

Day 1 – Monday 13 April

Module 1

Introduction to Law and Legal Systems

The sources and systems of law explained

Module 2

Introduction to Contract Law Part I

The basic principles of contract law:

- Offer
- Acceptance
- Consideration
- Certainty
- Capacity
- Privity

Module 3

Aviation Contracts & Passenger Issues

- Tickets as contracts
- Conditions of carriage
- Interline
- Liability/Warsaw System and contractual implications

Introduction to Contract Law Part I: Revision and Case Study

Day 2 – Tuesday 14 April

Module 4

Introduction to Contract Law Part II

The contents of a contract

- Terms
- Conditions
- Warranties
- Exclusions

When things go Wrong

- Loss & recovery
- Damages

Terminating the contract

Module 5

IATA Rules/Resolutions/Standard Practices

Standard form contracts

- Ground handling/IGHC
- Interline agreements
- GSA/Agency

Other Contracts

- Code-sharing

- Block space
- Fuel

Introduction to Contract Law Part II: Revision and Case Study

Day 3 – Wednesday 15 April

Module 6

Introduction to Finance Contracts

- Aircraft acquisition
- Aircraft leasing
- Securitisation
- Cape Town Convention

Module 7

Introduction to Organisational Structures

- Joint Ventures
- Mergers and Acquisitions
- Other structures
- Legal Issues

Introduction to Finance Contracts/Organisational Structures: Revision and Case Study

Day 4 - Thursday 16 April

Module 8

Special Types of Contract

Labour contracts

- Employment
- Dismissal
- Other rights and obligations

Procurement

- Special rules

Property

- Leasing
- Purchasing
- Registration

Module 9

The Interface between Contracts and Regulations

Regulated contracts

- Consumer protection
- Safety
- Liability

Case Studies

Day 5 - Friday 17 April

Module 10

Anti-trust and other regulatory issues

Airline Cooperation

- Forms of Cooperation
- Implications

Anti-Trust Rules

- Misleading and deceptive conduct
- Abuse of market power
- Collusion
- Implications for contracts

The reach of the rules

- Extra-judicial application
- Data protection

International contracts

- Things to consider

Module 11

Contract negotiation

- Introduction
- Techniques
- Reaching agreement

Day 6 – Saturday 18 April

Module 12

Workshop and hypothetical fact situation

- Xanadu Airlines: analysis of situation
- Drafting/negotiating contractual terms
- Group exercise
- Round Up
- Closing Remarks