



SYLLABUS OF THE SUBJECT «AIR TRANSPORTATION SALES»

Educational Professional Program: «Air Transportation Management»

Field of study: 27 «Transport»

Speciality: 275 «Air Transport Technologies»

Specialization: 275.04 «Air Transport Technologies»

Higher Education Degree	First (Bachelor)
Subject status	Academic subject of selective subjects cycle
Course of study	3
Semester	6
Subject volume, ECTS credits / total amount of hours	4,0/120
Language	Ukrainian, English
To be studied (study subject)	Methods and technologies for the sale of passenger air transport through the global distribution and booking systems Amadeus, study of the functioning of various actors in the air transport market.
Why is it interesting and must be learned? (purpose)	The purpose of studying the subject is to reveal modern scientific concepts for studying the air transportation market, as well as concepts, methods and technologies of selling passenger air transportation through global distribution and booking systems based on current regulations, both international and national.
What is studied? (learning results)	<ul style="list-style-type: none"> - Take responsibility, show public awareness, social activity and participation in the life of civil society, think analytically, critically understand the world; - Investigate transport processes, experiment, analyze and evaluate the parameters of transport systems and technologies; - Develop, design, manage projects in the field of transport systems and technologies; - Develop and use transport technologies taking into account the requirements for environmental protection; - Organize and manage the transportation of passengers and luggage in different connections. Choose the type, brand, type of vehicles (vessels) and routes. Organize passenger service at stations and passenger terminals; - Evaluate the parameters of traffic flows. Design schemes and networks of transport systems. Develop technologies for operational management of traffic flows; - Organize international transportation. Apply methods of customs documentation. Use of customs control methods - To determine the features of pricing and tariff policy formation at air transport enterprises. Calculate passenger and cargo aviation tariffs; - Know the functionality of global airline sales systems. Be able to find the optimal fare and route of air transportation. Book and sell air transportation through global systems for the sale of air transport products
How is it possible to use the gained knowledge and skills? (competencies)	<ul style="list-style-type: none"> - Ability to exercise their rights and responsibilities as a member of society, to realize the values of civil (free democratic) society and the need for its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine; - Ability to preserve and increase moral, cultural, scientific values and achievements of society based on understanding the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society and in the development of society, technology and technology, use different types and forms of physical activity for active recreation and a healthy lifestyle; - Skills in the use of information and communication technologies;

	<ul style="list-style-type: none"> - Knowledge and understanding of the subject area and understanding of professional activity; - Ability to analyze and forecast the parameters and performance of transport systems and technologies, taking into account the impact of the external environment; - Ability to organize and manage the transportation of passengers and luggage (by mode of transport); - Ability to quickly manage the flow of traffic; - Ability to organize the interaction of modes of transport - Ability to use professionally profiled knowledge and practical skills of technology, organization and management of air passenger transport to solve engineering problems in production; - Ability to use modern information technologies, automated control systems and geographic information systems in the organization of the transportation process
Academic logistics	<p>The subject content: Module № 1 «Sale of air transportation in Ukraine»</p> <p>Topic 1. Air transport in interstate agreements on trade and services</p> <p>Topic 2. Amadeus Global Booking System (GDS).</p> <p>Topic 3. Conversion: encoding and decryption of information in the Amadeus system.</p> <p>Topic 4. TIMATIK: information for tourists in the Amadeus system. Amadeus Air: airline schedule and availability information.</p> <p>Topic 5. Amadeus Air: airline schedule and availability information.</p> <p>Topic 6. Tariff base of Amadeus systems.</p> <p>Topic 7. The difference in time. Amadeus time query (DD).</p> <p>Topic 8. Creating a PNR reservation in the Amadeus system (Passenger Name Record).</p> <p><u>Kinds of sessions:</u> lectures, laboratory classes</p> <p><u>Teaching methods:</u> explanatory-illustrative method; problem statement method; reproductive method; research method</p> <p><u>Modes of study:</u> full-time</p>
Prerequisites	The subject is based on knowledge of such subjects as: "Air Passenger Transportation", "Tariffs on Air Transport"
Post-requisites	The subject is the basis for the study of such disciplines as: "Fundamentals of transport enterprises", "Organization of interaction between air transport and tourism companies"
Information support from the fund and repository of NAU library	<p>Educational and scientific literature:</p> <ol style="list-style-type: none"> 1. Кузьмина Н.М. Тарифная информация и тарификация перевозок: учебное пособие. - М.: МГТУ ГА, 2015. - 100 с. 2. Попович П.В. Курс лекцій з дисципліни „Основи економіки транспорту для студентів спеціальності 275 Транспортні технології (за видами) // Попович П.В., Шевчук О.С. / ТНТУ ім. І. Пулюя. – Тернопіль 2017. – 147 с. 3. Про транспорт: Закон України від 10 листопада 1994 р. // Відомості Верховної Ради України. – 1994. № 51. – Ст.446. 4. Повітряний кодекс України від 19.05.2011 р. № 3393–VI // Офіційний вісник України. – 2011. – № 46. – Ст.1881.
Location and logistics	Classroom of theoretical training, laptop, mobile device (phone, tablet) with Internet connection for: communication and surveys; homework; performing tasks of independent work; testing (current, boundary, final control)
Semester control, examination techniques	Graded Test, Testing
Department	Air Transportation Management Department
Faculty	Faculty of Transport, Management and Logistics

Lecturer(s)		VYSOTSKA IRYNA IVANIVNA Position: Associate Professor Scientific degree: PhD in Economics Academic status: Associate Professor Teacher's profile: https://scholar.google.com.ua/citations?hl=uk&user=6M-tQwwAAAAJ Tel.: (067)424-33-26 E-mail: iryna.vysotska@npp.nau.edu.ua Location: building 2.111
Originality of the subject	Author's course, teaching in English	
Link to the subject	https://er.nau.edu.ua/handle/NAU/34200	