

BEYOND

Training Catalogue

2023

AIRBUS

BEYOND

We develop and nurture the knowledge, skills and behaviours of professionals within and beyond the aerospace industry

As an Airbus company, the expertise shared with our participants internationally is drawn directly from the industry experience of the global leader in aeronautics.

We also tap into a well-developed network of distinguished executives from the industry to provide engaging guest speakers and subject experts during the training, adding further insight and value for the participant.

Training delivered internationally with offices and representation in

- France
- Beijing
- Singapore

2 AREAS OF EXPERTISE



Open courses - Key performance 2022*

- Average satisfaction rate : 4,4 / 5
- Average recommendation rate : 4,4 / 5
- Trainer subject knowledge rate : 4,7 / 5
- Support to daily work rate : 4,15 / 5
- 90% of respondents recommend our training

*updated January 2023



RÉPUBLIQUE FRANÇAISE

La certification qualité a été délivrée au titre de la catégorie d'action suivante:
ACTIONS DE FORMATION



Airbus Beyond is a PMI Registered Education Provider (R.E.P)

The PMI Registered Education Provider logo are registered marks of the Project Management Institute Inc.

INTERACTIVE LEARNING TECHNIQUES

Creating learning experiences that are memorable, useful on the job and customised to your style of learning

METHODOLOGIES

- Facilitation
- Coaching
- Training
- Consulting

OUR SOLUTIONS

- Team & individual sessions
- Open courses
- On the job
- Learning units
- Business simulations
- Graphic facilitation
- Serious gaming
- Self-assessment
- Case studies
- Blended learning
- Rich media
- Virtual Classroom
- Video Tutorials

TARGET

- Suppliers
- Airlines
- OEMs/MROs
- Airports
- Authorities
- Universities
- Clusters

AIRBUS

AIRLINE OPERATIONS

- Introduction to Civil Aviation
- Maintenance Cost Seminar
- Reliability Control Programme
- Commercial Aspects of Aircraft Maintenance
- Strategic Airline Management
- Airline simulations - AirManager & Network Manager

AVIATION STRATEGY, FINANCE & SUSTAINABILITY

- Inventory Management Awareness
- Aircraft Operating Lease Market
- Aircraft Asset Management
- Aircraft Financing for Non-Financiers
- Cash Awareness
- Airline Fleet Planning
- Aircraft Evaluation
- Customer Mindset
- Civil Aviation Carbon Neutrality

PROJECT MANAGEMENT

- PM Foundations
- PM Advanced
- People Make the Difference (PMD)

PROCUREMENT & SUPPLY CHAIN MANAGEMENT

- Be An Airbus Supplier (Executive)
- Be An Airbus Supplier (Module 1)
- Be An Airbus Supplier (Module 2)
- IPCA+ for Suppliers
- IPCA+ Self Assessment
- Mastering International Negotiations
- Transfer of Work

QUALITY, LEAN & SAFETY

- Quality Fundamentals for Production
- Basic Inspection Principles
- Switch on APQP
- Implementing & Boosting APQP
- APQP Champions
- Problem Solving Essentials
- Aviation Safety Mindset and Behaviours

COLLABORATIVE WORK

- Design Thinking
- Systems Thinking
- Strategic Thinking and Innovation
- eFfective Innovation for eXperts (FIX)
- Programme Experts
- Pitching for Success
- Practice Agile Scrum for Projects

KNOWLEDGE MANAGEMENT

- Introduction to KM
- Facilitating Knowledge Transfers

BEYOND



**Airline
Operations**

Introduction to **Civil Aviation**

Who should attend?

- Everyone who needs better understanding of airline industry & airline's business drivers, organization & operations.

What are the learning objectives?

- Actively manage airline operations through a top-level airline management simulation
- Work with the latest trends in airline business models and market strategies
- Understand the airline business cycle and its relation to fleet acquisition and management
- Master airline profit dynamics by making decisions and receiving complete feedback on results

Course content

- The course is structured around a competitive Airline Simulation: AirManager
- Airline industry performance overview
- Airline Fleet development
- Airline KPIs and Profit & Loss statement , concept of cost avoidance
- Managing cost volatility : Fuel cost prospects and hedging
- Airline Marketing
- Low cost carriers update and new trends on revenue
- Flight Operations overview - Market forecasts, trends, risks and opportunities
- Airline Simulation debriefing: performance, sharing findings and experience

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Business simulation
- Academic, mixed with action and social learning and serious gaming
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity

LANGUAGE

English

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Maintenance Cost Seminar

Who should attend?

- Managers and Engineers responsible for their airline's Reliability Control Programme (RCP) which is a mandatory requirement according to EASA Part M and FAA Advisory Circular 120-17A
- Airline personnel seeking to learn, exchange and benchmark aircraft economics topics with the worldwide community of Airbus operators
- Engineering, Maintenance and Finance personnel who wish to maximise the benefits of AirbusWorld, the Airbus online customer portal

What are the learning objectives?

- Learn about Aircraft Economics, combining technical, economic and financial aspects of aircraft maintenance and operations
- Experiment with today's methods and tools used by leading airlines to manage and improve aircraft maintenance cost performance
- Compare and contrast your experience using Airbus tools with airline colleagues from around the world

Course Content

- Introduction to Maintenance Economics and Business overview
- Definition of the key metrics and calculations – traditional vs. modern / theory vs. real-life
- Practical Application: the cost of an Unplanned Event
- Maintenance reserves in the lessor business model/ end of lease check
- Material Management Optimisation / Logistics support
- Inventory optimisation Scheduled and Unscheduled Maintenance and strategies
- Effectively Protecting Operations
- Preventive Maintenance concepts/Costs and benefits of varying approaches
- Make vs. Buy strategies and impacts on economics
- Strategic rationale for decisions
- Forms of subcontracting: from time and materials to flight-hour contracts
- Responsibilities and obligations of Airlines and MROs
- Engine Maintenance Costs
- Impact of Labor rate on the Maintenance Business
- Maintenance Operations optimisation
- Maintenance mobility 3D Repair Manager
- Scheduled Maintenance Optimiser Reliability tool

Please note...

