Training

Learn | Develop | Achieve

Course Catalogue 2022-23

Aircraft leasing and finance

Empowering aviation professionals and enthusiasts in their pursuit to acquire asset management knowledge

ACUMEN

Learn, Develop and Achieve

Training

Learn | Develop | Achieve

Here at Acumen, our team is driven to provide best in-class training programs for those seeking to advance their knowledge and understanding in asset management, leasing and finance within the aviation sector.

Acumen's commitment has resulted in its expansion of programs to encompass the entire spectrum of asset management, dedicated to both equipping the industry to meet future demand, and enabling individuals to achieve their potential.

Message from our head of training

Acumen is looking to the future and, through its training department, it is supporting the industry in its need to acquire the necessary skills and resources to meet future demand.

As market growth begins to return, there has been a particular emphasis on all aspects of asset management training. Our department has seen significant growth over the last year with a total of twenty online external courses conducted throughout the period.

Apart from the existing partnership with CMS business school, Jain (Deemed-to-be University) India, new strategic partnerships have been announced with the signing of an MoU with Aerospace and Aviation Sector Skill Council (AASSC) India, to jointly launch various short term certificate and diploma programs in the aircraft leasing & financing sector. We aim to be one of a kind in the world able to meet all the training requirements related to aircraft leasing and financing including asset management.

Vishwanath Hampanna

So, why choose us ?

For over a decade, Acumen has acquired significant professional expertise and a wealth of knowledge in the aircraft asset management sector. Its day to day involvement in this specialised area helps our training team keep its finger on the pulse of industry need and informs us of the knowledge and skill gaps within the workforce that need to be addressed and how best to approach each area specifically.

Since Acumen Training's inception in 2019, we have already curated more than 11 different types of certificate courses and postgraduate programs and trained well in excess of 250 industry professionals. And...we are just getting started. We aim to grow further adding additional knowledge and skill-based training programs.

What do our clients say ?

SpiceJet

The course gave an insight into the midterm lease process

Joseph Kidangan George
Duty Manager

طيران أبو ظبي
Abu Dhabi AVIATION

Excellent initiative to start the exclusive course. Kudos to the Acumen team.

Digambar
CAMO Planning Engineer

SOENAS

Many thanks to Soenas for the opportunity to take part in the Acumen Aviation Training course on Aircraft Technical Records Review During Redelivery, a skill sure to come in useful later on this year.

Tomas Leake
Aerospace engineer

Emirates

It was informative. Well-arranged given the current scenario

Navin Kumar
Licensed Aircraft Engineer

Training
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How are we different ?

- An array of aircraft leasing and finance programs
- Blended type learning / instructor led
- Well structured, relevant, handpicked and high quality content courses
- Strong facilitator pool
- Case studies and assignments
- Offering customised courses
- Up to THREE months post training support, FREE
- Training certificates, endorsed by CMS Business School , JAIN (Deemed-to-be-University) and AASSC

Training
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Our partners

JGi JAIN DEEMED-TO-BE UNIVERSITY

AASSC

Aerospace & Aviation Sector Skill Council

SWIMS

Certificates

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Professional Diploma

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Post Graduate Program

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Technical

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Mid Term Lease Inspection

Technical Records Review During Re-delivery

Pre-purchase Sales Assistance Inspection

Asset Management

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Technical Asset Management

Re-delivery Management

Maintenance Reserve Management

Contracts Management

Engine Lease Management

Aircraft Repossession & Recovery Management

Aircraft Leasing & Finance

CAMO Management for CAMO Personnel

Mid Term Lease Inspection CCTMTL

Course objective:

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

An instructor lead online certificate program specially designed to upskill engineers who wish to shift gear in their careers to the aircraft asset management sector. Candidates will gain the necessary skills and knowledge related to:

- **Aircraft physical inspection**
- **Record storage area inspection**
- **Review of technical records**
- **Preparing mid-term inspection records**

Learning outcomes:

Upon course completion, candidates will have an understanding of:

- Types of aircraft lease term inspections
- Lease agreement considerations
- Mid term lease inspection deliverables
- How to carry out an aircraft physical inspection
- Aircraft technical records review and storage area inspection
- How to develop current aircraft status reports and related summaries
- How to verify the lessee's maintenance program compliance
- The way to prepare a mid term inspection report

Who is this course designed for?

