

Course Catalogue 2024-25

A graphic for the Training logo consisting of several overlapping triangles. A large dark blue triangle is at the base. Inside it, a yellow triangle points to the right. To the right of the yellow triangle is a light blue triangle. Above the yellow triangle is a smaller dark blue triangle. To the right of that is another light blue triangle. The word "Training" is written in white across the dark blue triangle.

Training

Learn | Develop | Achieve

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



ACUMEN

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.

Market growth has returned and there has been a renewed emphasis on all aspects of asset management training. Our department continues to experience significant growth and has again delivered a plethora of external courses throughout the last year.

Acumen is proud of its partnership with The School of Aviation and Aerospace Management (SAAM), JAIN (Deemed-to-be-University) India, offering the executive post graduate program in aircraft leasing and financing.

This is an exciting chapter for us as we continue to expand both the reach and focus of our various short term certificate and diploma programs in the aircraft leasing & financing sector. This is all part of our plan 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.

Venkat Ganapathy

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.



Our partners



JAIN
DEEMED-TO-BE UNIVERSITY



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.



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 SAAM, JAIN (Deemed-to-be-University).



Choose a
course that's
right for YOU

Certificates

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**Professional
Diploma**

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Technical

Pages 07-09

Mid Term Lease Inspection

Technical Records Review During Re-delivery

Pre-purchase Sales Assistance Inspection

Certificates

Asset Management

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Technical (CCT)

Asset Management (CCM)

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 CCTML

Course objective:

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

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:

- 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 CCTRA

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 CCTPFA

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 configuration 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.

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

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



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 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 cycle 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 CCMARM

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 CCMA&F

Course objective:

An instructor lead online certificate program specifically designed for individuals wishing to gain knowledge, insights and understanding in aircraft leasing and finance.

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

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.

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 digitisation 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.

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

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.

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

250 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:

10 Month

400 Hours

**Fridays
& Saturdays**

Executive Post Graduate Program

Aircraft Leasing
& Financing

About the program:

The School of Aviation and Aerospace Management (SAAM), JAIN (Deemed-to-be-University), in collaboration with Acumen Aviation, presents a 1 year, credit based, Executive Post Graduate Program in Aircraft Leasing & Financing. This course is designed to equip you with the necessary knowledge and skill to meet the growing demands of the aviation industry.

Aircraft leasing is experiencing rapid growth and innovation. We have now already reached the tipping point with more than half of all global commercial aircraft being on operating leases. Thus, skills needed for the leasing industry are constantly evolving.

Program objective:

You will 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: 42

Executive Post Graduate Program

Aircraft Leasing
& Financing

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



What do our clients say ?



The course gave an insight into the midterm lease process

Joseph Kidangan George
Duty Manager



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



It was informative. Well-arranged given the current scenario

Navin Kumar
Licensed Aircraft Engineer



Course enrolment

Visit us today:

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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 of participants (usually 10).

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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Training

Learn | Develop | Achieve



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