This training is usually the first module of a five day course as follows:

- (1) Maintenance Cost Seminar - Module 1 - 3 days
- (2) Reliability Control Programme - Module 2 - 2 days

You can attend both or choose your preferred module.

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom or virtually with documentation distributed in paper or PDF
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English

DURATION

5 days (or choice of module)

MAXIMUM PARTICIPANTS

18 participants

FEE

Full course: 2 040 / 2 550€ p.p

3 day module: 1 230 / 1 530€ p.p

2 day module: 820 / 1 020€ p.p

Customised quote on request

Reliability Control Programme



Who should attend?

- Managers and Engineers responsible for their airline's Reliability Control Programme (RCP) which is a mandatory requirement according to EASA Part M and FAA Advisory Circular 120-17A
- Airline personnel seeking to learn, exchange and benchmark aircraft economics topics with the worldwide community of Airbus operators
- Engineering, Maintenance and Finance personnel who wish to maximise the benefits of AirbusWorld, the Airbus online customer portal

What are the learning objectives?

- Learn how to implement a streamlined reliability control programme within an airline maintenance and engineering organisation
- Understand the advantages of an RCP from an economics and an operational perspective

Course Content

- Why do I need a Reliability Program?
- What are the regulations and what do the Authorities expect?
- In the Airline – who will be involved?
- Can a well-managed RCP positively impact Airline costs and revenues?
- Data Management and collection - Sources and coding
- Reliability Reporting, target setting, Performance monitoring and Alert Levels
- Reliability Analysis and Investigations
- Corrective Actions: Decision and Implementation

Please note...

This RCP training is usually the second module of a five day course as follows:

- (1) Maintenance Cost Seminar - Module 1 - 3 days
- (2) Reliability Control Programme - Module 2 - 2 days

You can attend both or choose your preferred module.

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom or virtually with documentation distributed in paper or PDF
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English

DURATION

2 days (or 5 if paired with module 1)

MAXIMUM PARTICIPANTS

18 participants

FEE

Full course: 2 040 / 2 550€ p.p

3 day module: 1 230 / 1 530€ p.p

2 day module: 820 / 1 020€ p.p

Commercial Aspects of Aircraft Maintenance

Who should attend?

- Professionals from sales, after-sales or design office departments, working for airframe, engine or equipment manufacturers
- Professionals from airlines and lessors who are involved in aircraft maintenance

Course Content

Analysis of the Maintenance Business

- The 5 purposes of Maintenance
- MRO market analysis
- Maintenance Business sensitivities
- Definitions and analysis of MRO business models MRO Manager
- Simulation game MRO Manager
- Semester 1: Infrastructure and Resources Management Market demand and airline business models • MRO market segmentation by airline business model • Impacts on airline operation
- Semester 2 : Airline Maintenance Organisation • Airline maintenance objectives and drivers • Operational requirements • Industrial and financial objectives of an Airline/MRO
- Semester 3 : Business Development Managing resources and capacity • Capacity metrics and optimisation • Resource management • MRO performance indicators for efficiency Impact of labor rate on Maintenance Business • Trends of the market • Wage comparison between countries
- Semester 4 : Co-opetition and Uncertainty Performance-Based contracts • Airline Make or Buy rationales • Understanding and developing performance-based contracts • The future of maintenance • Technology disruptions and impacts on the business
- Semester 5 : and the Winner is...

What are the learning objectives.

- Identify and benchmark maintenance cost drivers
- Learn how a Maintenance program is created, applied and evolves over the life of an aircraft
- Gain an understanding of the industrial and financial objectives of an Airline MRO
- Improve awareness of Services

PRE-REQUISITES

- No pre-requisite - laptop required

METHODS & EVALUATION

- Theoretical content delivered in classroom or virtually with documentation distributed in paper or PDF
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English

DURATION

3 days / 5 * 0.5 days in virtual mode

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course: 1 560 / 1 950€ p.p

Customised quote on request

Strategic Airline Management



Who should attend?

- This course will benefit senior airline managers with its strategic view of the key airline management functions, from strategy and planning, to finance, commercial, human resources, combined with the critical transverse quality and safety management skills.

What are the learning objectives?

- Understand airline business dynamics in deregulated markets
- Discover airline business models and impact on marketing and operations
- Learn how airlines manage revenue and costs over the aviation cycle
- Examine the drivers and contributors of airline profitability
- Get an overview of airline operations, emphasis on fuel cost management
- Examine aviation supply chain profitability, emphasis on the MRO market

Course content

- Investment strategies in aviation
- Business models and fleet planning
- Fleet planning methodologies
- Fleet planning tools and functionalities
- Aircraft performance essentials
- Airline simulation: Fleet planning & aviation cycles
- The airline business case for aircraft acquisition
- State of practice: aircraft investment paradigms
- Investment –financing interactions
- Aircraft financing structures and pricing
- Asset management overview

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Computer-based competitive simulation
- 50% Simulation + 25% theory + 25% Leadership
- Final test played by teams at the end
- One (or more) experienced trainer throughout the course

LANGUAGE

English/French

DURATION

8 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

BEYOND

Airline Simulations



Highly interactive sessions to engage participants and increase learning retention rates.

Network Manager

A competitive Airline Network simulation where you manage an airline network from both the airline and airport perspective.

AIRMANAGER by AIRBUS BUSINESS ACADEMY

Manage an airline in a competitive, realistic environment where your decisions impact the outcome of your airline's business objectives

Flexible formats allowing you to work on hard and soft skills with the option of adding corporate lectures and presentations.

Team Event

Partners Day

Advanced

Hard & Soft Skills

Deep Dive

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Simulation based on Game Board and cards
- Continuous control through practical activity

LANGUAGE

English/French

DURATION

From 3 - 15 days depending on need

MAXIMUM PARTICIPANTS

18 participants

FEE

Customised quote on request



**Aviation Strategy,
Finance &
Sustainability**

Inventory Management Awareness



Who should attend?

