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MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE


National Aviation University

Faculty of Transport, Management and Logistics

Air Transportation Management Department

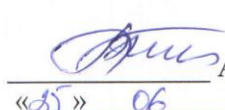
AGREED

Dean of Faculty of Transport,
Management and Logistics


«21» 06 2021 T. Mostenska

APPROVED

Vice-Rector for Academic Affairs


«15» 06 2021 A. Polukhin



Quality Management System

COURSE TRAINING PROGRAM

on

"Tariffs on Air Transport"

Educational Professional Program: "Air Transportation Management"

Field of Study: 27 "Transport"


Specialty: 275 «Air Transport Technologies»

Specialization: 275.04 «Air Transport Technologies»

Training Form	Semester	Total (hours/credits ECTS)	Lectures	Practical	Laboratory works	Self-Study	HW/CGP	TP/CP	Semester Grade
Full-time:	5	120/4,0	17	-	34	69	-	-	Graded Test 5s

Index: CB-7-275- 1 / 21-3.6

QMS NAU CTP 19.01-01-2021

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The Course Training Program on "Tariffs on Air Transport" is based on the Educational Professional Program "Air Transportation Management Bachelor Curriculum and Bachelor Extended Curriculum №EB-7-275-1 / 21, №ECB-7-275 -1/21 for the Specialty 275 "Air Transport Technologies", Specialization 275.04 "Air Transport Technologies" and corresponding normative documents.

Developed by:
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Discussed and approved by the Graduate Department for Speciality 275 «Air Transport Technologies», Specialization 275.04 «Air Transport Technologies» and Educational Professional Program «Air Transportation Management» - Air Transportation Management Department, Minutes № 12 « 9 » 06 2021.

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_____ P. Gorinov

«24» 06 2021

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INTRODUCTION

Course Training Program on "Tariffs on Air Transport" is developed based on the "Methodical guidance for the subject course training program", approved by the order № 249/од, of 29.04.2021 and corresponding normative documents.

1. EXPLANATORY NOTE

1.1. Place, objectives, tasks of the subject..

This discipline forms knowledge of the peculiarities of pricing in transport, a deep understanding of programs for automated calculation of tariffs and skills of independent construction of air transportation tariffs in future specialists.

The objective of the discipline is to ensure a sufficient level of competence of specialists for civil aviation in matters of application of tariffs, in the implementation of effective tariff policy in air transport. Such knowledge is necessary for making informed decisions on the organization of international activities of airlines operating in a competitive environment in the international air transportation market.

The tasks of the discipline are:


- mastering the methods of pricing in air transport;
- mastering theoretical knowledge and gaining practical skills in the use of aviation passenger and cargo tariffs and fees, benefits and special tariffs;
- study of methods of construction of aviation tariffs;
- gaining practical skills in the automated calculation of aviation tariffs, a correct understanding of the information contained in the tickets of any carrier, as well as the independent formation of tariffs.

1.2. Learning outcomes the subject makes it possible to achieve.

- 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 formation of tariff policy 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 of sales of air transport products

1.3. Competences the subject makes it possible to acquire.

- 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 multiply 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 active recreation and a healthy lifestyle;

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- Skills in the use of information and communication technologies;
- Knowledge and understanding of the subject area and understanding of professional activity;
- Ability to analyze and forecast parameters and performance indicators 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 control the flow of traffic;
- Ability to organize the interaction of modes of transport
- Ability to use professional knowledge and practical skills of technology, organization and management of air passenger traffic 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

1.4. Interdisciplinary connections.

This discipline is based on knowledge of such disciplines as "Passenger Transportation", "Information Systems and Technologies in Transport", "Transport Geography" and is the basis for the study of further disciplines, namely: "Fundamentals of Transport Enterprises Activities", "Organization of Interaction between Air Transport and Tourism Companies", "Air Transportation Sales".

2. COURSE TRAINING PROGRAM ON THE SUBJECT

2.1. The subject content.

The teaching material of the discipline is structured on a modular basis and consists of one training module, namely:

- training **Module № 1 "Basic principles of air transportation tariffs construction"**, which is a logical complete, relatively independent, integral part of the discipline. provides for modular control work and analysis of the results of its implementation.

