

## TRAINING COURSE

# Contracting & Contract Management

## Introduction

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Contracting and contract management is a daily business in the aviation sector. As such, this course is dedicated to a detailed analysis of contracting and sub-contracting related to aircraft management with references to operations, maintenance and insurance.

Many aspects related to aircraft management will be analyzed based on a standard aircraft lease agreement. This course will provide participants with a larger and in-depth knowledge of contracting and sub-contracting in aviation and will focus on the financial consequences of specific contractual clauses.

The content of the course includes: 1) an introduction of the constitutive elements of a contract, 2) successful negotiation tips, 3) DRY/WET LEASE specifications, 4) CONTRACT ANALYSIS of a typical Aircraft Lease Agreement, 5) SUB-CONTRACTING Structure, 6) CONTRACT MANAGEMENT, and 7) SERVICE LEVEL AGREEMENTS.

### Objectives:

- Understanding of contractual clauses
- Identification of problematic clauses
- Identification of the financial consequences of contractual clauses
- Relevant responsibilities in case of sub-contracting
- How to handle contract management.
- The relation and interaction of the airline and Civil Aviation Authorities in respect of contracting.

### COURSE DURATION

2 days, starting at 09:00 on the first day and ending at approx 16:30 on the last day.

### TARGET GROUP

All employees within aviation companies involved in contracting and/or contract management.



Read more about the course Content, Learning Objectives and Pre-requisites on the website:  
[www.jaato.com](http://www.jaato.com)