LAPT

LONDON ACADEMY OF PROFESSIONAL TRAINING

CERTIFICATE

Certificate in Dangerous Goods Regulations

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LAPT — London Academy of Professional Training

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Reference AVI-C06 • Aviation Centres

UKPRN 10067351 • Registered in England and Wales, company 4984798

4	187	1039	400	60%	Lifetime
SUBJECTS	CHAPTERS	CLASSES	TOTAL MARKS	PASS MARK	VALIDITY

AT A GLANCE

REFERENCE	**AVI-C06**
AWARD	**Certificate**
ASSESSMENT	**400 marks — 240 to pass (60%)**
PREREQUISITES	**None**
VALIDITY	**Lifetime**
AWARDING BODY	**LAPT — London Academy of Professional Training**

CURRICULUM

1

Dangerous Goods Regulations, Classification and Packaging

16 chapters · 125 classes **100 marks**

- **1 Introduction to Dangerous Goods in Air Cargo** — 5 classes
  - 1.1 Defining Dangerous Goods in Aviation
  - 1.2 Why Flight Conditions Raise the Risk
  - 1.3 Famous Incidents and Lessons Learned
  - 1.4 People Responsible Across the Transport Chain
  - 1.5 Recognising Hidden Dangerous Goods in Cargo
- **2 ICAO Technical Instructions Framework** — 5 classes
  - 2.1 Role of ICAO and Annex Eighteen
  - 2.2 Structure of the Technical Instructions
  - 2.3 Reading the Dangerous Goods List
  - 2.4 Prohibited Items and Forbidden Consignments
  - 2.5 Exemptions and Excepted Quantities Overview
- **3 India DGCA Dangerous Goods Rules** — 5 classes
  - 3.1 Aircraft Act and Dangerous Goods Rules
  - 3.2 DGCA Role and Oversight Powers
  - 3.3 Approvals for Operators and Handlers
  - 3.4 Security Screening and Known Shipper Rules
  - 3.5 Penalties and Legal Liability for Violations
- **4 State and Operator Variations** — 6 classes
  - 4.1 Understanding State Variations
  - 4.2 Operator Variations and Their Sources
  - 4.3 Variations Affecting Indian Carriage
  - 4.4 Checking Variations Before Acceptance
  - 4.5 Conflicts Between Variations and Rules
  - 4.6 Recording Variation Checks
- **1 ICAO Framework and Indian Rules** — 6 classes
  - 1.1 Purpose of Dangerous Goods Regulation
  - 1.2 ICAO Annex and Technical Instructions
  - 1.3 DGCA Rules for Indian Operators
  - 1.4 Legal Basis and Penalties in India
  - 1.5 Structure of the Technical Instructions
  - 1.6 Amendments and Keeping References Current
- **2 Shipper Responsibilities** — 6 classes
  - 2.1 Duties of the Shipper
  - 2.2 Identifying and Classifying the Goods
  - 2.3 Shipper Training Requirements
  - 2.4 Shipper Warranty and Declaration Liability
  - 2.5 Information Supplied to the Operator
  - 2.6 Retention of Shipper Documents
- **3 Forwarder and Operator Responsibilities** — 6 classes
  - 3.1 Role of the Freight Forwarder
  - 3.2 Forwarder Compliance Checks
  - 3.3 Operator Duties at Acceptance
  - 3.4 Ground Handling Agent Responsibilities
  - 3.5 Information to Passengers and Staff
  - 3.6 Handling Agreements and Accountability
- **5 Applicability and Exceptions** — 6 classes
  - 5.1 Scope of Goods Subject to Rules
  - 5.2 Goods Forbidden for Air Transport
  - 5.3 Exceptions for Aircraft Equipment
  - 5.4 Passenger and Crew Baggage Exceptions
  - 5.5 Company Material and Operator Stores
  - 5.6 Approvals and Exemptions Process
