



**1ST LEVEL MASTER**  
**IN**  
***“Aviation Management”*A.A. 2023/24**

**ART. 1 – PURPOSE AND OBJECTIVES OF THE MASTER**

The Telematic University of Giustino Fortunato establishes for the year Academic 2023/24, the Master First level university degree in "Aviation Management", pursuant to art. 3, paragraph 9, of the Ministerial Decree. October 22, 2004, n.270 and subsequent amendments/integrations and in compliance with the 1st and 2nd level University Master's Regulations. Today's aviation industry offers many challenging career opportunities. While the systems of transport plane increase in sophistication, airlines are looking for figures professionals capable of responding to the needs coming from the sector who possess an optimal mix of academic knowledge and aviation skills. The master has a curriculum that delves into the application of modern practices to the special challenges of air transport companies. The course work intertwines training on traditional economics and management with an understanding of the characteristics unique and specific to the aviation sector. The curriculum is in fact oriented towards the needs of strategic decision makers in the sector of aviation management allows flexibility for specialization in different fields of air transport. Thanks to the training course, students will acquire specific professional skills that are fundamental for developing ideas, projects, actions and strategies in the commercial aviation sector. The Master provides all the necessary knowledge and skills in Competition Law, Management operations, economics and marketing, cyber security, professional communications and communications technique, transport geography.

**ART. 2 - RECIPIENTS**

Recent graduates and young professionals who want to develop a career in commercial aviation. Holders of a degree obtained according to current legislation and prior to the application of the Ministerial Decree can participate in the Master's course. 509/99.

**ART. 3 – DURATION, VENUE AND FREQUENCY OF THE COURSE**

The University Master has an annual duration for a teaching load of 1500 hours corresponding to 60 CFU. Attendance by those enrolled in the course activities is mandatory and will be obtained via tracking on the platform. To obtain the qualification, attendance equal to 80% of the total duration of the course is required.

The online form will take place through the connection to the platform Unifortunato where the student will be able to access the teaching material and take lessons. The student's access to the Unifortunato platform will take place via a userid and a password. The platform Unifortunato records the student's activities in compliance with the rules relating to the processing of personal data (Legislative Decree 196/2003). The platform and the assistance and tutoring services operate in compliance with the requirements set out in the Ministerial Decree 17.4.2003.



There will also be in-depth face-to-face seminars on particularly relevant topics with compulsory attendance at at least one seminar.

#### **ART. 4 - COURSE PROGRAM**

The Master is divided into modules, for a total of 60 ECTS which include specific topics, functional to the reference disciplines according to the following table:

**Module I:** Information technology management and cyber security – (INF/01) 2 CFU

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**Module II:** Innovation and project management for aviation – (SECS-P/08) 4 CFU

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**Module III:** Human resource management and organizational leadership - (SECS-P/08) 6 CFU

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**Module IV:** Finance for aviation – (SECS-P/07) 6 CFU

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**Module V:** Aviation management – (SECS-P/07) 6 CFU

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**Module VI:** Communication and Research methods – (L-LIN/12) 3 CFU

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**Module VII:** Geography, transport and infrastructure – (M-GGR/02) 8 CFU

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**Module VIII:** Risk and Safety Management Systems – (SECS-P/07) 6 CFU

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**Module IX:** Principles of Economics Aviation Marketing – (SECS-P/08) 4 CFU

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**Module X:** Competitive strategies and performance in aviation industry – (IUS/05) 9 CFU

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**Final exam: 6 cfu**

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#### **Art. 5 – REGISTRATION FEE AND MASTER'S MANAGEMENT**

The registration fee is Euro 2,700.00. The first installment of €900.00 must be paid upon registration; the second installment of €900.00 within two months of registration and the third installment of €900.00 within five months of registration.

The student who is not up to date with payments will not be able to access the e-learning platform and the final test to obtain the qualification



## **ART. 6 - ENROLMENT FEE AND MANAGEMENT OF THE MASTER'S DEGREE COURSE**

Admission to the Master requires completing the admission/registration form, which can be downloaded online and attached to this announcement; the form must be sent by 31 December 2023 via registered mail with return receipt, to the following address: Giustino Fortunato Telematic University, Student Secretariat, Viale Raffaele Delcogliano n. 12, 82100 – Benevento. Only if the price reaches at least minimum number of registrations, the student secretariat is allowed to accept further registrations, even if submitted late, as long as they are made by the official start date of the Course.