- Any professional profile wishing to build knowledge on inventory management

What are the learning objectives?

- Bring awareness on inventory
- Show basic correlation of decisions on inventories and necessity to optimise inventory
- Share a common understanding and language on inventory management from an industrial perspective and to create an inventory management system

Course content

- Current inventory situation in different parts of the supply chain
- Critical success factors, drivers and levers of inventories reduction
- Key performance indicators
- Best practices

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom using Celemi game
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French/German

DURATION

1 day

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Aircraft Operating Lease Market



Who should attend?

- Professionals working for aircraft and engine manufacturers in sales, marketing, product support, finance or contracts departments
- Professionals from supplier companies working together with manufacturers and lessors
- Airline professionals in commercial and operational divisions, including finance departments
- Managers from financial institutions involved in aircraft leasing
- Personnel from aircraft technical and maintenance service centres

What are the learning objectives?

- Understand how operating leasing fits into the financing mix for civil aircraft
- Learn about the variety of leasing business models in today's market
- Explore the market from manufacturer, airline and leasing company viewpoints
- Negotiate an aircraft operating lease from signature to delivery and redelivery

Course content

- Leasing markets overview and lessor business model
- Definitions, dynamics and economics of aircraft operating leases
- Strategic market perspectives from Aircraft Manufacturer, Operating Lessor, Airline
- Leasing contract (LOI) term sheet and annex negotiation between lessor and operator
- Market trends: Sale and Lease Back (SLB), Japanese operating lease (JOLCO), ECA finance and leasing
- Protecting the aircraft residual value: return conditions, provisions and reserves
- Protecting the asset through maintenance programmes, provisions and reserves
- Financial aspects and structures of lease agreements
- Risk management techniques
- Return and repossession of aircraft
- Insurance requirements
- Aircraft residual value

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's
- Course can also be deployed in Virtual mode (3 days or 5 half-days)

LANGUAGE

English

DURATION

3 days classroom / 5 half days virtual

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course classroom 1560/1950€ p.p
Open course virtual 980€ p.p

Customised quote on request

Aircraft Asset Management



Who should attend?

- Manufacturers: sales, contracts, customer services or programme experience
- Airlines: Accounting/contracts or technical background seeking new insights
- Lessors: technical background seeking insight into financing
- Bankers: three or more years prior experience but new to the aircraft industry

What are the learning objectives?

- Understand the operator and lessor strategies and tactics regarding lease origination, operation, extension, and return
- Learn how successful companies successfully blend technical, commercial and financial skills to manage the aircraft over the leasing cycle
- Experience the realities of asset and lease management through a full life-cycle serious game

Course content

- Aircraft values and market dynamics
- Leasing aircraft versus aircraft ownership
- Influencing factors on management and operations
- Asset-based funding techniques
- Technical management and product support for second-hand aircraft
- Portfolio management

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course 1 600/2 000€ p.p
Customised quote on request

Aircraft Financing for Non Financiers



Who should attend?

- Airline professionals involved in finance, fleet planning or aircraft trading
- Manufacturer commercial executives seeking insight into airline financing trends and prospects
- Engineers and technical specialists who are moving into a commercial role within their company
- Bankers, lessors, advisors and lawyers who are new to the field of aircraft financing

What are the learning objectives?

- Understand airline business dynamics in deregulated markets
- Discover airline business models and impact on marketing and operations
- Learn how airlines manage revenue and costs over the aviation cycle
- Examine the drivers and contributors of airline profitability
- Get an overview of airline operations, emphasis on fuel cost management
- Examine aviation supply chain profitability, emphasis on the MRO market

Course content

- Understand airline financial performance and its implications for asset financing
- Learn the main aviation finance jargon in use
- Understand the process of building & assess the risks of financing structures
- Appreciate the objectives of airlines, lessors, bankers, & manufacturers
- Learn the role of capital markets in aircraft finance and the current market situation

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Computer-based competitive simulation
- 50% Simulation + 25% theory + 25% Leadership
- One (or more) experienced trainer throughout the course
- Final test played by teams at the end

LANGUAGE

English/French

DURATION

4 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course 1 800/2 250€ p.p
Customised quote on request

Cash Awareness



Who should attend?

- Beneficial for anyone wishing to improve their business acumen but in particular; Operations, Sales and commercial, Purchasing, Finance and accounting department
- Senior managers, middle managers, entrepreneurs and others with marketing, sales, business and financial responsibilities

What are the learning objectives?

After this course the participant will be able to:

- Explain how cash is moving within a company
- Identify how actions, measures and improvement project can have a positive impact on the cash position of a company
- Summarise the mechanism behind the balance sheet and Profit and Loss of a company
- Explain how actions, measures and improvement projects improve the financial KPIs of a company

Course content

This business simulation has been experienced and appreciated by over 1 million participants at leading companies all over the world. During the simulation, participants will realise first-hand the importance of maintaining healthy business financials including;

- Business Finance
- Profitable Growth
- Cash Flow
- Operational Proficiency

CELEMI Apples & Oranges™

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- 75% Simulation + 25% theory
- Practical activities through serious game / use-case study
- Classroom or virtual delivery
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French/German/Spanish

DURATION

1 day

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Airline Fleet Planning

Who should attend?

- Airline personnel involved in strategic or commercial planning
- Strategic consultants
- Insurance brokers
- Lessors and financial analysts
- Airframe and engine manufacturers, industry suppliers, airports
- Government agencies

What are the learning objectives?

- Understand the processes, methods and tools that contribute to building an evolving airline fleet plan
- Grasp the impact of airline business model and region on fleet planning decisions
- Learn through examples of Airline approaches to fleet management
- Explore the state of the art in fleet risk management and financial analysis

Course content

- Fleet planning processes and decision-making
- Impact of airline business model on fleet planning
- Alliances, mergers and fleet planning
- Network planning and fleet planning interactions
- Methodologies and modelling techniques
- Demand allocation, segmentation and spill
- Key trade-offs, capacity vs. frequency, P2P vs. O/D, fragmentation vs. consolidation
- Aircraft performance and economics in an appraisal
- State of the art in investment analysis and risk management

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Aircraft Evaluation



Who should attend?

