| 1. Course (module) name 2. Code  <br> Aviation Finance   <br> 3. Lecturer (s) 4. Division(s) |
| :--- |


| 5. Cycle of studies | 6. Course (module) level | 7. Course (module) type |
| :---: | :---: | :---: |
| First | Course is not divided into parts | Mandatory |
| 8. Delivery form | 9. Delivery period | 10. Delivery language (s) |
| Full-time | Semester 4 | English |


| 11. Requirements for students |  |
| :--- | :--- |
| Preliminary requirements: | Associated requirements (if any): |
| - | - |


| 12. Scope of course <br> (module) in ECTS credits | 13. Full workload of a <br> student (hours) | 14. Contact work hours | 15. Independent work <br> hours |
| :---: | :---: | :---: | :---: |
| 6 | 160 | 40 | 120 |

## 16. Course (module) purpose: competences developer by the course programme

The purpose of this module is to provide students with the knowledge and understanding of how commercial airlines operate in order to maximise their profits. Students will be introduced to basic principles of economics and will go on to learn how airlines generate revenue, what it costs to run and airline and how the business model and the operational performance of the airline has an impact on an airlines finances.

| 17. Relation of the course targets with the expected results of studies and evaluation methods of studies and student <br> achievement |  |  |  |
| :--- | :--- | :--- | :--- |
| Results (targets) of the <br> course | Results of the course | Methods of studies | Evaluation methods of <br> academic achievements |
| Students have to <br> understand the financial <br> management of the <br> aviation sector and its <br> importance to the <br> development of aviation <br> business. | Students will understand how <br> industry regulation and then <br> deregulation influenced the <br> economics of the air transport <br> industry. | Lecture | Examination |
|  | Students will understand how <br> the law of supply and demand <br> applies to the aviation industry. | Lecture and <br> Tutorial Worksheets | Examination and Individual <br> written assignment. |
|  | Students will understand the <br> various costs associated with <br> operating a commercial airline <br> and what airlines do to reduce <br> their costs. | Lecture, <br> Tutorial Worksheet and a <br> European Airline Case <br> Study | Examination |
|  | Students will investigate how <br> airlines manage revenue and <br> the ticket pricing policy they <br> employ to maximise revenue | Lecture, <br> Data collection and <br> analysis. | Examination and Individual <br> written assignment. |
| Students will learn how the <br> airline designs its flying <br> schedule and network to <br> achieve environmental and <br> operational efficiency and how <br> this can lead to financial gain. | Lecture and <br> Airline Case Study | Examination |  |


| 18. Strategy and criteria of student assessment |  |  |  |
| :--- | :---: | :---: | :--- |
| Assessment method | Per cent | Delivery time | Evaluation criteria |
| Written Technical Report | $40 \%$ | During the <br> Semester | Evidence of data collection (15\%), presentation (15\%) <br> analysis and discussion of results (45\%) using a clear and <br> appropriate method. The ability to communicate a technical <br> topic in a clear and concise manner using a structured <br> report (25\%). |
| Examination | $60 \%$ | During the <br> Semester | Evidence of understanding the subject through appropriate <br> answers to the questions (50\%), clear and concise answers <br> (30\%), depth of analysis (10\%), logic (10\%). |
| Excellent - above 70\% |  |  |  |
| Good - 60-70\% |  |  |  |
| Adequate - 40-59\% |  |  |  |
| Inadequate - under 40\% |  |  |  |

