

AeroNest Aviation Academy

Aviation Commercial Training Program (Short Code ACT)

Course Overview

The Aviation Commercial Training Program is a comprehensive 6-month course designed to prepare students for a successful career in the aviation and travel industry. This program combines theoretical knowledge with practical insights into airline operations, airport handling, and commercial aviation practices.

Course Objective

- Build strong foundational knowledge of the aviation industry
 - Develop practical understanding of airline and airport operations
 - Prepare students for real-world aviation and travel careers
 - Enhance communication and professional skills
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Course Duration

- Total Duration: 03 Months
 - Classes: 2 Days per Week. Total Classes: 26 Days
 - Time Per Class: 1Hour
 - Class Type: Offline / Online (Optional)
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Examination Structure

- Mid-Term Exam (After 2 Months)
 - Final Exam (After 3 Months)
 - Viva & Practical Assessment Included
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Course Modules

Subject 101: Introduction to Aviation

Classes: 3 | Hours: 3

- History of Aviation
- Aviation Alphabet (A–Z Phonetics)

- Aircraft Codes & Basic Engine Knowledge
- Aviation Terminology
- Airport Codes (IATA/ICAO Basics)
- City Codes
- Airline Codes
- Country Codes
- Currency Codes

✦ *Subject 102: Airline Operation Management*

Classes: 2 | Hours: 2

- Airport Operations Departments & Functions
- Airline Commercial Department Functions
- Airline Administration Structure & Roles

✦ *Subject 104: IATA & ICAO*

Class: 3 | Hours: 3

- Definitions of IATA & ICAO
- Functions & Objectives
- Services Provided by IATA
- Organizational Structure of IATA
- Members of IATA
- Standing Committees
- Freedom of Commercial Rights (Air Freedoms)
- Global Indicators

✦ *Subject 105: Aviation Geography*

Classes: 2 | Hours: 2

- Global Map Understanding
- IATA Area System
- Bangladesh Map & Aviation Context
- Time Zone & GMT
- Basic GMT Calculations
- International Date Line
- Tropical World Map & Countries

✦ *Subject 106: Aviation & Tourism Industry*

Classes: 2 | Hours: 2

- Travel Terminology
- Types of Travel Agents & Functions
- Airline Business Models

- Principal, GSA & PSA Functions
- Codeshare & Interline Systems
- Marketing vs Operating Careers
- Airline Alliances

✦ *Subject 107: Basic Reservation & Fare Construction*

Classes: 3 | Hours: 3

- Types of Journeys
- Types of Passengers
- Basic PNR Creation
- Types of Airline Fares
- FIT & GIT Fare Differences
- Fare Break Point Analysis
- Fare Construction Basics
- Pricing Concepts
- RBD (Reservation Booking Designator) Analysis

✦ *Subject 109: Consumer Behavior*

Classes: 2 | Hours: 2

- Types of Customers
- 7O's Framework
- Decision-Making Process

✦ *Subject 112: Marketing & Sales*

Classes: 3 | Hours: 3

- Marketing Management
- Sales Channels
- 4P Marketing Model
- Marketing Channels
- Market Segmentation
- SWOT & PESTEL Analysis
- Basic Photo & Video Editing

✦ *Subject 113: Strategic Management*

Classes: 3 | Hours: 3

- Market Competitive Analysis
- Basic Statistics for Aviation
- Seasonality Analysis
- Market Planning & Budgeting
- AIDA Sales Strategy

Subject 114: Basic Computer Skills

Classes: 3 | Hours: 3

- MS Word Basics
- MS Excel Basics
- PowerPoint Basics

BONUS CAREER DEVELOPMENT PROGRAM

- Email Writing (Professional Format)
 - Basic English Communication (30 min daily practice)
 - CV Writing for Aviation Jobs
 - LinkedIn Profile Optimization
 - Field Visit (Dhaka / Chandpur Historical & Aviation Sites)
 - Internship Placement Support
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Career Opportunities

After successful completion, students can pursue careers as:

- Airline Customer Service Agent
 - Airport Ground Staff
 - Airline Marketing and Sales Executive
 - Reservation Executive
 - Travel Consultant
 - Tour Operator
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Why Choose AeroNest Aviation Academy?

- Industry-Oriented Training
 - Practical Learning Approach
 - Experienced Trainers
 - Career Guidance Support
 - Affordable Course Fee
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Contact Us

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Start your journey with AeroNest today!