- Airline managers involved in fleet planning and procurement, asset management, strategic planning, finance and operations
- Manufacturer analysts with customer interfaces, particularly those in sales and marketing
- Asset management finance and contracts managers
- Analysts and managers of aircraft leasing companies, banks, appraisal firms and insurance companies

What are the learning objectives?

- Have more insight into aircraft selection and acquisition processes
- Examine techniques used by airlines to analyse aircraft
- Know how airlines organise fleet planning and the aircraft evaluation processes
- Follow the example of a major European airline's evaluation process
- Use economic analysis techniques through a comprehensive business case
- Understand key issues regarding aircraft availability and financing
- Understand financial analysis: investment valuation, sensitivity analysis and leasing vs. purchasing

Course content

- Current and emerging industry trends
- Basic aircraft evaluation principles
- Qualitative aircraft evaluation criteria
- Aircraft evaluation for a major airline
- Aircraft selection: airplane direct operating cost, cost breakdown by categories, choosing aircraft type cabin
- Risk vs. reward evaluation – focus on aircraft performance
- Aircraft utilisation and productivity impact
- Aircraft standardisation
- Analysis of investment in aircraft
- Leasing vs. purchasing aircraft
- Business cases

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course 1 600/2 000€ p.p

Customised quote on request

Customer Mindset



Who should attend?

- Customer facing profiles

What are the learning objectives?

- Support evolution from a product culture to a customer and service oriented culture
- Develop commercial and business oriented behaviors
- Create new needs and opportunities to generate more revenue for the group
- Reinforce following attitudes

Course content

- Learning model: KODA Customer context and business models
- Understanding customer requirements
- Business model essentials and value proposition
- Understanding and anticipating customer needs
- Customer Communication; understanding my preferred communication style
- Company presentations & public speaking

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Cash Awareness



Who should attend?

- Sustainability engineers,
- RSE leaders
- Sustainability competence managers
- Transformation leaders
- Marketing managers

What are the learning objectives?

- Understand the current state of Civil Aviation with regard to Climate Change
- Describe the current challenge to reach Carbon Neutrality by 2050
- Explain the aviation path to climate neutrality through the 4 pillars of decarbonisation: Market based measure, Improved Technology, Improved Infrastructure and Operations, Sustainable Aviation Fuels
- Explain the challenges around aviation decarbonisation communication

Course content

- General awareness
- Framework and regulation
- Evaluation and measurement
- Market based measure
- Improved technology
- Improved infrastructure and operations
- Sustainable aviation fuels
- Communication

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course 1 300/ 1 650€ p.p

Customised quote on request



Project Management

Project Management Foundations



Who should attend?

People involved in projects - Project Managers, WPL, PMOs and any stakeholder who needs to understand basic PM processes

What are the learning objectives?

- Reinforce a harmonised/common approach for PM within your company
- Be able to apply the core PM processes and methods
- Ensure that the PM culture and mind-set for project success is applied

Course content

- PMBOK V6 Definitions + 10 knowledge areas and 5 processes
- Project Life cycles
- - Initiate Project : Project Charter, Business Case, KOM
- - Plan : Scope Management (PBS, WBS), Scheduling, Budgeting (S Curve), Resource allocation, Gantt Chart, Critical Path, Quality, Select suppliers
- - Risk & Opportunity Management - manage Team
- - Execute Project - Stakeholder Management
- - Monitor & Control Project : process, tools, KPIs, status report, Visual Management
- - Close : Lessons Learnt

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

PM Advanced



Who should attend?

- Project Leaders or PMO involved in Large and Complex Projects

PRE-REQUISITE: At least 5 years experience in Project Management and attendance to «Project Management Foundations» or similar training

What are the learning objectives?

- Gain more in-depth knowledge on critical PM processes especially for complex and large projects - covering Business Case, Planning, Suppliers Management, Earned Value

Course content

- Change Management
- Business Case
- Make Or Buy Policy
- Plan Complex Project - xBS, Gantt, Integrate and Negotiate
- Select Suppliers & Negotiate Contracts
- Risks and Opportunities Provisions Management
- Manage Supplier - Monitoring & Controlling
- Use Earned Value
- Manage Efficient Meetings/Reviews
- Close - Handover Complex Project

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper
- Practical activities through serious game / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

People Make the Difference (PMD)

Improve the performance of project teams working on behaviours and human factors

Who should attend?

- Project Leaders : PM officers
- Head of Project Management Operations
- Project Team Members

What are the learning objectives?

By the end of the session, the participant should be able to:

- Enhance the performance of project teams working on Human factors and soft skills
- Developing the motivation of the team and of each individual
- Defining roles and responsibilities of project team members
- Managing project team members development through delegation
- Resolving problems and conflicts as a project team
- Leading effective Management and Progress Review Meetings
- Understanding the client's objectives
- Building a communication plan with the project team, the client, the functions

Course content

- Communication & Feedbacks
- Motivation / Rosenthal Effect /Energy management / Team Dynamic : Tuckman Model /
- Situational Leadership styles Model II / Delegate / Manage Conflict - Thomas Kilman / Project Team Roles & Responsibilities

PRE-REQUISITES

- No pre-requisite, however attendance to the PMF course is preferable

METHODS & EVALUATION

- Theoretical content delivered in classroom with documentation distributed in paper or pdf
- Practical activities through Role Plays and small group work.
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French/German/Spanish

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request



Procurement & Supply Chain Management

Be an Airbus Supplier

1 Day Executive

Who should attend?

- Executive or members of the Management team of current or future Airbus suppliers
- Executives, CEO, COO, Lean, Quality and Supply Chain directors, Senior Business Managers of current or future Airbus suppliers
- Management of suppliers who plan to answer or have recently won an Airbus Call For Tender and wish to align their company with Airbus requirements

What are the learning objectives?