2.2. Modular structuring and integrated requirements for each module.

Module № 1 "Basic principles of air transportation tariffs construction"

Integrated requirements of module №1:

- know the features of pricing and tariff policy formation in air transport enterprises;
- know the global directions of transportation;
- know the types of transportation, currency rules, basic concepts of the mileage system;
- be able to calculate passenger and cargo aviation tariffs;
- know the functionality of global air traffic sales systems.
- be able to find the optimal fare and route of air transportation.


Topic 1. Subject, method and tasks of the discipline. Principles and methods of pricing in air transport.

Acquaintance of students with the structure of the course "Sale of air transportation and tariffs". Introduction of basic definitions of the essence and principles of pricing. Consideration of basic methods of pricing in air transport.

Topic 2. Global trends. Currency rules.

Geography of IATA. Division of the world into three IATA zones: Zone 1 (TC1), Zone 2 (TC2), Zone 3 (TC3). Special regions within IATA zones. Differentiation of tariffs depending on the chosen global direction of transportation. Geography of IATA. The concept of a neutral unit of tariff construction (NUC). Tariff in local currency (LCF). Translation course in NUC - ROE. Rounding rules: for NUC, for local currency and for other fees.

Topic 3. Types of transportation.

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Basic concepts and definitions. Items along the route. One-way transportation (OW). Transportation there and back (RT). The rule of determining the direction of tariff construction. Roundabout (CT). Worldwide transportation (RW). Transportation with interruption of air transportation by land (OJ).

Topic 4. Classification of tariffs. FARE BASIS tariff code.

Classification of tariffs. FARE BASIS tariff code. Class Codes. Season Codes. Week Part Codes. Part of Day Code.

Topic 5. Basic concepts of the mileage system.

Mileage System. Maximum Permitted Mileage (MPM). Ticketed Point Mileage (TPM). Extra Mileage Allowance (EMA). The basic rule of the mileage system is the formula for determining the Excess Mileage Surcharge (EMS). Check at the highest intermediate point (HIP) as part of the mileage tariff calculation system.

Topic 6. Construction of a tariff for one-way transportation of OW according to the rules of the mileage system.

The formula for constructing a tariff for the transportation of OW. One-way check (OW BHC). BHC verification algorithm. Examples of constructing a tariff for OW transportation according to the rules of the mileage system.

Topic 7. Construction of tariffs for transportation RT and ST according to the rules of the mileage system.

Tariff formulas for RT and ST transportation. Application of inspections in the construction of tariffs for transportation RT and ST. CTM verification algorithm. Examples of construction of tariffs for RT and CT transportation according to the rules of the mileage system.

Topic 8. Special rates.

Terms of use of special tariffs. Excursion tariffs. Ticket expiration date. Rules of minimum and maximum stay of the passenger at the destination. Calculation of special tariffs. Rules for building special tariffs. Standard children's discounts from normal rates. Tariffs for children (basic provisions).

2.3. Training schedule of the subject.

№	Topic (thematic section)	Total, hours			
		Total	Lectures	Labs	Self-Study
1	2	3	4	5	6
Module №1 "Basic principles of air transportation tariffs construction"					
1.1	Subject, method and objectives of the discipline. Principles and methods of pricing in air transport. Global directions. Currency rules.	5th semester			
		14	2	2 2	8
1.2	Types of transportation.	14	2	2 2	8
1.3	Classification of tariffs. FARE BASIS tariff code.	14	2	2 2	8
1.4	Basic concepts of the mileage system.	14	2	2 2	8
1.5	Construction of a tariff for one-way transportation OW according to the rules of the mileage system.	13	2	2 2	7
1.6	Construction of tariffs for RT and ST transportation according to the rules of the mileage system.	13	2	2 2	7

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1.7	Special tariffs.	13	2	2 2	7
1.8	Subject, method and tasks of the discipline. Principles and methods of pricing in air transport.	15	2 1	2 2	8
1.9	Modular test №1	10	-	2	8
Total by Module №1		120	17	34	69
Total by subject		120	17	34	69

3. BASIC CONCEPTS OF GUIDANCE ON THE SUBJECT

3.1. Teaching methods

The following teaching methods are used in the study of the discipline:

- explanatory-illustrative method;
- method of problem statement;
- reproductive method;
- research method.

The implementation of these methods is carried out during lectures, demonstrations, independent problem solving, work with educational literature, analysis and problem solving.

