



**CERTIFICATE IN
AVIATION OPERATIONS &
TECHNICAL MANAGEMENT**

 **17TH - 18TH NOVEMBER 2026**



**CERTIFICATE IN
AVIATION COMMERCIAL
MANAGEMENT**

 **19TH - 20TH NOVEMBER 2026**



DUBLIN, IRELAND

AGENDA

Certificate in Aviation Operations & Technical Management	Certificate in Aviation Commercial Management
Tuesday 17th November 2026	Thursday 19th November 2026
8.30 Registration & Networking Coffee	8.30 Registration & Networking Coffee
9.00 Opening Remarks	9.00 Opening Remarks
9.10 Civil Aviation Regulations	9.10 Civil Aviation Leadership
The operations of aircraft are a complex subject with important regulations such as Part ORO or Part 121. This module studies all aspects of aircraft & airline operations & also looks closely at aircraft performance & fleet management.	This module shall review how aviation companies relay on effective leadership through the Accountable Manager & the Post Holders. It shall look at the fiduciary & regulatory role of leadership in civil aviation & the requirements & challenges of it focusing on the difference between responsibility & accountability.
10.30 Networking Coffee Break	10.30 Networking Coffee Break
11.00 SESSION CONTINUED	11.00 SESSION CONTINUED
13.00 Networking Lunch Break	13.00 Networking Lunch Break
14.00 Civil Aviation Operations	14.00 Civil Aviation Finance & Commercial Management
The operations of aircraft are a complex subject with important regulations such as Part ORO or Part 121. This module studies all aspects of aircraft & airline operations & also looks closely at aircraft performance & fleet management.	This module shall review finance management in civil aviation & how to read an annual report to identify the financial health of an aviation company. It shall also review airline financial reports & how to read them.
16.30 Concluding Remarks	16.30 Concluding Remarks

Wednesday 18th November 2026	Friday 20th November 2026
8.30 Networking Coffee 9.00 Civil Aviation Engineering & Maintenance This module shall review how aircraft are designed, engineered & manufactured such as Part 25. Then how once in operations how aircraft are maintained & kept airworthy such as Part M & 145. 11.00 Networking Coffee Break 11.30 Civil Aviation Quality & Compliance Management This module shall review how important Quality Management Systems (QMS) are & how it is implemented in civil aviation through compliance oversight. It shall review the ISO standard 9001 for QMS & the regulatory standard as well. 13.00 Networking Lunch Break 14.00 Civil Aviation Safety Management This module shall review how important Safety Management Systems (SMS) are & how they are implemented in civil aviation. It shall review risk & hazard management, the management of change & the regulatory requirements of SMS as well. 16.30 Concluding Remarks	8.30 Networking Coffee 9.00 Civil Aviation Strategy Management This module shall review business strategy & the associated decision making. It shall review LCC v's FSNC as well as internal MRO capability development versus outsourcing of MRO. 11.00 Networking Coffee Break 11.30 SESSION CONTINUED 13.00 Networking Lunch Break 14.00 Civil Aviation Human Resource & Organization This module shall review the skills & the people needed to operate an aviation company along with the organizational structure & effective HR strategy. 16.30 Concluding Remarks



LECTURER

Dr. Mark Pierotti, Owner & Managing Director, The Aviation Advisory

Dr. Mark J. Pierotti BSc. MBA. PhD. IEng. FRAeS. is an experienced & qualified industry professional, a university Professor on Master's & PhD programs & published academic. The Aviation Advisory is a licensed aviation company based in the UAE.

Dr. Pierotti is a highly accomplished aviation executive with over 40 years of industry experience, including 18 years at C level. Proven expertise in aviation operations, aircraft acquisition & management, engineering & maintenance, regulatory compliance, commercial strategy, & business transformation. Former Accountable Manager with responsibility for safety, airworthiness, & regulatory compliance, overseeing annual budgets of up to USD 300 million. Dr Pierotti has led tender applications for projects worth multiple hundreds of million USD & driven capability improvements to improve commercial performance & operational reach.

Holds a PhD in Air Transport Engineering & Management, an MBA, is a published author, licensed pilot, licensed aircraft engineer & university Professor. Dedicated to helping aviation organizations achieve operational excellence, commercial competitiveness, capability growth, & sustainable success through strategic advisory leadership.