- Experienced aircraft maintenance personnel, wishing to move into the leasing sector
- Technical representatives / inspectors
- Engineers / AME diploma holders with experience in planning / quality control
- AME diploma holders with on job training experience with commercial airlines

Technical Records Review During Re-delivery CCTRR

Course objective:

An instructor lead online certificate program specially designed to develop skills and knowledge of aircraft technical documentation review, required during aircraft re-delivery / transition. It provides an opportunity for aviation professionals to upskill with a qualification in aircraft technical asset (lease) management.

Duration:

6 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Types of aircraft technical records
> Regulatory structure
> Aircraft leasing and lease contracts
> Redelivery conditions
> Lessee / lessor expectations
> Workscope review and component exchange review
> Structural repair data analysis
> Aircraft certificates and statements
> End of lease term check list preparation
> Aircraft technical specification review
> Review of records pertaining to:
- airframe,
- engines,
- major components (B2B review),
- AD / SB and mods

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines

Pre-purchase Sales Assistance Inspection CCTPPSA

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with a detailed understanding of the skills and knowledge required to learn how to inspect an aircraft. This includes the review of aircraft records and an inspection of the physical condition of the aircraft during purchase. These activities form an essential part of any used aircraft transaction from the perspective of the buyer and the seller.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Aircraft pre-purchase / sales requirements
> Asset overview
> Aircraft configuation assessment
> Physical inspection and records review
> Sales assistance for a pre-purchase inspection
> Report generation

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines

Technical Asset Management CCMTAM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with a detailed understanding of the technical asset management techniques required in the field of aviation. It provides an opportunity for aviation professionals to practice the principles and techniques to evaluate lease terms and conditions and obtain an understanding of the impact of maintenance and aircraft transitions on residual value.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Aviation business models
> Asset management strategies
> Managing the aircraft asset cycle
> Maintaining the aircraft value during operation
> Delivery / re-delivery conditions
> Review of specifications and negotiations
> Lease extensions and revisions in today's environment
> Aircraft conditions:
- delivery,
- re-delivery,
- transitions,
- pre-delivery,
- re-delivery project management

> Areas of risks and opportunities present within the asset management cycle

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Re-delivery Management CCMRM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with a detailed understanding of the elements of of re-delivery, with regard to considerations, processes, commercial aspects, challenges and best practices. It provides an opportunity for aviation professionals to upskill with a qualification in aircraft re-delivery management.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> The leasing industry
> Asset life cyle management
> Types of inspections
> The re-delivery process
> Lease agreements
> The phases of aircraft re-delivery
> Aircraft return details
> Re-delivery commercial considerations
> The roles of MRO / DER
> Re-delivery transition challenges

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Maintenance Reserve Management

CCMMRM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with in-depth understanding of aircraft maintenance reserves (MR's). It provides candidates with an opportunity to explore the various maintenance costs and gain the ability to forecast the same.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Maintenance costs
> Sample maintenance reserves
> Maintenance reserve concepts
> Calculations
> Forecasting and management

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Contracts Management CCMCM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with an understanding of various types of lease agreements and contracts between a lessee and lessor. The understanding of various clauses and contract management ties in with technical asset management.

Duration:

1 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Various lease agreement and contract types between lessor and lessee
> Specific criteria clauses and definitions such as:
- the Cape Town Convention clause
- quiet enjoyment
- qualifying maintenance events

> Industry best practices for effective contracts management
> How contracts management ties in with technical asset management

Who is this course designed for?

> Personnel with a background in finance
> Aviation professionals
> Legal personnel
> Managers
> Personnel with a project management background

Engine Lease Management CCMELM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with the skills and knowledge required, related specifically to engine lease management activities. This course includes key elements such as engine selection, engine maintenance reserve reviews and strategic life cycle planning.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Engine selection
> Engine shop visit management
> Workscope review
> Table inspection
> LLP review
> AD / SB assessment
> Material management
> Invoice review
> Life cycle analysis
> Reserve claim analysis
> Life cycle assessment fro purchase or strategic planning
> Review engine maintenance reserves

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Aircraft Repossession & Recovery Management CCMARRM

Course objective:

An instructor lead online certificate program specifically designed to equip candidates with a detailed understanding, related specifically to the types of aircraft repossession and recovery management activities, the pitfalls; legal requirements; Cape Town Convention (CTC), and international treaty obligations. This course will also discuss aircraft records digitisation and digital systems.

