

Introduction to Masters and PG Diploma in Aviation Law and Air Transport Management

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Scheme of Discussion

- **Part I:** NEP-20 and Multidisciplinary Approach. The Linkage between Law and Technology, Techno-Driven Laws including Air Law, Space Law, IT Law, IP Law, Cyber Law, Telecom Law, etc.,
- **Part II:** Relationship Between Law and Management, Understanding Management, Interplay between Law and Management, Business and Management, Global Aviation Developments and Changing Management Patterns
- **Part III: Why Aviation Education,** Aviation Business and Employment Opportunities, Why Aviation Courses at NALSAR? About NALSAR and CASL/CADL, Objectives of the Course.
- **Part IV:** Description of the Course Structure- Masters Programme, Brief Description about the Papers and Modules, 6 Papers on Law and 6 papers on Management

NEP -20 AND MULTIDISCIPLINARY APPROACH

- National Education Policy 2020 is an important policy document that provides the vision of the government for modernizing education in India. Multidisciplinary education is of utmost priority in achieving modernization
- Multidisciplinary Approach will stimulate higher education environment. It will promote holistic education. It will encourage community engagement. It will lead to value-based education. It will promote global citizenship education. Multidisciplinary shall be oriented towards solving the problems of society
- A multidisciplinary approach is a key method to combine knowledge from different platforms and achieve a goal with the knowledge of other disciplines. It is a scholarly method often used to obtain a clear conclusion to a hypothesis by the knowledge of several disciplines.
- The concept 'non-law related' must be buried and replaced with the attitude of welcoming new sources of information and solutions across different disciplines. The multidisciplinary approach helps the student to stay objective and implement a comparative study. It brings the intelligence of different fields together.

NALSAR's outlook towards Multidisciplinary approach

- The university offers diplomas, undergraduate, postgraduate and doctorate degree programs in law and allied areas.
- The university offers programs both in regular as well as distant mode. NALSAR has introduced 'Choice Based Credit System' for all its undergraduate and post graduate programs offered in regular mode.
- All courses are designed in such a way that each course comprises both teaching and research. 'Academic Flexibility' is the major hallmark of our curricula.
- The university provides academic flexibility in curricula by offering a wide range of courses to choose from. There is also flexibility in examination and evaluation pattern for students allowing them to represent the university at various national and international events.
- **NALSAR'S Innovative Courses:** Introduction of CBCS, Mentor mentee Programme, Elective and Seminar Courses, Flexible Credit Policy etc... **NALSAR's on sight and On line Innovative Courses with Multi-disciplinary Approach** - Masters and Diplomas in Air, Space, Defence, Maritime, GIS and Remote Sensing areas.

Law and Technology

- Law follows technology or technological developments necessitate the legal regulations. It is true with the aviation technologies.
- In a span of over a century from the invention of aircraft by Wright brothers in 1903 to the present, many technological developments occurred .
- Propeller -driven planes giving way to jets, which have now been surpassed by planes that can fly into space leading to Aerospace Transport
- Ongoing developments in aviation technologies illustrates the observation that “Law lags science; it does not lead it.”
- Relationship between law and technology has always been uneasy. Law had been slow and lethargic to respond to new technologies.
- Law makers, and policy Makers are handling problems posed by technologies However, some time they are finding difficult to address these issues.

Law and Technology Cont..

- New technologies invented over the last few decades has revolutionized governance, transportation, commerce, communications, delivery, and nearly all aspects of our lives.
- Technological development is a continuous process. It is improving all the time.
- Vast opportunities have opened up in enhancing prosperity and security.
- The protection of critical infrastructure in the face of cyber of attacks; likely joblessness on account of increased automation; change in the nature of workplace due to 3-D printing are some of these.
- Law has to move in- tandem with the technological advances.
- **The law is behind the times. - Oliver Wendell Holmes**
- Techno-Driven Laws including Air Law, Space Law, IT Law, IP Law, Cyber Law, Telecom Law, etc.,

Aviation Technologies and Law

- Thousands of year's human beings have looked to the skies with hope and admiration.
- The dreams of achieving artificial flight have occupied the imaginations of thinkers and engineers since the days of ancient Greece right up to the time of Leonardo da Vinci.
- Although these flights of fancy were ultimately futile, in 1903 Wilbur and Orrville Wright brothers finally turned centuries of dreaming into reality when they flew 120 feet in Kitty Hawk, North Carolina on December 17th, 1903.
- Since that time, aviation has been technologically revolutionized by the introduction of the jet which permitted a major form of transport throughout the world.