- **9 Dangerous Goods Philosophy and Operational Limitations** — 10 classes
  - 9.1 Why Dangerous Goods Rules Exist for Aircraft
  - 9.2 Hazards of Altitude, Pressure and Vibration
  - 9.3 Items Forbidden on Any Aircraft
  - 9.4 Cargo Aircraft Only and Passenger Aircraft Limits
  - 9.5 Quantity Limits Per Package and Per Aircraft
  - 9.6 Items Carried by Passengers and Crew
  - 9.7 State and Operator Approvals and Exemptions
  - 9.8 Duty to Train Staff and Keep Records
  - 9.9 Penalties for Breaking the Rules
  - 9.10 Limitations Knowledge Check
- **10 Classification of Explosives, Gases and Flammable Liquids** — 10 classes
  - 10.1 The Nine Hazard Classes Overview
  - 10.2 Class 1 Explosives and Compatibility Groups
  - 10.3 Class 2 Gases and Their Divisions
  - 10.4 Compressed, Liquefied and Cryogenic Gases
  - 10.5 Class 3 Flammable Liquids and Flash Point
  - 10.6 Everyday Examples of Each Class
  - 10.7 Testing and Classifying New Products
  - 10.8 Using Safety Data Sheets for Classification
  - 10.9 Classification Mistakes and Their Causes
  - 10.10 Classification Practice Set One
- **11 Classification of Solids, Oxidisers, Toxic and Corrosive Goods** — 10 classes
  - 11.1 Class 4 Flammable Solids and Water-reactive Goods
  - 11.2 Spontaneously Combustible Materials
  - 11.3 Class 5 Oxidisers and Organic Peroxides
  - 11.4 Class 6 Toxic Substances and Infectious Substances
  - 11.5 Class 7 Radioactive Material Overview
  - 11.6 Class 8 Corrosive Substances
  - 11.7 Class 9 Miscellaneous Dangerous Goods
  - 11.8 Magnetised Materials and Environmental Hazards
  - 11.9 Dry Ice as a Class 9 Item
  - 11.10 Classification Practice Set Two
- **12 Packing Groups, Subsidiary Hazards and Mixtures** — 10 classes
  - 12.1 Meaning of Packing Groups I, II and III
  - 12.2 Deciding the Packing Group for Liquids and Solids
  - 12.3 Primary and Subsidiary Risks Explained
  - 12.4 Precedence of Hazards for Multi-hazard Goods
  - 12.5 Classification of Mixtures and Solutions
  - 12.6 Technical Names for Generic Entries
  - 12.7 UN Numbers and Proper Shipping Names
  - 12.8 Waste and Samples for Testing
  - 12.9 Documenting How a Classification Was Reached
  - 12.10 Packing Group Practice Cases
- **13 Using the List of Dangerous Goods and Special Provisions** — 10 classes
  - 13.1 Layout of the Dangerous Goods List Columns
  - 13.2 Finding an Entry by UN Number or Name
  - 13.3 Reading Quantity Limits for Each Aircraft Type
  - 13.4 Reading Packing Instruction References
  - 13.5 Special Provisions and What They Change
  - 13.6 Entries That Need State Approval
  - 13.7 Handling Not Otherwise Specified Entries
  - 13.8 Checking Amendments and Effective Dates
  - 13.9 Common Mistakes When Reading the List
  - 13.10 List Reading Exercises
- **14 Packing Instructions and Performance-tested Packagings** — 10 classes
  - 14.1 General Packing Requirements for All Goods
  - 14.2 Inner, Intermediate and Outer Packaging
  - 14.3 UN Specification Markings on Packaging
  - 14.4 Performance Tests and Packaging Codes
  - 14.5 Closing, Absorbent and Cushioning Materials
  - 14.6 Packing Liquids with Venting Needs
  - 14.7 Combination Packagings and Overpacks

