



Smurfit Executive Development

UCD Michael Smurfit Graduate Business School

DIPLOMA IN AVIATION FINANCE



FT EXECUTIVE
EDUCATION
2023 RANKING

1 IN IRELAND
FOR OPEN ENROLMENT

21 IN EU
FOR OPEN ENROLMENT

35 GLOBALLY
FOR OPEN ENROLMENT

PROGRAMME DETAILS

STRUCTURE

This programme is delivered in-person over a series of 6 two-day workshops within a 9-month period. 100% attendance is required.

ASSESSMENTS AND WORKLOAD

Participants are assessed on a module-by-module basis through a variety of practical assignments. The emphasis throughout the programme is on the practical application of knowledge to benefit the participant, their team, and their organisation.

ACCREDITATION

On successful completion of the programme, participants will be awarded the Professional Diploma in Aviation Finance by UCD Smurfit Executive Development (30 credits at NFQ Level 9). This diploma forms part of the MSc in Business (Leadership and Management Practice) Pathway (see back page for more details).

Module 1

Introduction to Aviation Financing and Leasing

- Understand the business of aviation financing and leasing.
- Appreciate the role of Ireland in the aviation finance and leasing industry.
- Develop an understanding of the drivers underpinning aviation finance.

Module 2

Aviation Markets and Assets

- Describe the main asset capital markets, their users, and their operations.
- Appreciate the risks facing corporations and identifying the opportunities they offer.
- Understand sources of finance including equity, debt, leasing, private equity; CAPM and the cost of capital.

Module 3

Aircraft Finance and Leasing

- Understand aircraft as an asset class and why they act as strong collateral.
- How do economics, regulation, operations, and taxation impact aviation financing?
- Evaluate the credit enhancement mechanisms available to aviation financiers.

THE SMURFIT ADVANTAGE

This programme takes advantage of Smurfit's position as the leading academic research and teaching hub for aviation leasing and finance in Ireland and globally. This combined with Ireland's leading position as the number one global industry and talent hub for this sector makes this programme truly unique.

PROGRAMME OVERVIEW

This programme, developed in partnership with the aviation leasing and finance sector, addresses the needs of the industry in all aspects of aviation finance. Knowledge gained, skills learned, and relationships developed on the programme will enhance career potential and directly benefit the organisations that participants work with, both now and in the future.

Participants will acquire a detailed understanding of the financial processes associated with the aviation finance sector including suitable risk assessment and aircraft asset management, accounting issues, financing and credit enhancement, leasing developments and insurance applications. There will be a substantial focus on sustainability issues and how finance can support the sector's proposed net-zero targets. They will also develop the necessary knowledge and skills to reach the highest level in the aircraft and airline financing industry.

Who is it for?

- Mid-to-senior level executives looking to expand their knowledge of aviation financing.
- Executives working in aviation leasing, airlines, banks, insurers, service providers and law firms, among others.
- Experienced technical specialists transitioning towards a general management function in aviation finance and leasing.
- Advisors and professional consultants

Key Benefits

Upon completion of this programme, participants will have a deeper understanding of aviation financial decision making. They will obtain a broad appreciation for both asset and liability management in aviation, with a focus on developing key leadership skills.

Specifically, the programme will help participants:

- Acquire a detailed understanding of aviation financial analysis decision making.
- Develop a broad awareness of the influence of economics, accounting, and related areas on aviation financial structures.
- Understand aviation asset management, including the drivers of aircraft value.
- Assess and optimise the funding strategies used by airlines and lessors.
- Develop financial strategies to extract maximum benefits from new opportunities.
- Negotiate and communicate effectively with senior leaders, customers and other stakeholders.

FACULTY

Our dedicated team of faculty are widely recognised as skilled educators, ground-breaking researchers and accomplished authors. Through publishing, consulting and teaching they leverage their business expertise and field-based research to deliver programmes, encourage participants to develop new ways of thinking, widen their perspectives and to understand their own challenges and capabilities. The faculty present topics in a range of engaging methods such as 'action learning' projects, case studies, role plays, individual assessment and one on-one coaching, so as to deliver a unique and lasting learning experience.