- Learn about and understand the Airbus Supplier requirements (ASR/GRAMS/GRESS) and business requirements applicable to all current or future Airbus suppliers
- Learn about the long-term initiatives put in place by Airbus in order to develop and support performance improvement
- Identify the key factors for successful implementation of requirements

Course content

- A condensed overview of the Airbus Supplier Requirements (ASR, formally known as GRAMS/GRESS): Quality Assurance, Environment, Risk Management, Project Management, Industrialisation, Qualification, Series production, Material management, Sub-tier suppliers management, Deliveries and Customer support
- Concrete activities per requirement in order to fully understand their importance and the importance of their implementation

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

1 days

MAXIMUM PARTICIPANTS

30 participants

FEE

Customised quote on request

Be an Airbus Supplier

Module 1

Who should attend?

- Airbus potential or existing suppliers (all Tiers) dealing with flying and non-flying aircraft related parts linked to Airframe, Material, Cabin & Cargo, Propulsion and Equipment & Systems
-

What are the learning objectives?

- Learn about and understand Airbus Supplier requirements (ASR/GRAMS/GRESS), the Business Requirements applicable to all Airbus Suppliers
- Prepare for, meet and surpass Airbus expectations
- Understand how to implement the international aeronautical quality standards

Course content

- Understanding of the aeronautical regulations and rules
- Detailed insight into the history and organisation of Airbus
- Understanding of the Airbus Supplier requirements (ASR/GRAMS/GRESS) related to Quality Assurance, Environment, Risk Management, Project Management, Industrialisation, Qualification, Series production, Material management, Sub-tier suppliers management, Deliveries and Customer support
- Best practice
- An overview of the associated support documents and tools
- Building and preparing key milestones in order to be compliant with Airbus contractual requirements and aeronautical regulations
- Implementing or enhancing your processes and organisations in order to meet and surpass Airbus expectations

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content and practical exercises virtual or traditional classroom
- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

Classroom: 3 days

Virtual: 5 half days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course classroom 1640/2050€ p.p

Open course virtual 980€ p.p

Customised quote on request

Be an Airbus Supplier

Module 2



Who should attend?

- Supplier Development, Quality, Supply Chain Manager. Participants who have already attended 'Be An Airbus Supplier' (Module 1) or suppliers who have significant knowledge and understanding of the Airbus Supplier requirements (ASR/GRAMS/GRESS)
- Employees from Airbus Tier 1 and sub-Tier suppliers (existing, new) with operational responsibilities for core topics

PRE-REQUISITE: Participation in Module 1 or understanding of Airbus Supplier requirements (ASR /GRAMS/ GRESS). Completed e-learning modules on IPCA+ Awareness (before the course) and where relevant, ICSIS (after participation).

What are the learning objectives?

- Gain autonomy in the use of Airbus tools in order to better prepare for assessment and to manage your supply chain more efficiently
- Understand the processes Airbus uses to secure supply
- Understand the activities Airbus promotes to secure supply in a sustainable way
- Understand how best to collaborate with Airbus

Course content

- Deep dive into tools (IPCA+, PMCA, LBIP+, ALMA) to understand Airbus assessments and business context
- Airbus supplier approval/qualification and surveillance processes
- Airbus supplier industrial capability and capacity assessment methods (IPCA+, CCP) and project management aspects (PMCA)
- How to monitor the supply chain, manage risks, control supply and develop suppliers

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course classroom 1640/2050€ p.p

Customised quote on request

IPCA+

For Suppliers

Who should attend?

- Current Tier-1 and sub-tier suppliers to Airbus.
- Potential suppliers invited to respond to Airbus Call for Tenders or those already involved in the process

What are the learning objectives?

- Explain the Industrial Process Capability Assessment Plus process and the content in close relationship with the Airbus Supplier Requirements (ASR and /or GRAMS/GRESS modules 345).
- Understand the associated documentation and prepare to perform IPCA+
- Become familiar with the assessors ways of working

Course content

- Objectives, applicability and Policy Team organisation
- Documentation of roles (questionnaire, agenda, report, etc.)
- Practical implementation of the IPCA+ tool
- Assessment process
- Review of some bricks

PRE-REQUISITES

- No pre-requisites, however it is recommended to have attended the 'Be An Airbus Supplier' training or have some knowledge of the Airbus Supplier Requirements (ASR or GRAMS/GRESS module 3,4,5)

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Open course 1480/1850€ p.p

IPCA+

Self-Assessment

Who should attend?

- Multi-functional team (procurement, quality, supply chain, manufacturing, business development) supported by top management
- Members of multi-functional teams in charge of preparing or implementing a Call For Tender with Airbus or other Tier 1 and 2 companies

PRE-REQUISITE: Completion of the IPCA+ AWARENESS eLearning before the course

What are the learning objectives?

- Understand the Industrial Process Capability Assessment Plus process and content
- Gain in-depth knowledge of Airbus Supplier Requirements (ASR/GRAMS/GRESS)
- Identify, analyse and anticipate any potential gaps within your company

Course content

- Use Airbus tools (IPCA+/PCMA) and IAQG tools (SSCA/PPDAC) to perform a self-assessment of the quality, supply chain and supplier management business processes
- Build an action plan to close potential gaps in the future
 - Objectives, applicability and policy
 - Assessor qualification process
 - Team organisation and roles
 - Documentation (poll, agenda, report, etc)
 - Assessment process
 - Review of bricks
 - Case studies

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

4 days

MAXIMUM PARTICIPANTS

16 participants

FEE

Customised quote on request

Mastering International Negotiations

Who should attend?

Anyone involved in:

- Conducting or participating in business negotiations
- International partnerships
- Managing multi-cultural projects

What are the learning objectives?