2 Dangerous Goods Acceptance, Loading and Emergency Response

90 chapters · 490 classes **100 marks**

- **1 Understanding Dangerous Goods** — 4 classes
  - 1.1 What Dangerous Goods Mean in Aviation
  - 1.2 Why Flight Conditions Increase Risk
  - 1.3 Everyday Items That Count as Dangerous Goods
  - 1.4 Who Is Responsible for Safe Carriage
- **2 Risks Aboard an Aircraft** — 4 classes
  - 2.1 Fire Risk in a Pressurised Cabin
  - 2.2 Effects of Pressure and Temperature Changes
  - 2.3 Toxic and Corrosive Hazards to People
  - 2.4 Damage to Aircraft Structure and Systems
- **3 Staff Roles and Duty of Care** — 4 classes
  - 3.1 Role of Check-in and Gate Staff
  - 3.2 Role of Cabin Crew in Prevention
  - 3.3 Personal Safety When Handling Suspect Items
  - 3.4 Building a Safety-First Mindset
- **1 Explosives, Gases and Flammable Liquids** — 4 classes
  - 1.1 Explosives and Fireworks Awareness
  - 1.2 Gases Compressed, Liquefied and Dissolved
  - 1.3 Flammable Liquids in Passenger Items
  - 1.4 Flammable Solids and Reactive Substances
- **2 Oxidisers, Toxic and Other Classes** — 4 classes
  - 2.1 Oxidising Substances and Organic Peroxides
  - 2.2 Toxic and Infectious Substances
  - 2.3 Radioactive Material Awareness
  - 2.4 Corrosives and Miscellaneous Dangerous Goods
- **3 Reading Labels and Markings** — 4 classes
  - 3.1 Recognising Hazard Label Shapes and Colours
  - 3.2 Understanding Handling Labels and Orientation Arrows
  - 3.3 Reading Package Markings and UN Numbers
  - 3.4 Spotting Damaged or Missing Labels
- **1 Batteries and Electronic Devices** — 4 classes
  - 1.1 Lithium Batteries in Personal Devices
  - 1.2 Power Banks and Spare Batteries
  - 1.3 E-Cigarettes and Vaping Devices
  - 1.4 Smart Luggage and Battery-Powered Bags
- **2 Medical, Mobility and Special Items** — 4 classes
  - 2.1 Medical Oxygen and Portable Concentrators
  - 2.2 Mobility Aids and Their Batteries
  - 2.3 Dry Ice in Passenger Baggage
  - 2.4 Personal Medicines and Medical Devices
- **3 Consumer Goods and Baggage Allowances** — 4 classes
  - 3.1 Alcohol and Duty-Free Liquids
  - 3.2 Aerosols, Toiletries and Perfumes
  - 3.3 Lighters, Matches and Fuel Items
  - 3.4 Cabin Versus Checked Baggage Rules
- **1 Check-in Counter Vigilance** — 4 classes
  - 1.1 Asking the Right Dangerous Goods Questions
  - 1.2 Reading Passenger Behaviour and Declarations
  - 1.3 Recognising Suspicious Packaging and Odours
  - 1.4 Using Check-in System Alerts and Prompts
- **2 Gate and Boarding Checks** — 4 classes
  - 2.1 Gate Questions Before Boarding
  - 2.2 Checking Cabin Baggage at the Gate
  - 2.3 Handling Late Gate-Checked Baggage
  - 2.4 Removing Unsafe Items From the Boarding Process
- **3 Common Concealment Cases** — 4 classes
  - 3.1 Batteries Hidden in Checked Baggage
  - 3.2 Undeclared Cargo Carried as Baggage
  - 3.3 Hazardous Items Disguised as Gifts or Food
  - 3.4 Case Studies of Missed Dangerous Goods
- **1 In-Flight Fire from Devices** — 4 classes
  - 1.1 Recognising Early Signs of Battery Overheating
- **1 Shipper's Declaration Completion** — 6 classes
  - 1.1 Purpose of the Shipper's Declaration
  - 1.2 Layout and Mandatory Fields
  - 1.3 Describing the Goods Correctly
  - 1.4 Quantity and Packing Details Entry
  - 1.5 Additional Handling Information Entry
  - 1.6 Signature, Date and Copies
- **2 Checking the Declaration** — 6 classes
  - 2.1 Systematic Declaration Review Method
  - 2.2 Verifying Names and UN Numbers
  - 2.3 Verifying Quantities Against Limits
  - 2.4 Matching Declaration to Package Marks
  - 2.5 Common Declaration Errors
  - 2.6 Electronic Declarations and Signatures
- **3 Acceptance Checklist Procedures** — 6 classes
  - 3.1 Purpose of the Acceptance Checklist
  - 3.2 Document Checks at Acceptance
  - 3.3 Package Inspection Steps
  - 3.4 Detecting Leakage and Damage
  - 3.5 Completing and Signing the Checklist
  - 3.6 Handling Suspected Undeclared Goods
- **4 Radioactive and Dry Ice Acceptance** — 6 classes
  - 4.1 Radioactive Acceptance Checklist
  - 4.2 Checking Radioactive Labels and Documents
  - 4.3 Surface Contamination and Radiation Checks
  - 4.4 Dry Ice Acceptance Checklist
  - 4.5 Dry Ice Quantity and Ventilation Checks
  - 4.6 Acceptance of Infectious and Biological Samples
- **5 Rejection and Discrepancy Handling** — 6 classes
  - 5.1 Grounds for Rejecting a Consignment
  - 5.2 Rejection Procedure and Communication
  - 5.3 Resolving Documentation Discrepancies
  - 5.4 Handling Damaged Packages Found Later
  - 5.5 Return and Quarantine of Rejected Goods
  - 5.6 Record of Rejected Consignments
- **1 Lithium Battery Classification** — 6 classes
  - 1.1 Lithium Battery Types and Chemistry
  - 1.2 Lithium Metal and Lithium Ion Entries
  - 1.3 Cells, Batteries and Equipment Distinction
  - 1.4 Watt Hour and Lithium Content Ratings
  - 1.5 Test Summary Requirements
  - 1.6 Damaged and Defective Batteries
- **2 Lithium Battery Sections and State of Charge** — 6 classes
  - 2.1 Packing Instruction Sections Explained
  - 2.2 Fully Regulated Versus Reduced Requirement Sections
  - 2.3 State of Charge Limits
  - 2.4 Verifying State of Charge
  - 2.5 Batteries Packed With Equipment
  - 2.6 Batteries Contained in Equipment
- **3 Lithium Battery Packing and Marking** — 6 classes
  - 3.1 Packing Lithium Batteries Safely
  - 3.2 Lithium Battery Mark Requirements
  - 3.3 Miscellaneous Hazard Label for Batteries
  - 3.4 Documentation for Lithium Shipments
  - 3.5 Lithium Batteries in Mail and E-Commerce
  - 3.6 Lithium Battery Acceptance Checklist
- **4 Radioactive Material Categories** — 6 classes
  - 4.1 Basics of Radioactive Material
  - 4.2 Activity Limits and Special Form Material
  - 4.3 Types of Radioactive Packages
  - 4.4 Excepted and Industrial Packages
  - 4.5 Fissile Material Considerations
  - 4.6 Package Categories by Radiation Level
- **5 Transport Index and Radioactive Handling** — 6 classes