Aviation Technology and Law

- **In the aircraft industry**, the focus is on developing materials for building lighter and resistant structures, leading to reduced fuel consumption.
- **In airlines**, studies are directed toward the development of new business models to ensure the longevity of companies.
- **Researches on airports** look into the provision of quality services to passengers.
- **Finally, in the area of policies**, several studies focus on identifying instruments that could decrease emissions and increase energy efficiency in the sector.
- **Contribution of technology** - lower the cost of air travel.
- **Fuel-efficient engines, Low maintenance, an improved materials** have progressively allowed airlines to lower air fares and allowing more and more people to use air transportation on a routine basis.

Space Technology and Space Law

- 20th Century Achievement of Mankind.....
- With the Successful launch of Sputnik-I by former USSR on 4th October, 1957, marked the beginning of space age, space era or Fourth Dimension of Human Activity
- Since then new developments-Yuri Gagarin- the first man in space, Neil Armstrong- the first man on the moon, Dennis Tito- the first space tourist and space hotels and space property rights etc.. With all these developments we have entered into a new era – the era of solving problems of Earth from Space.
- All these developments so far were the primary contribution of scientists. Now what is the role of lawyers? What do we have to do with these developments. This is exactly where we have to understand the role of space law.
- With the increase in technological developments there has been a corresponding growth in the role of law.
- The saying is that law follows technology is a fact which cannot be disputed and that has been the case in the area of space developments too.

Changing Dimensions of Aviation Governance

- **Friends-** Five important decisions which have influenced the International Business Environment and Global Civil Aviation Governance Structure.
- **1. Globalization 2. Liberalization 3. Privatization 4. Digitalization which helped the socialization and Social Media and 5. Govidization**
- Concept of Globalization, Kinds of Globalization and its Impact on Different Sector
- Impact Of Globalization On Civil Aviation Governance
- Globalization of Civil Aviation In Different Regions

Linkage between Management and Law

- By studying Management, one can gain the skills and **knowledge essential for managing key areas of organizations.**
- It helps to develop an understanding of the role and **interrelationship between strategic management, human resource management and operations management.**
- Further, it also helps in appreciating of the **global challenges facing managers from both an operational and a strategic perspective**, and are sensitive to the need for mainstreaming of business ethics and corporate social responsibility into management policy and practice.
- **Managers often possess an attitude that separates legal issues from the strategic and operational concerns of the business.**
- However, in a global economy where goods, services, and investments move across political borders, subjecting businesses to the growing complexity of regulation and liability in other countries, this conventional approach to legal concerns is no longer realistic.

Business and Management

- The development of **business** is heavily influenced by the **legal environment, including the global legal environment and technology**.
 - Business takes advantage of opportunities afforded by the economic, political, social, and technological environment. Business practices must change to meet the changing environment – including the legal environment.
 - If the legal system is too rigid the economy is restricted. It may also be that certain fields of technological endeavor are more restricted by laws than others.
 - Imagine doing **business** without any **legal** means **to** protect your best interests, you'll understand why the rule of **law** is important **to business**.
 - The rule of **law** gives everyone a framework for **how to** act and operate. It holds people, **businesses** and government accountable for their actions,
- Origins of Management

Global Aviation Developments and Changing Management Patterns

- With the increasing globalisation of economies, liberalisation of aviation policies, new technological developments in civil aviation.
- Further, private participation in airlines and airports, liberal and “open skies” bilateral agreements, are the some of the new trends.
- Deregulation and intensified global competition are forcing airlines to become responsive, competitive and efficient by focusing more closely on their customers and operations.
- The technological, infrastructural, institutional, economic and human challenges have prompted those in charge of airlines and aviation-related agencies to effect a shift in their policies and approaches pursued for years.

Changing Management Patterns Cont..

- The attitude of the government and industry towards the regulation of air transport has undergone a profound change over the past few decades in almost all parts of the world.
- The worldwide impact of deregulation, privatization and globalization forced all parties to rethink the ground rules by which the airline industry had been regulated since the Chicago Convention 1944.
- Even many countries in Asia and Africa, which once adopted a defensive position against liberalization, have recognized powerful pressures for changes in the regulatory system
- The global economic forces are compelling the governments and airlines everywhere to redefine their respective roles in air transport Management.