- Understand the principles underlying the Harvard Method of Principled Negotiations
- Discover the different preparation steps as a key differentiator in your negotiations
- Use a simple but effective structured methodology for preparing and conducting successful negotiations
- Understand your style and the different styles of your negotiation counterparts
- Appreciate the behavioural aspects of negotiation, in particular with regards to cultural differences
- Apply proven negotiation techniques to influence decisions and deal with difficult negotiation situations and negotiators

Course content

- The negotiation process and the Harvard Method “of joint problem solving” negotiation techniques
- The Four Quadrant Negotiation Preparation model
- Impact of different cultures in negotiations
- Personality types and how emotions can impact different negotiations
- The importance of inter-personal contact during the negotiation
- Influencing and effective application of leverage
- Understanding the mindset of your counterpart
- Dealing with difficult negotiation situations and inter-personal problems
- Role play negotiation exercises and feedback

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Transfer of Work

Who should attend?

- All Procurement roles, especially MFT managers and team members having to deal with work transfers

What are the learning objectives?

- Ensure proper control of the transfer of industrial activities, especially in situations of;
 - Make -in to Buy –out
 - Change of supplier for a given product
 - Change at supplier's (change of sub -tier, transfer of activity from one site to one other ...)
- Understand the process and become familiar with corresponding tools (check lists)
- Be capable of implementing the process and tools when monitoring suppliers managing transfers

Course content

- Transfer of Work process:
- APQP alignment
- Risk Analysis
- Gate reviews
- Main project phases and deliverables

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

16 participants / 9 in virtual mode

FEE

Open course : 725€ p.p virtual

Customised quote on request



**Quality, Lean
& Safety**

Quality Fundamentals for Production

Who should attend?

- Production operators
- Quality inspectors
- Team leaders
- Quality Line Side

What are the learning objectives?

- Provide awareness of quality fundamentals
- Increase understanding of the importance of quality in all we do
- Increase production employees commitment to quality to make them aware of their individual responsibility in achieving customer satisfaction

Course content

- Defining Quality - Main Q principles/values - Q6-PDCA
- Quality mission, vision, objectives
- QMS Definition (Knowledge of the QMS, legal, mandatory (DOA, POA,...) and voluntary requirements (EN91xx etc,) policies, directives, processes, methods and associated documentation)
- Audit and Operational Surveillance principle
- Quality standard definition
- Quality corrective - APQP as Mandatory requirement
- Voice of the customer – understanding the needs of the customer and how to ensure delivery that meets/exceeds customer expectations on Quality, on Time and on Cost
- Knowledge of key 'production related' Quality topics
- Human Factors - FOD prevention
- Product Safety and liability

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theoretical content and practical exercises virtual or traditional classroom
- Brainstorming, videos, classroom facilitation.
- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French/German/Spanish

DURATION

Part 1: 3 hours + Part 2: 3 hours

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Basic Inspection Principles

Who should attend?

- Production staff required to carry out Level 1 inspection activities

What are the learning objectives?

- Review the meaning of inspection levels and roles and responsibilities of production operators
- Understand the key principles to achieve and implement a robust inspection process
- Be aware of the do's and don't's so that operators always meet legal requirements

Course content

- Technical documentation - Drawings - SAP - Work authorisations - Industrial process documentation
- Non-conformance management awareness - Concessions - Snag sheets - DQN's - WQN's - QSR's - Scrap Notes
- Basic inspection techniques in line with A1098
 - Visual checks and ability to identify discrepancies/deviations
 - Use of basic measuring devices
 - Ability to initiate the deviation process (NCM)
- Certification rules
- Traceability and archiving rules
- Ability to attest the task worked on protecting the Product
- PPS awareness

PRE-REQUISITES

- No pre-requisite, but ideally, the participant must attend the QFP course

METHODS & EVALUATION

- Theoretical content and practical exercises virtual or traditional classroom
- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French/German

DURATION

Part 1: 3 hours + Part 2: 3 hours

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Switch on APQP



Who should attend?

Especially designed for Management teams;

- Engineering
- Project Managers/Work Package Leaders
- Programme Managers
- Quality Managers
- Business Development Managers

What are the learning objectives?

- Identify and understand key factors that can strengthen your Quality Management System
- Discover and increase your knowledge of Quality tools
- Learn how to use Quality methods to enhance customer satisfaction and achieve business success
- Understand APQP approach, methodology and processes in order to effectively deploy
- Understand how to carry out assessments of Key Business Deliverables from the Airbus APQP model

Course content?

- Presentation of the Quality Standards that drive the APQP approach (FMEA, MSA, Control Plan...) and the benefits they bring
- Hands-on exercise to provide timely practice, implement quality tools, deepen understanding and improve decision-making

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

1 day

MAXIMUM PARTICIPANTS

16 participants

FEE

Customised quote on request

Implementing & Boosting APQP



Who should attend?

- Engineering Project Manager
- Work Package Leader
- Programme and Quality Manager
- APQP Leader
- CTQ Assessor
- Quality Assurance Manager

What are the learning objectives?

- Ensure that participants understand and are capable of deploying APQP Methodology
- Understand APQP model and related processes
- Carry out assessments of Key Business Deliverables from the Airbus APQP model

Course content

- Lead an APQP project from start to finish and experience the power and added value of this end-to-end process
- Perform a detailed risk analysis to help you select the product building block where you need to apply APQP
- Identify the right skills and select the Multi-Functional Teams which help ensure the success of your APQP projects
- Learn to determine the Key Business Deliverables that are critical to the quality of your APQP project
- Learn how to build a robust Quality Plan Timing, the essential pillar of a successful APQP approach
- Acquire the skills of a reliable assessor and learn to monitor and report progress

PRE-REQUISITES

- No pre-requisite, but ideally participants will have a basic knowledge of Quality tools or Core Tools (PPS/Root Cause Analysis/DPFMEA)

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

APQP Champions

Who should attend?

- Engineering
- Project Manager
- Work Package Leader
- Programme Quality Manager
- Quality leaders : APQP Leader CTQ Assessor
Quality Assurance: QLS, QCM...

What are the learning objectives?