3 **Air Cargo Fundamentals and Documentation** 26 chapters · 129 classes **100 marks**

- **1 Fundamentals of Air Cargo Logistics** — 9 classes
  - 1.1 Understanding the Basics of Air Cargo Logistics
  - 1.2 Exploring Key Components in Air Cargo Operations
  - 1.3 Identifying Stakeholders in the Air Cargo Supply Chain
  - 1.4 Analyzing the Role of ULDs in Cargo Handling
  - 1.5 Applying Fundamental Concepts to Real-World Scenarios
  - 1.6 Cargo Acceptance Checks at the Warehouse
  - 1.7 Handling Discrepancies and Rejecting Shipments
  - 1.8 Customs Clearance Basics for Air Cargo
  - 1.9 Preparing Export and Import Cargo Documents
- **2 Operational Practices in Cargo Handling** — 5 classes
  - 2.1 Understanding Air Cargo Logistics: Key Concepts and Terminology
  - 2.2 Identifying and Classifying Different Types of Cargo
  - 2.3 Exploring Warehouse Layouts and Infrastructure Essentials
  - 2.4 Learning Best Practices for Safe and Efficient Cargo Handling
  - 2.5 Applying Compliance and Security Measures in Cargo Operations
- **3 Introduction to Unit Load Devices (ULDs)** — 5 classes
  - 3.1 Understanding the Basics of Unit Load Devices (ULDs)
  - 3.2 Identifying Different Types of Unit Load Devices
  - 3.3 Exploring the Functions and Importance of ULDs in Air Cargo
  - 3.4 Examining ULD Construction and Safety Standards
  - 3.5 Applying ULD Handling and Management Best Practices
- **4 Optimizing Air Cargo Logistics Processes** — 5 classes
  - 4.1 Understanding Air Cargo Logistics Frameworks
  - 4.2 Identifying Key Players in Air Cargo Operations
  - 4.3 Analyzing Process Flows in Air Cargo Logistics
  - 4.4 Implementing Effective Cargo Handling Techniques
  - 4.5 Evaluating Air Cargo Process Optimization Strategies
- **5 The Air Waybill and Cargo Documentation** — 5 classes
  - 5.1 Introduction to the Air Waybill
  - 5.2 Completing Air Waybill Fields Accurately
  - 5.3 Supporting Cargo Documents and Their Purposes
  - 5.4 Electronic Air Waybill and Digital Documents
  - 5.5 Checking Documents and Correcting Common Errors
- **1 Understanding the Basics of Air Cargo Operations** — 6 classes
  - 1.1 Exploring Air Cargo Operations
  - 1.2 Identifying Key Stakeholders in Air Cargo
  - 1.3 Understanding Air Cargo Regulations
  - 1.4 Analyzing the Air Cargo Supply Chain Process
  - 1.5 Navigating Cargo Handling Procedures
  - 1.6 Applying Best Practices in Air Cargo Operations
- **2 Cargo Handling and Storage Techniques in Aviation** — 6 classes
  - 2.1 Understanding Aviation Cargo Handling Principles
  - 2.2 Exploring Types and Characteristics of Cargo
  - 2.3 Analyzing Cargo Storage Techniques and Equipment
  - 2.4 Implementing Safety and Security Measures in Cargo Handling
  - 2.5 Optimizing Cargo Space Utilization in Aircraft
  - 2.6 Applying Best Practices for Efficient Cargo Operations
- **3 Air Cargo Documentation and Regulatory Compliance** — 6 classes
  - 3.1 Understanding Airway Bills: Key Components and Functions
  - 3.2 Exploring Freight Documentation: Types and Purposes
  - 3.3 Navigating Customs Declarations: Compliance Requirements
  - 3.4 Examining Security Regulations: Ensuring Safe Cargo Transport
  - 3.5 Identifying Hazardous Materials: Labeling and Documentation
  - 3.6 Implementing Best Practices: Ensuring Regulatory Compliance in Air Cargo
- **4 Advanced Cargo Security and Risk Management** — 6 classes
  - 4.1 Understanding Cargo Security Regulations and Policies
  - 4.2 Identifying Potential Security Threats in Aviation Cargo
  - 4.3 Implementing Security Screening Techniques
  - 4.4 Analyzing Case Studies of Security Breaches
  - 4.5 Enhancing Risk Management Strategies
  - 4.6 Applying Advanced Security Protocols in Cargo Operations
- **5 Trends and Innovations in Air Cargo Logistics** — 6 classes
  - 5.1 Exploring Recent Developments in Air Cargo Logistics

