



# Certificate Program Aircraft Risk Management

**3-day program**  
(2.5-hour sessions / day)

Instructor Led  
Online Training Course

Contact us:  
[training@acumen.aero](mailto:training@acumen.aero)

Visit us:  
[acumen.aero / training](http://acumen.aero/training)

## Objective

This three-day (2.5-hour sessions daily) instructor led online certificate program specifically designed to equip the candidates with detailed understanding of basic issues involved in aviation investment risk management. This course provides the information needed by bankers, operators' technical managers, asset lessors and lessees plus legal and other professional advisors concerned with minimizing risk and maximizing opportunities in aviation finance and management.

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## Learning Outcomes

**Upon course completion, participants will have an understanding of:**

- Importance of risk and portfolio management for aircraft lessors
  - Introduction to risk management
  - Types of risk
  - Risk-management techniques
  - Choosing a strategy
  - Aircraft portfolio acquisition channels
  - Risks inherent with the business of leasing
  - Understanding and managing asset side risk
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## Who Should Attend?

- Experienced aircraft maintenance personnel who are wishing to shift their career to leasing industry
  - Senior managers from banking
  - Technical representatives / inspectors
  - Engineers /AME diploma holders with experience in planning / quality control
  - AME diploma holders with on job training experience with commercial airlines
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## Fees, Payment and Course Info

Course Fees	230 EUR / INR 20,000 Plus taxes. Contact us. email: <a href="mailto:training@acumen.aero">training@acumen.aero</a> Early bird discounts (5 %) and group discounts (10%) available no later than 10 days prior to the event start date.
Mode of Payment	Via-credit card through payment link or through wire transfer, details will be provided upon request. Please write to : <a href="mailto:training@acumen.aero">training@acumen.aero</a>
Course Delivery	Training will be conducted Online using online training platform. Course will include Pre read material, case study and exercises to develop the confidence level of the participants.
Course Dates	Please view <a href="http://acumen.aero/training">acumen.aero/training</a>
Duration / Timings	3 Days / 2.5-hour sessions daily. 11:00 a.m. to 1:30 p.m. GMT
Course Award	Soft copy of the certificate will be issued jointly issued by Acumen and CMS Business School, Jain (Deemed-to-be university). Hard copies will be couriered to the candidates upon request with additional courier charges.
Requirements	<ul style="list-style-type: none"><li>• Desktop / laptop with compatible OS: Windows 7 (Version 6.1 and above), Mac OS X 10.10 and above</li><li>• Built-in / plugged-in / wireless speakers and microphone</li><li>• Web camera</li><li>• Internet Speed 8Mbps for audio, video, and screen sharing</li><li>• Supported Web Browsers: Chrome - 55 and above / Firefox - 54 and above</li></ul>
Course Material	Training material (soft copy) will be given to all the participants.
Contact Information	+91 9892420363.  Email : <a href="mailto:training@acumen.aero">training@acumen.aero</a>



## About Us

### Acumen Aviation

Acumen is an aircraft asset lease manager with a global platform, established in 2009, headquartered in Ireland with offices in India, China and the USA. Acumen's management team has over 300 years of cumulative experience with a permanent staff of over 90 people. Acumen offers a full range of services throughout the lifecycle of the aircraft including aircraft sourcing, pre-purchase inspections (physical and records), project management, lease management, re-marketing, fleet audits, aircraft trading, power plant management, aircraft valuations and CAMO services. Its customers include aircraft lessors, airlines, banks, private equity and investors.

### CMS Business School

Jain (Deemed-to-be University) is one of the top private universities in India that draws students from more than 25 countries to one of the world's fastest growing cities – Bangalore, empowering students to challenge conventional thinking and pursue original ideas. It is a destination for highly ambitious students who want to excel in their career and become experts in their areas of interest. It continues to advocate creativity, innovation and sportsmanship and takes pride in having produced several inspiring personalities. A deemed university for eight years, it has steadily managed to clinch top positions in various ranking surveys.

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## Instructors

**Donal Lowry**  
Head of Asset Management

Donal Lowry heads activities in Asset Management, manages the US office and sales activities across the Americas. With over 40 years of experience, he trained as an aircraft engineer and has held licenses and approvals on both Boeing and Airbus aircraft as well as holding the position of Chairman of the Dublin Branch of the Royal Aeronautical Society

**Eamonn Cronin**  
ED & CCO

Eamonn Cronin heads the Acumen Dublin office and Commercial Lease business development which includes sourcing, trading and re-marketing aircraft. He is also the Chief Commercial Officer. He has over 25 years of experience. He has established and is currently on the board of a number of investor entities in Ireland



# Other certificate & post graduate program in aircraft leasing and finance sector



Acumen has acquired significant professional expertise in aircraft asset management sector over the years. To address knowledge and skill gaps of the workforce within this sector, these programs provide an opportunity for aviation professionals to upskill.

Course design is based on Training Need Analysis (TNA) and expertise. Participants will learn through live interactive sessions, case studies and assignments.

All these courses will be held online and are instructor led

## Course Calendar

### Course Schedule\*

APRIL 2021 - MARCH 2022

COURSE NAME	STARTING	ENDING	COURSE NAME	STARTING	ENDING
Aircraft Technical Asset Management (5 Days)	12 <sup>th</sup> April '21	19 <sup>th</sup> April '21	Aircraft Pre-Purchase Inspection / Sales Assistance (4 Days)	18 <sup>th</sup> Oct '21	21 <sup>st</sup> Oct '21
Aircraft Technical Records Review During Redelivery (6 Days)	17 <sup>th</sup> May '21	25 <sup>th</sup> May '21	Aircraft Technical Records Review During Redelivery (6 Days)	22 <sup>nd</sup> Nov '21	30 <sup>th</sup> Nov '21
Aircraft Redelivery Management (6 Days)	21 <sup>st</sup> June '21	29 <sup>th</sup> June '21	Aircraft Mid-Term Lease Inspection (5 Days)	6 <sup>th</sup> Dec '21	13 <sup>th</sup> Dec '21
Aircraft Mid-Term Lease Inspection (5 Days)	19 <sup>th</sup> July '21	26 <sup>th</sup> July '21	Aircraft Leasing & Financing (5 Days)	17 <sup>th</sup> Jan '22	24 <sup>th</sup> Jan '22
Engine Lease Management (4 Days)	23 <sup>rd</sup> Aug '21	26 <sup>th</sup> Aug '21	Aircraft Risk Management (3 Days)	21 <sup>st</sup> Feb '22	23 <sup>rd</sup> Feb '22
Aircraft Maintenance Reserves Management (4 Days)	20 <sup>th</sup> Sept '21 21 <sup>st</sup> March '22	23 <sup>rd</sup> Sept '21 24 <sup>th</sup> March '22	Post Graduate Program in Aircraft Leasing & Financing	April '21	March '22

APRIL '21							MAY '21							JUNE '21							JULY '21							AUGUST '21							SEPTEMBER '21																																																																																																														
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Course duration & respective fees (excluding applicable taxes) \*All courses are online and instructor led.

3 Days: 230 EUR / INR 20,000	4 Days: 290 EUR / INR 25,000	5 Days: EUR 350 / INR 30,000	6 Days: EUR 375 / INR 32,000
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Course Timings: 11:00 a.m. to 1:30 p.m. GMT, 2.5 Hours/day





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