Why Aviation Education?

- India's Aviation industry is witnessing a high growth trajectory. It is expected to become the third-largest aviation market by 2024 & the largest by 2030.
- **Reasons for this Optimism:** Growing population, increasing of Middle class incomes, low-cost carriers, relaxing the FDI norms, Introduction of PPP in Aviation industry, modernization of airports, growing customer base, healthy competition in the market and growing regional connectivity,
- Further, A large and fast growing domestic market; A strategic geographic location at the crossroads of key intercontinental routes; A large global diaspora that continues to maintain strong ties with India; An abundance of natural, historical and cultural attractions to attract tourists;
- A competitive and growing pool of English language speakers and engineers; Rising domestic Gross Domestic Product (GDP); Demographic dividend; Rising urban population; Significant changes in domestic and international markets and so on

Aviation Growth and Employment Opportunities

- Sky is the limit when it comes to the aviation industry. That there is certainly a plethora of diverse employment opportunities in the lucrative aviation industry is well known.
- The past and projected future growth of general business aviation in India has been driven by the strong economic growth past few years. Air travel was once considered a luxury for both business and private needs. This perception has now changed.
- It was in the late 1980's the liberalization and open sky policy started in Indian aviation industry. Privatization of airports through the PPP Model has further opened doors for lucrative business opportunities for many private players.
- The winds of LPG have brought legal and managerial challenges and only those who take steps to appropriately train themselves professionally can think about evolving in their employment.

Why Aviation Courses at NALSAR ?

- About the NALSAR- NALSAR University of Law established by Act 34 of 1998 with the objectives of producing professionally Competent, technically Sound and Socially Relevant Lawyers.
- NALSAR consistently ranked as one of the best Law University in India.
- NALSAR is approved by the BCI and UGC. It has been graded as Category-I University by the UGC for Grant of Graded Autonomy Regulations, 2018.
- NALSAR has been accredited by NAAC A++ with 3.60 CGPA out of 4.00.
- NALSAR's Academic Social Responsibility
- NALSAR Courses— Regular---BA.LLB Hons. LL.M Ph.D
- NALSAR DDE Courses Master and Diploma Courses

CASL and CADL

- One of the contemporary but neglected areas in Indian legal realm is Air & Space laws.
- NALSAR established advanced Centre for Air and Space Law (CASL) in 2005. Since then, CASL has evolved a leader in promoting the study of and research in the specialized fields of Air and Space Law.
- CASL, NALSAR has launched few innovative and value added programmes in Aviation, Space, Telecommunications, GIS and Remote Sensing Laws to cater to the needs of unprecedented aviation growth, which calls for thousands of skilled manpower to meet the managerial requirements of the rapidly growing airports, airlines and aerospace sectors.
- There is an acute shortage of aerospace legal and managerial professionals around the world. The aforesaid courses are a unique value added qualifications which would help the aspirants acquire global placements in the aero-space and Defence industry.

Who made it and why?

- With the support from various organisations such as Ministry of Civil Aviation, Ministry of Defence, ISRO, Surveyor General of India and representatives of the Telecommunications industry and private sector.
- **Why?** NALSAR's initiative crystallizes an academic – industry partnership in the domain of Air Transport Management, Aviation, Space and Telecom Laws which makes the programme first of its kind not only in India but also in this part of the world.
- **About the CADL-** It is the only University in India which can proudly reveal the fact that it has offered Special courses in Air & Space Law at UG PG level and has been produced more than 100 students as Experts in the same domain and more than 900 Masters and Diplomas
- I will be glad to tell you that these students have been catering to the needs of National as well as international aviation sector by rendering their services in various capacities such as Legal advisors, legal consultants, Practicing lawyers, in-house counsels in various International & National Law firms.
- Suffice it to say, NALSAR is the one and only University which has established a dedicated centre for Aerospace and Defence Law in India

Objective of the Courses

- Aviation Law & Air Transport Management is a rare combination.
- NALSAR-CADL has taken an initiative to offer this unique programmes to benefit the students/ working executives to gain the competitive edge in their career profiles.
- To provide best aviation education with global perspective, affordable cost.
- Legal and Management aspects of Aviation Industry is so well interconnected that the study of one aspect was incomplete without the study of the other.
- Thus NALSAR, through its CADL has introduced Masters and PG Diploma Programmes in Aviation Law and Air Transport Management.
- Through this program we aims to create an industry of aviation managers and lawyers to cater the growing aviation industry at National and International .
- Our course participants would not only have a sound and strong foundation on legal and management patterns of aviation sector but also will be well-equipped to handle practical and contemporary aspects and challenges faced in the daily governance of the aviation.