- **1 General and Everyday Cargo** — 4 classes
  - 1.1 Typical General Cargo Items
  - 1.2 Packing Goods for Flight
  - 1.3 Marks and Labels on Packages
  - 1.4 Pallets and Loose Cargo
- **2 Special Cargo** — 4 classes
  - 2.1 Perishable Goods and the Cold Chain
  - 2.2 Valuable Cargo and Security
  - 2.3 Live Animals and Basic Care
  - 2.4 Dangerous Goods Awareness
- **3 Cargo That Cannot Fly** — 4 classes
  - 3.1 Restricted and Prohibited Items
  - 3.2 Fragile and Oversized Items
  - 3.3 Choosing the Cargo Type for a Shipment
  - 3.4 Cargo Type Case Practice
- **1 Measuring Weight and Size** — 4 classes
  - 1.1 Gross Weight and Using Scales
  - 1.2 Measuring Length, Width and Height
  - 1.3 Metric Units and Conversions
  - 1.4 Rounding Rules for Cargo
- **2 Volume and Volumetric Weight** — 4 classes
  - 2.1 Calculating Package Volume
  - 2.2 The Volumetric Weight Formula
  - 2.3 Comparing Actual and Volumetric Weight
  - 2.4 Worked Examples With Multiple Boxes
- **3 Chargeable Weight and Cost** — 4 classes
  - 3.1 Finding the Chargeable Weight
  - 3.2 Rates per Kilogram
  - 3.3 Adding Basic Surcharges
  - 3.4 Quoting a Simple Shipment Charge
- **1 Air Waybill Basics** — 4 classes
  - 1.1 Purpose of the Air Waybill
  - 1.2 Parts of an Air Waybill
  - 1.3 Filling Shipper and Consignee Details
  - 1.4 Describing Goods Correctly
- **2 Supporting Paperwork** — 4 classes
  - 2.1 Commercial Invoice Essentials
  - 2.2 Packing List Basics
  - 2.3 Export and Import Permits
  - 2.4 Special Cargo Declarations
- **3 Checking and Fixing Documents** — 4 classes
  - 3.1 Spotting Common Document Errors
  - 3.2 Document Checklist Before Flight
  - 3.3 Handling Delays From Missing Papers
  - 3.4 Keeping Records Safely
- **1 Jobs in Air Cargo** — 4 classes
  - 1.1 The Cargo Agent Role Explained
  - 1.2 The Warehouse Operative Role
  - 1.3 The Documentation Clerk Role
  - 1.4 Customer Service and Sales Roles
- **2 Skills for Getting Hired** — 4 classes
  - 2.1 Everyday Skills Employers Want
  - 2.2 Writing a Simple Cargo CV
  - 2.3 Preparing for a Cargo Interview
  - 2.4 Learning on the Job
- **3 Your Next Steps** — 4 classes
  - 3.1 From Workshop to Foundation
  - 3.2 The Warehouse and ULD Operations Pathway
  - 3.3 Planning Your First Year
  - 3.4 Workshop Review and Reflection
- **26 Cargo Acceptance, Rating and Customs Clearance Basics** — 10 classes