The registration application must be accompanied by the following documentation:

1. the receipt of payment of the first installment of the registration fee equal to €916.00 (of which €16.00 for stamp duty) to be paid on the **C.C.P. n. 95 64 16 92 (IBAN postale IT88 K 07601 15000 000095641692)** in favour of Università telematica Giustino Fortunato, causale: "Irata M/AM-23";
2. photocopy of the front and back of a valid identification document and tax code

## **ART. 7 - ACTIVATION**

The activation of the Master is conditional on reaching the minimum number of participants set at 20. Therefore, if the Master is not activated, the course will be entitled to a refund of the sum paid upon registration.

## **ART. 8 - FINAL TEST**

At the end of the Master's degree, those enrolled who have fulfilled the attendance obligations, passed the tests relating to the various disciplines and supported the dissertation of a final paper, will be awarded the first level university Master's diploma in "Aviation Management", equivalent to 60 C.F.U. usable in accordance with current legal provisions.

## **ART. 9 - THE BOARD OF DIRECTORS AND THE DIRECTOR**

Responsibility and coordination are managed by the Director Prof. Antonio Ciaschi and by the members of the Board of Directors, made up of the director, Prof. Federico De Andreis, prof. Ubaldo Comite and Prof. Luca Greco.

## **ART. 10 - CURRENT REGULATION**

For anything not expressly provided for in this announcement, please refer to current legislation.



Virtually acquitted stamp pursuant to  
D.P.R. N. 642 del 26/10/1972  
Authorization from the Revenue Agency  
– Provincial Directorate of Benevento  
07/09/2010 n. 2010/75803

To The **RETTORE** of **UNIVERSITAY**  
**TELEMATICA “GIUSTINO FORTUNATO”**

**APPLICATION FOR UNIVERSITY MASTER'S**

**ENROLLMENT in AVIATION MANAGEMEN a.a**

**2023/24**

\_ l \_ Undersigned \_\_ surname \_\_\_\_\_ name \_\_\_\_\_  
born in \_\_\_\_\_ on \_\_\_/\_\_\_/\_\_\_\_\_ province \_\_\_\_\_  
country \_\_\_\_\_ citizenship \_\_\_\_\_ sex ( m/f) \_\_\_\_\_  
codice fiscali (if available) \_\_\_\_\_

**ASKS**

To be enrolled for the 2023/24 academic year in the 1st level University Master's Degree in:  
***“Aviation Management”***

**To this end, he declares under his own responsibility the following:**

**RESIDENCE**

City \_\_\_\_\_ Province. ( ) Country \_\_\_\_\_  
address \_\_\_\_\_ n \_\_\_\_\_  
area code \_\_\_\_\_ telephone \_\_\_\_\_ mobile \_\_\_\_\_  
e- mail \_\_\_\_\_ @ \_\_\_\_\_ . \_\_\_\_\_

Bachelor degree in \_\_\_\_\_ date \_\_\_/\_\_\_/\_\_\_  
at the University \_\_\_\_\_



**DECLARE UNDER YOUR RESPONSIBILITY:**

- a) to be aware that the University will verify the truthfulness of what has been declared;
- b) to be aware that in the event of a false declaration or one containing untruthful data, as provided for by art. 75 of Presidential Decree 28.12.2000 n. 445, forfeits any benefits obtained from the provision issued on the basis of the untruthful declaration and loses the right to any form of intervention for the entire duration of the course of studies, except in any case, the application of the criminal laws for the facts constituting a crime ;
- c) to have signed the "information note" pursuant to art. 13 of Legislative Decree no. 196 of 30 June 2003 and to grant my consent to the processing of personal data;
- d) to have viewed the University regulations on the website [www.unifortunato.eu](http://www.unifortunato.eu) and therefore declares to be aware of the rules and terms, including administrative ones, envisaged and to accept, without reservation, all the conditions;
- e) to acknowledge, if the present document lacks a revenue stamp and/or the documents required to be attached and/or contains inaccurate data, that it will be rejected;

