THE AVIATION ADVISORY

AEROPODIUM



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AGENDA

Certificate in Aviation Operations & Technical Management	Certificate in Aviation Commercial Management
Monday 8th February 2027	**Wednesday 10th February 2027**
8.30 Registration & Networking Coffee	8.30 Registration & Networking Coffee
9.00 Opening Remarks	9.00 Opening Remarks
9.10 **Civil Aviation Regulations** From the Chicago convention to the formation of ICAO and the subsequent formation of EASA, FAA & GCAA. Upon completing this module, you shall have an in depth understanding of the civil aviation regulations & the regulators.	9.10 **Civil Aviation Leadership** This module shall review how aviation companies relay on effective leadership through the Accountable Manager and the Post Holders. It shall look at the fiduciary and regulatory role of leadership in civil aviation and the requirements and challenges of it focusing on the difference between responsibility and 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** 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 and airline operations and also looks closely at aircraft performance and fleet management.	14.00 **Civil Aviation Finance & Commercial Management** This module shall review finance management in civil aviation and how to read an annual report to identify the financial health of an aviation company. It shall also review airline financial reports and how to read them.
16.30 Concluding Remarks	16.30 Concluding Remarks

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Tuesday 9th February 2027	Thursday 11th February 2027
8.30 Networking Coffee	8.30 Networking Coffee
9.00 **Civil Aviation Engineering & Maintenance** This module shall review how aircraft are designed, engineered and manufactured such as Part 25. Then how once in operations how aircraft are maintained and kept airworthy such as Part M & 145.	9.00 **Civil Aviation Strategy Management** This module shall review business strategy and 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	11.00 Networking Coffee Break
11.30 **Civil Aviation Quality & Compliance Management** This module shall review how important Quality Management Systems (QMS) are and how it is implemented in civil aviation through compliance oversight. It shall review the ISO standard 9001 for QMS and the regulatory standard as well.	11.30 SESSION CONTINUED
13.00 Networking Lunch Break	13.00 Networking Lunch Break
14.00 **Civil Aviation Safety Management** This module shall review how important Safety Management Systems (SMS) are and how they are implemented in civil aviation. It shall review risk and hazard management, the management of change and the regulatory requirements of SMS as well.	14.00 **Civil Aviation Human Resource & Organization** This module shall review the skills and the people needed to operate an aviation company along with the organizational structure and effective HR strategy.
16.30 Concluding Remarks	16.30 Concluding Remarks

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LECTURER

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

Dr. Mark J. Pierotti BSc. MBA. PhD. IEng. FRAeS. is an experienced and qualified industry professional, a university Professor on Master's and PhD programs and 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 and management, engineering and maintenance, regulatory compliance, commercial strategy, and business transformation. Former Accountable Manager with responsibility for safety, airworthiness, and 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 and driven capability improvements to improve commercial performance and operational reach.

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

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