Objective of the Course Cont..

- NALSAR-CADL intend to institutionalizes the academic-industry partnerships in the domains of air transport management and aviation law.
- While some of the aviation management programmes may include aviation Law as a subject, in this Programme participates become aviation law experts, certified by a leading Law University,
- This also gives a rare opportunity for Lawyers to get a rare specialization in aviation law, while becoming an air transport management expert.
- Course Participants will have a sound and strong foundation on legal and management patterns of international civil aviation sector
- Also will be well-equipped to handle practical and contemporary aspects and challenges faced in the daily governance of the aviation

Objectives of the Course Contd.

- The Aviation Law and Air Transport Management course have been developed specifically for those aviation professionals who are currently working in the aviation and associated industries.
- This course satisfies the requirements of Aviation Lawyers, Aviation Managers, pilots, aircraft engineers, air traffic controllers, airport operators in terms of their workplace duties and associated legal and regulatory responsibilities.
- This course also provides a general overview of the law and legal systems including contract and tort law and also areas of corporate and criminal law.
- Students undertaking aviation-related studies would benefit from this course as it presents all the areas of the law that impinge upon aviation activities.

DESCRIPTION Of The COURSE STRUCTURE

- The Master's and PG Diploma programmes of Aviation Law and Air Transport Management is a unique blended version of '*Onsite and Online*' modules which is spread across two years and divided in four semesters one year with two semesters respectively.
- The rigorous program comprises of twelve papers along with Dissertation in Masters and six papers in PG Diploma Programme.
- The structure of the Masters programme is as follows:
- **SEMESTER I:**
 - General Principles of Law
 - International Air Law
 - General Principles of Management
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Structure of the Course Cont.,

- **SEMESTER II:**
 - Domestic Air Laws in India
 - Airport Management
 - Airline Management
- **SEMESTER III:**
 - Aviation Safety, Security and Liability Laws
 - Air Space & Air Traffic Management
 - Air Transport Economics and Statistics
 - Aviation Marketing
- **SEMESTER IV:**
 - Aviation Contracts and Tenders
 - Aviation Corporate Laws
 - Dissertation

Structure of the PG Diploma

- **SEMESTER I:**
 - General Principles of Law
 - International Air Law
 - General Principles of Management
- **SEMESTER II:**
 - Domestic Air Laws in India
 - Airport Management
 - Airline Management

Conduct of the Course:

- **Onsite Sessions:** Each paper is conducted by the experts in their respective fields who will apart from creating a strong theoretical base would also seek to impart information on practical and contemporary issues involved in the working of the aviation industry through mock exercises and case study methods during the onsite sessions.
- The onsite session will be conducted in each semester for 5 days will be held in the NALSAR Campus.
- **Online Sessions:** Such theoretical and practical dispersion of the knowledge so received during the Onsite Sessions is sought to be enhanced through the Online E-Learning Sessions.
- Relevant course materials will be updated on the web-site and the course participants will be given a user-id and password through which they can access these online reading materials.
- Participants can also have one-to-one discussions with the course experts through the online mode as well.

Structure –Paper I: General Principles of Law

- The paper is designed with the intention of providing the course participants with an overall understanding of the fundamental concepts and principles of law and also develops an in-depth base on the functioning of law in government, society and our lives.
- This paper broadly divided into six modules:
- **Module I – Module I - Introduction to Law:** Discuss about the definition, nature, scope, sources and importance of law.
- **Module II – Indian Constitution and administrative law** including nature history and development, salient features of the Indian Constitution. This module also briefly covers the important features of administrative law.
- **Module III – Indian Judicial and Legal Systems including Indian Judiciary, Civil and Criminal Court Structure.**
- **Module IV – Dispute Settlement: The Role of ADR** also briefly touches the Quasi Judicial Settlement mechanisms
- **Module V – Interface Between Law and Technology**
- **Module VI- Legal Research Methodology and Project Writing Techniques**

