AI, IoT, and data analytics in airport management.
- Enhancing the passenger experience through innovation and personalization.
- Cybersecurity threats and resilience in the aviation sector.
- Leading through turbulence: crisis communication and management.
- Managing public and media relations during critical incidents.
- Future trends: Advanced Air Mobility (AAM) and smart airports.

## Unit Five: Cultivating Future-Ready Aviation Leadership and Stakeholder Alliances

- Advanced negotiation and conflict resolution skills.
- Building and leading high-performance teams in an aviation environment.
- Managing complex stakeholder relationships and community engagement.
- Fostering a culture of continuous improvement and innovation.
- Personal leadership development and succession planning.
- The leader's role in shaping airport and airline strategy.
- Developing a 10-year strategic vision for your organization.

# 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 airports evolve from mere transit points to complex commercial hubs, how can leaders balance the conflicting demands of profitability, security, passenger experience, and environmental sustainability without compromising on any single pillar?

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

This course distinguishes itself by offering a holistic and integrated perspective on aviation leadership, seamlessly blending the strategic imperatives of executive management with the technical complexities of airport operations. Unlike programs that focus narrowly on either leadership theory or operational tactics, this training provides a comprehensive synthesis of both. It emphasizes a forward-looking curriculum that directly addresses the most pressing contemporary challenges, including digital transformation, sustainability, and advanced crisis management. The methodology is deeply rooted in practical application, utilizing real-world case studies from diverse global airports to ensure that learning is relevant and immediately transferable. Furthermore, the course fosters a unique environment for peer-to-peer learning among senior professionals, creating a powerful network of industry leaders. It moves beyond standard textbook knowledge to cultivate a strategic mindset, empowering participants not just to manage the present but to confidently shape the future of their aviation organizations in a volatile global landscape.