4 **Aviation Regulation, Compliance and Stakeholder Management** 55 chapters · 295 classes **100 marks**

- **1 Understanding Warehouse Safety Protocols** — 5 classes
  - 1.1 Identifying Key Warehouse Hazards
  - 1.2 Exploring Safety Signage and Labels
  - 1.3 Understanding Personal Protective Equipment Usage
  - 1.4 Implementing Safe Lifting Techniques
  - 1.5 Conducting Safety Inspections in Warehouse Environments
- **2 Introduction to ULD Safety and Handling Procedures** — 5 classes
  - 2.1 Understanding ULD Safety Basics
  - 2.2 Identifying Potential Hazards in ULD Handling
  - 2.3 Mastering Safe Lifting and Moving Techniques
  - 2.4 Complying with ULD Regulatory Requirements
  - 2.5 Implementing ULD Safety Best Practices
- **3 Regulatory Frameworks Governing Air Cargo Operations** — 5 classes
  - 3.1 Understand International Regulations for Air Cargo
  - 3.2 Identify Key Roles in Regulatory Compliance
  - 3.3 Explore National Compliance Requirements
  - 3.4 Analyze the Impact of Regulatory Changes on Operations
  - 3.5 Apply Compliance Practices in Cargo Handling
- **4 Implementing Safety Management Systems in Air Cargo** — 5 classes
  - 4.1 Understanding Safety Management Systems in Air Cargo
  - 4.2 Identifying Key Safety Regulations and Compliance Standards
  - 4.3 Analyzing Risk Assessment Techniques for Air Cargo Operations
  - 4.4 Implementing Effective Safety Practices in Air Cargo Handling
  - 4.5 Evaluating the Effectiveness of Safety Management Systems
- **5 Dangerous Goods in Cargo Handling** — 5 classes
  - 5.1 Introduction to Dangerous Goods in Warehouses
  - 5.2 Recognising Dangerous Goods Classes and Labels
  - 5.3 Acceptance Checks for Dangerous Goods Shipments
  - 5.4 Safe Storage, Segregation and Handling
  - 5.5 Responding to Spills and Dangerous Goods Incidents
- **6 Special Cargo: Perishables and Live Animals** — 5 classes
  - 6.1 Overview of Special Cargo Categories
  - 6.2 Handling Perishable Cargo in the Warehouse
  - 6.3 Temperature Control and Storage Practices
  - 6.4 Receiving and Caring for Live Animals
  - 6.5 Documentation and Safety for Special Cargo
- **1 Understanding International Aviation Regulations** — 5 classes
  - 1.1 Exploring the Basics of International Aviation Law
  - 1.2 Understanding the Role of the International Civil Aviation Organization (ICAO)
  - 1.3 Analyzing Bilateral Air Service Agreements
  - 1.4 Examining Airline Certifications and Approvals
  - 1.5 Applying International Regulations to Airline Operations
- **2 Airline Compliance and Regulatory Frameworks** — 5 classes
  - 2.1 Understanding Airline Regulatory Bodies and Their Functions
  - 2.2 Exploring Key International Aviation Regulations
  - 2.3 Navigating the Compliance Requirements for Airlines
  - 2.4 Analyzing the Impact of Aviation Laws on Airline Operations
  - 2.5 Applying Compliance Strategies in Airline Sales and Distribution
- **3 Regulatory Impact on Airline Sales Strategies** — 5 classes
  - 3.1 Understanding Regulatory Frameworks
  - 3.2 Analyzing Impact of Regulations on Airline Sales
  - 3.3 Identifying Key Regulatory Bodies in Aviation
  - 3.4 Integrating Compliance into Sales Strategies
  - 3.5 Adapting Sales Techniques to Regulatory Changes
- **4 Navigating Complex Regulatory Challenges** — 5 classes
  - 4.1 Understanding Regulatory Bodies and Their Roles
  - 4.2 Analyzing Key Airline Industry Regulations
  - 4.3 Identifying Compliance Requirements in Aviation
  - 4.4 Exploring the Impact of Regulatory Changes on Sales
  - 4.5 Applying Strategies to Navigate Regulatory Challenges
- **1 Understanding Health and Safety Legislation in Aviation** — 4