Duration:

3 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Repossession types
> Pitfalls
> Applicable legal requirements
> State of registry
> Contracts and agreements
> Importance of no man's land / international waters
> Applicable notices and appropriate approaches
> Rights of ownership and owner trustee issues
> CTC: Section 10 Insolvency & Bankruptcy
> International treaty obligations
> Lessor's overall exposure
> Asset(s) location
> Titled major assemblies and maintenance condition
> Installed titled major assemblies and ownership status
> Records location and condition
> Status of records digitisation and digital systems

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Aircraft Leasing & Finance CCMALF

Course objective:

An instructor lead online certificate program specifically designed for individuals wishing to gain knowledge, insights and understanding in aircraft leasing and finance. Suited for professionals seeking a comprehensive understanding of dynamics of aviation leasing and financing markets and an appreciation of various aircraft appraised values and their implications .

Duration:

5 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Dynamics of aviation finance and leasing
> Various aircraft appraised values and their implications on aircraft leasing and financing
> Legal aspects related to aircraft leasing and financing
> Preserving asset value with technical and asset management
> Role of digitization in the commercial aviation ecosystem

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

CAMO Management for CAMO Personnel CCMCAMO

Course objective:

An instructor lead online certificate program specifically designed for candidates interested in CAMO management. Providing a thorough understanding of the role of Part-CAMO, and specifically the area of Continuing Airworthiness CAMO. This course covers the relevant regulations and procedures, responsibilities, and tasks needed to provide CAMO support during aircraft transition.

Duration:

4 Day / 2.5 hour sessions daily
11:00am to 1.30pm GMT*
(*times may vary)

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Considerations related to EASA Part-CAMO
> Basic introduction to EASA regulations and Part M plus Subparts
> Occurrence reporting in an EASA Part-CAMO Organisation – Mandatory & Voluntary Managing Competence within an EASA Part-CAMO Organisation
> Considerations related to EASA Part-CAMO – CAME
> Compliance monitoring in a Part-CAMO environment
> Supporting lessors during aircraft transition

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> Non-graduates with DGCA/EASA/FAA certification having on job training experience with commercial airlines
> CAMO personnel

Duration:

6 Months

500 Hours

Mode Blended On-line

Weekends

Professional Diploma

Technical
Asset Management

Course objective:

You will be able to gain knowledge and insights into aircraft leasing and finance. Suited to professionals with a detailed understanding of the dynamics of aviation leasing and financing markets with experience aircraft technical asset management activities.

Learning outcomes:

Upon course completion, candidates will have an understanding of:

> Types of lease
> Lease agreement overview
> Lease term aircraft inspections
> Detailed record review
> Redelivery management
> Repossession and recovery
> Aircraft trading
> Remarketing project / technical asset management

Who is this course designed for?

> Experienced aircraft maintenance personnel, wishing to move into the leasing sector
> Technical representatives / inspectors
> Engineers / AME diploma holders with experience in planning / quality control
> AME diploma holders with on job training experience with commercial airlines
> Senior executives from airlines and leasing and financial institutions

Duration:

1 Year

1,000 Hours

Fridays
& Saturdays

Post Graduate Program

Aircraft Leasing
& Finance

About the program:

Acumen Aviation in collaboration with the aviation wing of CMS Business School, Jain (Deemed-to-be- University) presents a 1 year Post Graduation Program in Aircraft Leasing and Financing (under the executive development program) to equip candidates with the necessary knowledge and skill so that they are found ready and able to help meet the growing demands of the aviation industry

Program objective:

You will be able to gain knowledge and insights into aircraft leasing and finance. Suited to professionals with a detailed understanding of the dynamics of aviation leasing and financing markets with experience of various aircraft appraised values and their implications on aircraft leasing and finance.

Eligibility:

Post Graduates / Graduates in Engineering / Commerce / Science / Law / Insurance /Marketing MBA in Finance / Operations / Project Management / Aviation / Asset management / Marketing.