People enrolling in APQP Champion Learning solution will take the first step towards certification by:

- Acquiring the APQP methodology knowledge
- Understanding and applying APQP Methodology and related Methods with the other multi-functional team members
- Being able to analyse problems, decide the correct methodology and explain the application of the method to the APQP Practitioner
- Being able to train, guide and coach an APQP Practitioner in the application of the above mentioned methods and other APQP network members as part of their self-development

Course content

- Participants will present, select and facilitate key APQP deliverables
- APQP model and implementation steps overview
- How to manage a kick-off session and element applicability matrix
- How to facilitate and lead workshops such as; Quality Plan Timing workshop, Decision Tree analysis, Element Applicability Selection
- How to assess KBDs and report on progress
- Finding the appropriate argumentation to explain and communicate about APQP

PRE-REQUISITES

- No pre-requisite, but ideally participants will have APQP experience

METHODS & EVALUATION

- Theoretical content and practical exercises virtual or traditional classroom
- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Open course classroom 1200€ p.p

Open course virtual 1050€ p.p

Customised quote on request

Problem Solving Essentials

Who should attend?

- Quality, Supply Chain Quality, Production, Manufacturing Engineering, Engineering

What are the learning objectives?

- Understand the benefit of cultural change from fire-fighting to prevention in operations
- Provide concepts of a systematic approach of Problem solving based on International IAQG standard and benefit from Airbus lessons learnt (known as Practical Problem Solving or PPS)
- Gain deeper understanding of the 9S steps to prevent problems from reoccurring
- Propose governance in Problem Solving resolution and create tailored action plans

Course content

- Participants discover 9S methodology through a real use-case
- Each steps explained and practiced
- Summary of essentials of each step
- Key success factors of each step
- Practical Problem-solving governance to tackle high volume of problems
- Airbus facility visit to deeply understand how problem-solving routine can be implemented

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

1 day

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Aviation Safety Mindset and Behaviours

Who should attend?

- All professionals within the Aeronautical Industry who have a link to an Aviation Safety Risk, especially within MRO/OEM/Airlines
- This workshop is dedicated to managers who wish to work in collaboration with their teams to greatly improve safety performance within the organisation.

What are the learning objectives?

- Understand the appropriate safety behaviour in the workplace
- Understand the importance of «Speaking Up» about Safety
- Discover how Safety can become a reflex within the team and the entire organisation
- Acquire the tools and know-how to self assess safety performance and investigate how it can be improved
- Be capable of structuring and implementing an improvement Action Plan

Course content

- Objectives, expectations and reminder of the Aviation Safety context, regulation and consequences
- Safety Management System - Knowledge and awareness
- «Safety First» mindset - meaning & behaviours
- Participative team workshop on Aviation Safety Mindsets and Behaviours to identify specific weaknesses in the team's immediate environment
- Development of a realistic action plan under the responsibility of the Team Manager in order to improve Aviation Safety Behaviours
- Feedback on objectives and action plan to be implemented

PRE-REQUISITES

- Pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION


3 hours per session

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request



**Collaborative
Work**

Design Thinking



Who should attend?

- Professionals involved in innovation, research and technology projects, product development and business transformation projects
- Professionals wishing to experience the Design Thinking process through a concrete innovation project

What are the learning objectives?

- Learn the fundamentals of Design Thinking
- Apply the Design Thinking principles in the frame of a simulation
- Take away a comprehensive hands-on Design Thinking toolbox

Course content

- Participants will experience the phases of Design Thinking: Understand, Observe, Point of View, Ideate, Prototype, Test
- Knowing your audience to create meaningful innovations.
- Frame the right problem to create the right solution
- Brainstorm the possibilities
- Build a representation of your idea and present it.
- Share your ideas, get feedback and refine your solution
- Prototype and test with users
- Learn from feedback and iterate prototyping and testing

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- 80% practice around a case study 'Creating a new sport'.
- Practical activities through exercises / use-case study
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Systems Thinking

Who should attend?

- Professionals who want to perceive and grasp a complex situation/organisation before taking action (as part of an innovation or problem-solving project)

What are the learning objectives?

- Become familiar with the essential vocabulary, attitude and perspective necessary to be a Systems Thinker.
- Develop the aptitude to recognise and deal with complex situations as they occur

Course content

- This training plunges the participant into the habits, tools and concepts of Systems Thinking and how they react
- When individuals have a better understanding of the interdependent structures of dynamic systems, they are better able to identify the leverage points that lead to desired outcomes

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Leading Innovation

Who should attend?

- All middle managers & engineers

What are the learning objectives?

- Developing strategic & innovation thinking
- Understanding better company strategy & the need to innovate
- Building a culture of innovation in your organisation
- Experimenting creativity tools for innovation

Course content

- Strategic Thinking in a VUCA World
- Strategic thinking and innovation definition
- Innovation mindset & method
- Creativity & ideation/convergence

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Blended course mixing:
 - theory input via eLearning
 - 2 Virtual Classrooms
 - Peer coaching
 - Co-development
 - Regular Webinars
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Effective Innovation for Experts (FIX)

Who should attend?

- Experts
- Critical knowledge owners

What are the learning objectives?

- Develop experts' right brain, develop their resource expert behaviour, in addition to their existing and more natural referee behaviour

Course content

- Right brain / left brain, switching between both
- Overview of creativity fundamentals for improvisation
- Experience instant creativity through improvisation applied to the role of the expert
- Lateral thinking technique / exceptional innovating situations
- Experience difficult situations of the resource expert
- Different styles of experts, benefits / drawbacks, modulation
- 6 E.DeBono thinking hats
- Formulation of an expert behavioral charter
- Expert's behavior practiced in role-playing, energy management

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course in addition to one theater director
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Programme

Experts

Who should attend?

- Senior and Emeritus Experts

What are the learning objectives?