Smurfit Executive Development

As part of Ireland's leading business school, Smurfit Executive Development programmes are designed to provide the business leaders of today and tomorrow with a transformational experience. We are one of an elite group of schools worldwide to hold triple accreditation from AACSB (US), EQUIS (Europe) and AMBA (UK) and are the only Irish member of the leading international business school alliances CEMS, GNAM and PIM. UCD Smurfit Executive Development is a member of UNICON, an invitation-only alliance of the world's leading university[1]based executive education providers. UCD Smurfit Executive Development has been ranked 1st in Ireland, 21st in the EU and 35th in the world for its Open Enrolment programmes according to the prestigious 2023 Financial Times Executive Education Rankings. By offering a world-class range of customised, diploma and open enrolment programmes, Smurfit Executive Development helps executives and their organisations create new opportunities to drive growth and create value.

Module 4

Negotiation Strategies for Aviation Finance and Leasing

- Develop a systematic approach to negotiation skills improvement.
- Identify and practise strategies for creating value in negotiations.
- Acquire tools for appraising and understanding cultural differences.

Module 5

Advanced Aviation Financing

- Understand how lessors fund themselves and ensure liquidity.
- Assess the bank, capital market and securitisation debt markets for aviation.
- Appreciate the challenges in aviation decarbonisation and sustainable finance.

Module 6

Corporate Finance for Aviation

- Explain the information contained in financial statements of companies and what it can tell us about the value, performance, and risks of a firm.
- Examine and understand alternative asset valuation models, NPV, IRR.
- Value a lease and other assets and undertake a project investment appraisal.

APPLICATION INFORMATION

Entry requirements

Participants should hold a primary degree or equivalent professional qualification. Consideration will be given to applicants who do not hold a primary degree but where their depth of industry and organisational experience qualifies them as suitable participants.

Fees

The fee of €16,000 or €15,200 (UCD Business Alumni Discount) is a comprehensive cost that includes tuition, all course related materials, lunches and refreshments while on campus. There are no additional overheads. We offer staged payments and there is no interest charged for choosing this option. Tax relief is also available on fees. For details visit www.revenue.ie

Application Procedure

A completed application form, digital photograph and copy of transcripts for all university-level degrees (if applicable and excluding those taken at UCD) are required. A telephone or personal interview with the Programme Director may form part of the admission process to help determine whether the programme is the most appropriate solution for the applicant.

How to Apply

To apply for this programme, please contact a member of our team on +353 1 716 8889, email exec.dev@ucd.ie or visit www.smurfitschool.ie/executivedevelopment

Pathway to the MSc in Business (Leadership & Management Practice)

The Diploma in Aviation Finance forms part of the MSc in Business (Leadership & Management Practice) Pathway. The Pathway framework is comprised of eleven diploma programmes. If participants successfully complete three of these eleven diplomas within a 5-year timeframe, they are awarded with the MSc in Business (Leadership & Management Practice).

The eleven diploma options available in the Masters pathway are as follows:

1. Professional Diploma in Strategy Development and Innovation
2. Professional Diploma in Corporate Governance
3. Professional Diploma in High Performance Sales & Business Development
4. Professional Diploma in Business & Executive Coaching
5. Professional Diploma in Leadership Development
6. Professional Diploma in Business Finance
7. Professional Diploma in Organisational Change & Transformation
8. Professional Diploma in Management Excellence
9. Professional Diploma in Digital Innovation & Transformation
10. Professional Diploma in Aviation Finance
11. Professional Diploma in Artificial Intelligence and Analytics

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UCD Michael Smurfit Graduate Business School
Carysfort Avenue, Blackrock, Co. Dublin.

www.smurfitschool.ie/executivedevelopment

Tel: +353 1 716 8889
Email: exec.dev@ucd.ie

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