- **3 Communication Strategies for Engagement** — 6 classes
  - 3.1 Crafting Effective Messages
  - 3.2 Utilizing Various Communication Channels
  - 3.3 Active Listening Techniques
  - 3.4 Tailoring Communication Styles
  - 3.5 Feedback Mechanisms for Improvement
  - 3.6 Crisis Communication Strategies
- **4 Negotiation Skills for Stakeholder Relations** — 6 classes
  - 4.1 Understanding Negotiation Principles
  - 4.2 Preparing for Negotiation
  - 4.3 Creating Value in Negotiations
  - 4.4 Managing Conflicts During Negotiations
  - 4.5 Closing Deals Effectively
  - 4.6 Post-Negotiation Relationship Management
- **5 Evaluating Stakeholder Satisfaction** — 6 classes
  - 5.1 Defining Satisfaction Metrics
  - 5.2 Conducting Satisfaction Surveys
  - 5.3 Analyzing Survey Results
  - 5.4 Identifying Areas for Improvement
  - 5.5 Implementing Feedback for Change
  - 5.6 Reporting on Stakeholder Satisfaction
- **1 Understanding Aviation Security Regulations and Frameworks** — 4 classes
  - 1.1 Exploring the Foundations of Aviation Security Regulations
  - 1.2 Identifying Key International Aviation Security Frameworks
  - 1.3 Analyzing the Role of National Legislation in Aviation Security
  - 1.4 Applying Legal Frameworks to Real-World Security Scenarios
- **2 Analyzing Security Threats and Regulatory Responses** — 4 classes
  - 2.1 Understanding Security Threats: Identification and Classification
  - 2.2 Evaluating Historical Responses to Aviation Security Threats
  - 2.3 Analyzing Current Regulatory Frameworks and Their Effectiveness
  - 2.4 Applying Risk Assessment Techniques to Aviation Scenarios
- **3 Compliance and Enforcement of Aviation Security Measures** — 4 classes
  - 3.1 Understanding Aviation Security Regulations
  - 3.2 Identifying Key Compliance Requirements
  - 3.3 Exploring Enforcement Mechanisms in Aviation
  - 3.4 Applying Compliance Strategies in Real-world Scenarios
- **1 Understanding Legal Frameworks in Aviation Safety** — 6 classes
  - 1.1 Exploring the Basics of Aviation Safety Regulations
  - 1.2 Understanding International Safety Standards
  - 1.3 Analyzing UK Specific Aviation Safety Legislation
  - 1.4 Comparing Global and Local Safety Frameworks
  - 1.5 Applying Legal Requirements in Safety Management Systems
  - 1.6 Evaluating Compliance in Aviation Safety Practices
- **2 Roles and Responsibilities of Safety Management Systems** — 6 classes
  - 2.1 Understanding the Basics of Safety Management Systems
  - 2.2 Identifying Key Roles in Safety Management Systems
  - 2.3 Exploring Responsibilities within Safety Management Systems
  - 2.4 Analyzing Regulatory Frameworks for Safety Compliance
  - 2.5 Evaluating Effective Communication in Safety Roles
  - 2.6 Implementing Audit Procedures for SMS Compliance
- **3 Implementing Compliance Strategies in SMS** — 6 classes
  - 3.1 Understanding the Role of Safety Management Systems in Compliance
  - 3.2 Identifying Regulatory Requirements for SMS
  - 3.3 Developing an Effective Compliance Strategy
  - 3.4 Integrating Regulatory Guidelines into SMS
  - 3.5 Implementing Monitoring and Evaluation Mechanisms
  - 3.6 Assessing and Adapting Compliance Strategies
- **4 Auditing and Monitoring Compliance in Aviation Operations** — 6 classes
  - 4.1 Understanding the Basics of Auditing in Aviation
  - 4.2 Identifying Key Compliance Requirements in Aviation Operations

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