Paper II: International Air Law

- Module -I: Introduction to International Law including Definition, Nature Scope, Sources, Subjects, Relations between International Law and Municipal Law.
- Module-II Covers Introduction to International Air Law including Definition, Sources, Theories and Subjects of Air Law.
- Module-III Covers Chicago Conference and Chicago Convention. It briefly touches the historical evolution of Chicago Convention and the outcome of the Chicago Conference
- Module-IV focuses on the Structure and Functioning of the International Civil Aviation Organisation (ICAO). Its role in making International Air Law including the recent Aviation Treaties
- Module-V: Application of New and Emerging Technologies in Civil Aviation Industry
- MODULE VI: Globalization, Covidization and Its Impact on Aviation Industry

Paper III: Principles of Management

- **Module I** – Introduction to Management including History of Management, nature and process of Management, functions of Management including planning, organization, direction control and coordination.
- **Module II** – Covers Organizational planning including concepts of planning, importance of planning, limitation of planning, components of planning and guidelines for policy formulation in organization planning.
- **Module III** -covers Organization including concept and theories of organization, Human factors and important steps in organisation, types, structures and principles of organization.
- **Module IV**– Covers the directing of the Organization including Motivation in Organization, including the process, objectives, mechanism and significance of motivation in organization.
- **Module V** – Leadership including functions, various views on leadership. It also covers leadership powers, attitudes and framework model of leadership.
- **Module VI** – Control including types, process and methods of Control and its importance and shortcomings.
- **Module VII** – the importance of coordination in organizations.

Paper IV: Domestic Air Law

- **Module I: Domestic implementation of International Air in EU, UK and USA-** Why and How Domestic Implementation of International Law,
- **Module II: Aircraft Act, 1934 and Aircraft Rules, 1937-** Aviation Regulation before 1911. Airships and Aircraft Act, 1911 and Aircraft Rules, 1920, Aircraft Act, 1934, Aircraft Rules, 1937 and Various Amendments
- **Module III: Domestic Implementation of Air Safety and Security Regulations in India--**ICAO, India and Air Safety Regulations, DGCA and Air Safety Regulations, Air Safety Regulations and Recent Developments, Aviation Security Regulations in India.
- **Module IV: Aviation Liability in India-** Civil and Criminal Liability in India Carriage by Air Act, 1972, The Carriage by Air (Amendment) Act, 2009, Mangalore crash and Implementation of Montreal Convention of 1999.
- **Module-V: Civil Aviation and Contemporary Issues in India-** Globalization, Liberalization and privatization (GLP) of aviation sector and Indian Responses , Airport Privatization Legal Issues, The Airports Authority of India Act, 1994 and various amendments, Joint Airlines Privatization Legal Issue, FDI in Aviation Sector Consumer protection and Civil aviation and Important Cases

Paper V: Airport Management

- Module I- Fundamentals of Airport Management, Historical Evolution of Airport Management
- Module II - Airport Operations and Service Quality--Airport Planning & Development, Land Use Planning, EIA, Economic and Financial Feasibility, Service Quality Management, Airport Safety & Security
- Module III - Airport Economics & Financial Management including Economies of Air Travel: Supply & Demand, Expenditure and Revenue Structure at Airports, Financial Management at Airports, Price Regulations and Airport Charges
- Module IV- Airport-Airline Relationship- Aeronautical Charges and Airline Operations, Non-Aeronautical Charges: Development and Management, Non-Aeronautical Activities, Managerial Aspects, Slot Allocation
- Module V- Contemporary Issues in Airport Management- Trends, Developments and Challenges Ahead, Privatization of Airports in India, Airport Commercial & Retail Management, Law for Airports and Airport Management in the 21st Century: Challenges Ahead
- Module VI- Starting of a New Airport: Legal and Policy challeng- Starting of a new Airport in India: Future Scope, Pre-Planning, Airport Planning Manual, Guidance on Design and construction and Govt Policies on Greenfield Airports