- Identify the importance of the Expert role in the group's innovation dynamic
- Understand how to integrate strategic vision in Experts' activities
- Participate in strategic and operational decision-making, knowing how to measure risks and stakes
- Contribute actively in establishing successful international partnerships
- Transfer knowledge successfully and improve the group's technical excellence
- Define, formalise and share the Experts' best practices

Course content

- Kick-off
- Module - Discovering a new posture
- Module - Business and Innovation
- Module - Communicate and Influence
- Action Learning

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Combined in-house classroom training with remote modules and conferences
- Role play, learning by doing and playful learning
- Competence Grid
- Peer Coaching
- Action Learning
- Collaborative pedagogical Project
- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

8.5 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request

Pitching for Success

Who should attend?

- Anyone working in business, communication or public relations

What are the learning objectives?

- Discover and onboard the tools necessary to create an impacting pitch
- Understand how to engage your audience and connect with your listeners

Course content

- Introduction to the Pitch Planner
- Defining the key ingredients of the participant's pitch
- Creating the pitch
- Practicing and Testing the pitch

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities using the pitch planner
- Pitch practice
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

2 * 3 hours

MAXIMUM PARTICIPANTS

12 participants

FEE

Customised quote on request

Practice Agile Scrum for Projects

Who should attend?

- Any professional profile who is currently working within agile projects or who will be involved in an agile scrum in the future

What are the learning objectives?

- Understand and implement the fundamentals of the Scrum framework.
- Value the contribution of each role to the project success.
- Acknowledge the benefits of Agile Scrum in project management.
- Know how to apply concepts to your projects immediately using a concrete Agile tool-box

Course content

- Introduction to Agile Scrum
- Plan an Agile Project
- Governance of an Agile Project
- Agile interactive Approach and artefacts
- Putting it into Practice
- Plan and progressively develop user-centric solutions
- Uphold the values of a self-organised agile team
- The Scrum Master, an Agile Coach
- The Product Owner, owner of the Vision
- Manage and engage stakeholders with agile rituals
- Grand Design Challenge - A serious game based on the design of famous buildings/monuments.
- Learning is focused on best practices and toolbox application

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Practical activities through exercises / use-case study / Group work
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity and/or QCM's

LANGUAGE

English/French

DURATION

3 days

MAXIMUM PARTICIPANTS

14 participants

FEE

Customised quote on request



Knowledge Management

Your Guide to Knowledge Management

Who should attend?

- Anyone interested in discovering Knowledge Management

What are the learning objectives?

- Get to know what is Knowledge Management about
- Be able to recognize knowledge management acitons in the companies
- Understand the benefit of Knowledge Management

Course content

- Stakes introduction & norm presentation
- Identification of critical knowledge owners
- Presentation of knowledge transfers
- Presentation of Lessons Learnt
- Presentation of Tutorial Videos

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Theory delivered remotely
- Peer to peer echange
- Experienced trainer all along the course
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity

LANGUAGE

English/French

DURATION

0.5 day

MAXIMUM PARTICIPANTS

12 participants

FEE

Open courses 850€ p.p

Customised quote on request

Facilitating Knowledge Transfers

Who should attend?

- Managers, HR or internal business transformers aiming to support internal critical knowledge transfers and to foster knowledge sharing

What are the learning objectives?

- Become an internal Knowledge Transfer Facilitator for your company
- Understand the Knowledge Transfer methodology
- Be able to lean an interview with a critical knowledge owner
- Know how to address different practical cases and share your experience
- Develop your facilitator posture
- Develop the Knowledge Management culture in your company

Course content

- Presentation of the methodology along with the tools and templates to get started on your own
- Mix of theory and practice through real cases in order to feel comfortable directly after the training
- Tips and tricks to avoid falling into the most common traps
- Two-hour individual support - on request after the session to exchange on your first implementation experience

PRE-REQUISITES

- No pre-requisite

METHODS & EVALUATION

- Classroom/In-House
- One (or more) experienced trainer throughout the course
- Continuous control through practical activity

LANGUAGE

English/French

DURATION

1 day

MAXIMUM PARTICIPANTS

12 participants

FEE

Open courses 850€ p.p

Customised quote on request

Open Courses 2023

Open courses **allow you to cater for individual training needs** without the logistics of organising full sessions. Participants **benefit from the experience and insight of both qualified trainers and the industry knowledge** of international peers.

Course	Date	Format/Location	Fee
Be an Airbus Supplier	24 - 26 Oct 2023	Hamburg, Germany	*€1 640
APQP Champions	9-11, 16-17, 20 Oct 2023	Virtual classroom (2 - 6pm CET)	€1 050
Be an Airbus Supplier	20, 27 Nov & 4 Dec 2023	Virtual classroom (4 - 7pm CET)	€980
IPCA+	21 - 22 Nov 2023	Airbus Leadership University Toulouse	*€1 480
Aircraft Operating Lease Market	28 - 30 Nov 2023	Airbus Leadership University Toulouse	*€1 560
APQP Champions	5 - 7 Dec 2023	Virtual classroom	€1 050
Aircraft Evaluation	5 - 7 Dec 2023	Airbus Leadership University Toulouse	*€1 600
Be an Airbus Supplier	12 - 14 Dec 2023	Airbus Leadership University Toulouse	*€1 640

- All sessions are available as private customised sessions
- Always consult our [Website](#) for the most up-to-date information.
- Early bird pricing represents 20% reduction if registration is received 60 days before the course
- Our General Terms & Conditions are available to [download](#).



Visit our Website

www.beyond.airbus.com

Contact us using the contact forms on our website

[Training catalogue_v2_2023_22/09/23](#)

Access terms and deadlines

For open courses, pre-registration is required through the online form on the dedicated session webpage and must be received 7 working days before the start of the session

If a training requires a pre-requisite, we will validate your registration through a test and/or a telephone interview

We require four weeks written cancellation notice prior to the start of the course

After this period, we will charge cancellation fees as outlined in our General Terms & Conditions

You can transfer your seat to another team member at any time.

Logistics

For information regarding transport, directions or accommodation, please consult the dedicated page on our website

Accessibility for people with disabilities

Parking

Ground floor classrooms

Lift in operation

Signage

Personal assistance available

If you have a disability, please let us know during the registration process. We will take the necessary measures to guarantee your comfort during your training session