3.2. List of references (basic and additional)

Basic literature

3.2.1. 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.

3.2.2. Про транспорт: Закон України від 10 листопада 1994 р. // Відомості Верховної Ради України. – 1994. № 51. – Ст.446.


3.2.3. Повітряний кодекс України від 19.05.2011 р. № 3393–VI // Офіційний вісник України. – 2011. – № 46. – Ст.1881.

Additional literature

3.2.4. Попович П.В. Методичні вказівки для практичних занять 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. – 114 с.

3.3. Internet Information resource

- 3.3.1. <https://mtu.gov.ua/>
- 3.3.2. <https://avia.gov.ua/wp-content/uploads/2017/02/Povitryanij-kodeks-Ukrayini.pdf>
- 3.3.3. <https://zakon.rada.gov.ua/laws/show/z0141-19#Text>
- 3.3.4. <https://kbp.aero/ru/>
- 3.3.5. <http://www.lib.nau.edu.ua/elbook/>
- 3.3.6. [http://www.amadeus.com/cis/documents/aco/cis/Amadeus_Basic_Course_2011\(A5\).pdf](http://www.amadeus.com/cis/documents/aco/cis/Amadeus_Basic_Course_2011(A5).pdf)
- 3.3.7. <https://www.flyuia.com/ch/ru/information/rules-and-regulations/carriage-rules>
- 3.3.8. <https://www.iata.org/en/publications/prorate-passenger/>
- 3.3.9. <http://www.passengerairtariff.com/docs/GENRULES.pdf>
- 3.3.10. <https://www.sita.aero>
- 3.3.11. <https://www.bts.gov/newsroom/average-air-fares-dropped-all-time-low-2020>
- 3.3.12. <https://www.lufthansa.com/en/en/homepage>

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4. STUDENT ASSESSMENT RATING SYSTEM AND SKILLS

Assessment of certain types of educational work performed by the student is carried out in points in accordance with table 4.1.

Table 4.1

Kind of Academic Work	Maximum Grade Values
6 semesters	
Module № 1 " Basic principles of air transportation tariffs construction "	
Types of educational work	points
Execution of laboratory works (10b x 8)	80 (total)
<i>To be admitted to the module test №1 the student must score at least</i>	<i>48 points</i>
Completion of the module test №1	20
Total by Module №1	100
Total by discipline	100

Credit rating is determined (in points and on a national scale) based on the results of all types of educational work during the semester.


4.2. Completed types of educational work are credited to the student, if he received a positive rating for them.

4.3. The sum of rating assessments received by the student for certain types of completed educational work is the current modular rating assessment, which is recorded in the module control.

4.4. The final semester rating is converted into a grade on the national scale and the ECTS scale.

4.5. The final semester rating in points, on the national scale and the ECTS scale is entered in the test report, study card and individual curriculum of the student (test book), for example, as follows: **92 / Excellent / A, 87 / Good / B, 79 / Good / C, 68 / Sat./D, 65 / Sat./E** , etc.

4.6. The final rating of the discipline is equal to the final semester rating. The specified final rating assessment in the discipline is entered in the Diploma Supplement.

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АРКУШ ПОШИРЕННЯ ДОКУМЕНТА

№ прим.	Куди передано (підрозділ)	Дата видачі	П.І.Б. отримувача	Підпис отримувача	Примітки

(Ф 03.02 – 02)

АРКУШ ОЗНАЙОМЛЕННЯ З ДОКУМЕНТОМ

№ пор.	Прізвище, ім'я, по батькові	Підпис ознайомленої особи	Дата ознайо- млення	Примітки

(Ф 03.02 – 04)

АРКУШ РЕЄСТРАЦІЇ РЕВІЗІЇ

№ пор.	Прізвище, ім'я, по батькові	Дата ревізії	Підпис	Висновок щодо адекватності

(Ф 03.02 – 03)

АРКУШ ОБЛІКУ ЗМІН

№ зміни	№ листа (сторінки)				Підпис особи, яка внесла зміну	Дата внесення зміни	Дата введен- ня зміни
	Зміненого	Заміненого	Нового	Анульо- ваного			

(Ф 03.02 – 32)

УЗГОДЖЕННЯ ЗМІН

	Підпис	Ініціали, прізвище	Посада	Дата
Розробник				
Узгоджено				
Узгоджено				
Узгоджено				