Paper VI: Airline Management

- **Module 1: Introduction to Airline Management** – History and Evolution of Airline Industry - Commercial and Cargo; Growth & Challenges, Global Trends in Airline Industry
- **Module 2: Airline Terminal Management and Human Resource-** Flight Information Counter/Reservation and Ticketing-Check In/Issue of Boarding pass-Customs and Immigration formalities-Co-ordination-Security Clearance-Baggage and - Handling,.
- **Module 3: The Regulatory Framework of Airline Management** - Economic characteristics of the Airline Industry; Types of Alliances between Airlines; Code Sharing; Competition issues in Airline Industry; Role of IATA & ICAO; DGCA -, aircraft leasing and financing, Case study
- **Module 4: Global trends in Airline Management** - Public Private Participation in Airline Industry-Joint Ventures; Mergers and Acquisitions; Environmental regulations; Regulatory compliances, Regulatory issues; Airport fees, rates, and charges; Promotion Marketing;
- **Module 5: Airline Industry in India** - Development of Air transportation in India; Major players in Airline Industry; Market potential of Indian Airline Industry; Current challenges in Airline Industry in India; Role of IATA & ICAO, Airline Mergers and various Case studies including Jet-Sahara, Air India- Indian Airlines, Liberal and Open sky bilateral Agreement, Case Study.

Paper VII: Aviation Safety, Security and Liability Laws

- The objective of the paper is to highlight the various difficulties in regulating air safety and security and the measures taken by international organisations, particularly the ICAO, in this direction.
- Further, the paper will study the causes of aircraft accidents, their investigations, liability issues involving air disasters
- **MODULE I:** Global air safety regulations including the concept of air safety, the role of ICAO, various annexes to the Chicago Convention.
- **MODULE II:** Global air security regulations including concept of security, annex 17 of Chicago Convention, various international conventions on security, Tokyo, Hague and Montreal Convention and recent developments.
- **MODULE III:** Anti hijacking, aviation terrorism and Global Regulations including the role of United Nations, the ICAO and other institutions in protecting Anti-Hijacking activities.
- **MODULE IV:** Aviation Liability and the Warsaw System including the Warsaw Convention, The Hague Protocols, Montreal conventions etc.

Paper VIII: Air Space and Air Traffic Management

- MODULE I: INTRODUCTION TO AIR SPACE AND AIR TRAFFIC MANAGEMENT: Conceptual Framework: Meaning of Air Traffic Services, Controlled Air Space, Separation Standards, CNS/ATM, Legal Framework for Air Space and Air Traffic Management: CNS/ATM,
- MODULE II: AIR SPACE AND AIR TRAFFIC MANAGEMENT: Available and Emerging Technology, Human Factors in Air Traffic Management, CNS/ATM Technology Improvements, National Flow Management, Separation Assurance and Technical Performance,
- Module III: COMMUNICATIONS, NAVIGATION, SURVEILLANCE/ AIR TRAFFIC MANAGEMENT (CNS/ATM: Meaning and Background, CNS Systems: An Overview ICAO's Planning Structure for the CNS/ATM System, Global Planning Methodology , Communication Systems,
- MODULE IV: ICAO AND AIR SPACE AND AIR TRAFFIC MANAGEMENT: ICAO Institutional and Regulatory Framework, Civil and Military Inter-operability, Air Space Organization and Management, ATM Security and ATM in crisis situation, S Civil/Military Collaboration — A New Global Challenge,
- MODULE V: AIR SPACE AND AIR TRAFFIC MANAGEMENT IN INDIA: Introduction and Historical Evolution: Overview of Air Transport Management in India, Institutional & Organizational Framework to regulate Air Space & Air Traffic Management in India: MCA, DGCA, AAI and other entities, Role of Air Traffic Controllers in India: The Future of Air Space and Air Traffic Management in India: Growth Challenges.

Paper IX: Air Transport Economics and Statistics

- Air Transport Economics is a core area in the aviation business. It gives broad understanding of the economic aspects of aviation industry. It also gives a broad understanding of the statistics which are part of the aviation sector.
- Module I: Fundamentals of Economics: Meaning, Nature, Micro, Macro-Economic Analysis, Economics and Law of Demand, Economics and Law of Supply, Market Equilibrium;
- Module II: Fundamentals of Air Transport Economics: Evolving Air Transport Industry, Economic Impact of Air Transport, International Economics and Aviation;
- Module III: Core Principles Market Demand and Supply for Airline Services, Cost and Production Analysis in Air Transport Industry, Air Transport Market Structure and Monopolistic Markets, Aviation Forecasting and Regression Analysis;
- Module IV: Airport-Airline Economics and Infrastructure, Expenditure and Revenue Structure at Airports, Financial Air Transport Infrastructure: Supply and Demand, Open Skies and Global Alliances, Economies of Aviation Safety and Security
- Module V: WTO, GATS and Air Transport Management