Summary:

Classes: 10 Month

Project: 02 Month

Mode: Online / Offline

Assessment: Exams + Projects + Assignments

Credits: 56

Post Graduate Program

Aircraft Leasing & Finance

Learning outcomes:

> Demonstrate understanding of core principles and concepts applicable to aviation leasing and finance

> Acquire practical working knowledge of aircraft operating leases and other forms of financing structures and documentation

> Gain an in-depth understanding appreciation for aircraft lifecycle, asset management, maintenance reserves, aircraft inspections, technical records review, aircraft repossession and recovery

> Develop familiarity with key legal, regulatory, taxation and insurance issues pertaining sector and market participants

> Understanding of detail aircraft valuation, fleet planning, aircraft trading and re-marketing

Who is this course designed for?

> Aircraft asset management and investment professionals

> Executives in banks, private equity, and investment managers

> Para-legal professionals

> Asset managers

> Fresh graduates in engineering and post graduates in science or commerce background

> Mid-career professionals from aviation / finance / legal / insurance looking for a career shift

Course enrolment

Visit us today:
acumenaviationtraining@trainercentral.com

Sign up and create an account,
login and register.....it's that simple.

All available courses are listed under the menu heading "All Courses".

Simply select and **Enrol now !**

We accept payment by credit or debit card in USD, EUR and INR currencies. Alternatively, payment through wire transfer is also available.

What else do you need to know ?

PC / Laptop / Mac specifications required

> Speakers and microphone: built-in or a USB plug-in or wireless Bluetooth Webcam: built-in or USB plug-in
> Processor: with Dual Core 2Ghz or Higher (i3/i5/i7 or AMD equivalent)
> RAM: 4 GB or higher
> OS: Either MacOS 10.7 or higher OR Windows 8 or higher
> An internet connection: Minimum bandwidth of 3.0 Mbps (up/down) Browser: IE 11+, Edge 12+, Firefox 27+, Chrome 30+

We use ZOHO / Zohotrainercentral application to conduct online training. ZOHO works on a variety of PCs / Laptops / Mac systems as well as phones and tablets.

Corporate enquiries

Acumen Aviation can deliver the listed courses on mutually agreeable dates and timings for a certain minimum number (usually 10) of participants.

Customised programs

We are pleased to accept tailored course requests based on the focus, size and learning objectives. Please contact training@acumen.aero for such requests with subject code CTP.

Contact us

For registration details:
training@acumen.aero

Visit:
acumen.aero/training
or
acumenaviationtraining@trainercentral.com

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Here's what's on Jan to Dec 2022?

CERTIFICATE/ POST GRADUATE & DIPLOMA PROGRAMS
AIRCRAFT LEASING AND FINANCE SECTOR

Course schedule & Course fee

JANUARY 2022 - DECEMBER 2022

COURSE NAME	STARTING	ENDING
Aircraft Leasing and Financing (5 Days)	17th Jan '22	24th Jan '22
	23rd May '22	30th May '22
	3rd Oct '22	11th Oct '22
Aircraft Technical Asset Management (4 Days)	11th Jan '22	13th Jan '22
	6th Jun '22	9th Jun '22
CAMO Management (4 Days)	7th Feb '22	9th Feb '22
	20th June '22	23rd June '22
Aircraft Technical Records Review During Redelivery (6 Days)	14th Feb '22	22nd Feb '22
	4th July '22	12th July '22
	7th Nov '22	15th Nov '22
Aircraft Maintenance Reserves Management (4 Days)	7th March '22	9th March' 22
	18th July '22	21st July '22
	17th Oct '22	20th Oct '22

COURSE NAME	STARTING	ENDING
Aircraft Redelivery Management (4 Days)	21st March '22	23rd March '22
	1st Aug '22	4th Aug '22
	28th Nov '22	1st Dec '22
Aircraft Mid Term Lease Inspection (4 Days)	11th Apr '22	18th Apr '22
	22nd Aug '22	25th Aug '22
	5th Dec '22	8th Dec '22
Engine Lease Management (4 Days)	25th Apr '22	27th Apr '22
	5th Sept '22	8th Sept '22
Aircraft Pre- Purchase Inspection/ Sales assistance (4 days)	9th May '22	12th May '22
	26th Sept '22	29th Sept '22
Post Graduate Program in Aircraft Leasing & Financing (1 year)	July '22	June '23
Diploma Program In Aircraft Technical Asset Management (8 months)	June '22	Nov '22

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