Paper X: Aviation Marketing

- Module 1 The Meaning and Role of Marketing: What is marketing? The Role of Marketing with Respect to the Business Environment, Customer and a Company.
- Module 2 Airline Products and Services covers Defining the Airline Product, Product Hardware, The ‘Soft’ Side of Airline Products, Managing the Product Life Cycle, Overview of the Product Life Cycle, Product Design etc.,
- Module 3: Airline Business-Marketing Environment and Strategies. The Theoretical Basis –(*Political, Economic, Social, Technological and Environmental.*) PESTE Analysis. Porter’s “Five Forces” and their Application to the Airline Industry
- Module 4: Promoting Airline Products and Services: The Role of Promotions, Promotional Objectives , The Promotional Mix, Social Media and Interactive Marketing, The Internet as an Advertising Medium, The Impact of Social Media Applications on Marketing & Marketing Communications
- Module 5: Distributing Airline Products & Services covers Defining Distribution Channels, Electronic Ticketing and its Impacts, Classification of Distribution Channels, Direct and Indirect Channels, Direct and Indirect Channels, GDS and Choosing a Distribution Strategy.

Paper XI: Aviation Contracts and Tenders

- Module I: General Principles of Contracts- Purpose of Contract Law, Nature, Scope, Definition, Intention to create legal relation, Classification of Contracts, Offer, Acceptance, Consideration, Free Consent, Competency to Contract, Unlawful Object, Performance of Contracts, Discharge of Contract, Remedies to Breach of Contract, Liquidated Contracts, Quasi Contracts-Contract of Indemnity;
- Module II: International Contract Law: Norms and Drafting Guidelines, Tenders and Tendering Procedures, International Contractual Negotiations, Principles for Drafting of International Commercial Contracts, Norms for Drafting International Commercial Contracts;
- Module III: Airline Contracts Aviation Insurance Contracts, Airline Lease Agreement, Airline Purchase and Sales Agreement, Contract of Carriage by Air, Aircraft Maintenance, Repair and Overhaul Agreement, Ground Handling Agreement, Code-Sharing and Interline Agreement;
- Module IV: Airport Contracts: Airport Lease Agreement, PPP In Airport Infrastructure, Airport In-Terminal Concession Agreement.

Paper XII: Aviation Corporate Laws

- Module I: Fundamentals of Company Law; Introduction to Company Law, Kinds of Companies, Incorporation and Promotion of Company, Prospectus and Commencement of Business, Shares and Debentures, Management of a Company, Winding Up and CSR
- Module II: Mergers, Acquisitions and Joint Ventures in India, History of Mergers and Acquisitions, Process of Mergers and Acquisitions, Mergers and Acquisitions in Aviation Industry, Alliances and Joint Ventures in Civil Aviation;
- Module III: Competition Law and Civil Aviation in India; Overview of Competition Act 2002, Competition Law and Aviation Sector: Emerging Legal Issues;
- Module IV: Business Opportunities in Aviation Sector: Recent Developments, Choosing Between Bilateralism and Multilateralism: Approaches for Improving Market Access in The Indian Civil Aviation Industry, Aviation Insurance, Fractional Ownership Indian Scenario: A Jurisprudential Analysis, Emerging Regulatory Issues and Challenges, Project Finance in Aviation, Special Economic Zones and Airports, Aircraft Leasing In India: An Overview, Economic Regulatory Authority of India,
- Module V: Contemporary Challenges in Corporate Aviation Laws; Foreign Investment, Business Regulations, Financial Sector, Labour and Employment Regulations, Intellectual Property, Tax Framework, Real Estate Sector, SEZs

Projects and Dissertation

- The spectacular fast developments in aircraft technology in the beginning of the 20th century, made law-making necessary in this new field of transportation.
- The course extensively tries to encompass numerous aspects of Aviation Law and Management. Given the nature of the course, there are numerous contemporary aspects of the aviation law and management that cannot be discussed in detail.
- The main objective of the Projects and dissertation component is to assess the research and writing skills of the students as well as to provide a platform for **creative legal scholarship** and can be refined and submitted for publication in scholarly journals or even serve as the basis for full-length dissertations in doctoral programmes.
- **The written Dissertation will carry a total of 150 marks** which will be followed by a **Viva-voce examination carrying 50 marks**. Dissertation shall be evaluated by one examiner and if a student secures a minimum of 50% marks in the written report, he/she may be called for viva-voce examination. In total, a student should secure a minimum of 50% marks in the Dissertation including the written report and viva-voce examination.

- Thanks