**YOU ALSO DECLARE THAT YOU ARE AWARE THAT:**

1. the training takes place in e-learning mode through connection to the Unifortunato platform where the student will be able to access the teaching material and benefit from the lessons. The start date, the calendar of teaching activities and all further information are communicated on the university website [www.unifortunato.eu](http://www.unifortunato.eu) and on the Unifortunato platform;
2. the student who does not consult the website and in particular the Unifortunato platform, indicates his/her e-mail address incorrectly, or has failed to provide the necessary documents to attach to the application, or does not connect to the Unifortunato platform , or fails to contact the Student Secretariat when necessary, damages, through his own fault, exclusively his own educational path, and he will be able to charge the University nothing;
3. upon starting the teaching activities, the access data to the Unifortunato platform (userid and password) will be delivered to the email address indicated by the student in this application;
4. payment must be made on CCP n. 95641692 (postal IBAN IT88 K 07601 15000 000095641692) or in the additional ways indicated on the website [www.unifortunato.eu](http://www.unifortunato.eu) and must indicate the name of the student with reason: "Irata M/AM-23";
5. to be admitted to the exams, online attendance of the various teaching activities is necessary. Online attendance will be obtained through tracking on the platform. Access to the Unifortunato platform by each student is monitored by the teachers, who, at the end of the course, on the basis of specific reports, evaluate whether the student can access the final exam;
6. once the courses have started, if problems arise relating to the access credentials to the Unifortunato platform (userid and password), students must contact the Secretariat as soon as possible on the telephone number 0824 31 60 57 or write an e-mail to 'address [assistancetecnica@unifortunato.eu](mailto:assistancetecnica@unifortunato.eu);

**Attach to this application:**

1. the receipt of payment of the first installment of the registration fee equal to €916.00 (of which €16.00 for stamp duty) to be paid on the **C.C.P. n. 95 64 16 92 (IBAN postale IT88 K 07601 15000 000095641692)** in favour of Università Giustino Fortunato, causale: "Irata M/AM-23";
2. photocopy of the front and back of a valid identification document and tax code

Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Signature \_\_\_\_\_

**INFORMATIVA AI SENSI DELL'ART. 13 REGOLAMENTO UE n. 2016/679 – Università non statale "Giustino Fortunato"**

Pursuant to article 13 of EU Regulation number 2016/679 and the relevant national legislation of reference, the interested party is informed that the processing of personal data provided and acquired by him/her will be processed in compliance with the provisions of the aforementioned Regulation , with particular reference to the consequent rights and obligations.

1. Data Controller The Data Controller is the non-state University "Giustino Fortunato", based in Benevento at Via Delcogliano n.12.
2. Data Protection Officer The data protection officer is the non-state "Giustino Fortunato" University. It is possible to contact the DPO by writing an e-mail to [privacy@unifortunato.eu](mailto:privacy@unifortunato.eu), or by sending a registered letter with return receipt to the headquarters of the non-state University "Giustino Fortunato", addressing it to the C/A of the RPD.
3. Object of the Processing The Data Controller will process your personal, identifying and non-sensitive data (for example name, surname, company name,



address, telephone, e-mail, bank and payment details) communicated by you upon conclusion of the registration at the University for the completion of your academic career, only for purposes connected and/or instrumental to the activity and services of the Data Controller.

4. Purpose of the Processing Your Data, including those relating to your university career and in any case produced by the Giustino Fortunato Telematic University as part of the performance of its institutional functions, will be processed, either with the aid of electronic means or however automated or with paper tools, for the carrying out of the institutional activities of the University and for all the related legal obligations connected to the execution of the various ones that the University itself proposes, as well as for the purposes of research and statistical activities. In particular, your data will be processed for the following purposes:

- a) for the purposes of managing the contractual and/or pre-contractual relationship with the non-state university "Giustino Fortunato": specifically, for the purpose of planning and providing the training activities chosen by you; purposes strictly connected and instrumental to the management of the aforementioned relationship, such as for example, for the acquisition of information for enrollment and enrollment in degree courses, to carry out the operations and services requested;
- b) for the pursuit of a legitimate interest of the non-state University "Giustino Fortunato": for the completion of preliminary checks connected to the completion of enrolment, to execute a request from the student and/or potential student; for quality control, research and development in order to improve products and services;
- c) for the purposes of analyzing the information held for statistical purposes;
- d) for communications of commercial information and sending of advertising/informative material of goods and services, deemed to be of interest to you, also with automated and conventional methods, e-mail and related Web applications, pursuant to your express consent;
- e) for communications of commercial information and sending of advertising/informative material of goods and services, of subsidiaries, parent companies, associated companies, co-owners, deemed to be of interest to you, also with automated and conventional methods, e-mail and related Web applications, pursuant to of express consent;
- f) for communication of the data to third parties so that they can also process them for marketing purposes, subject to your consent;

#### 5. Profiling activities

The non-state university "Giustino Fortunato" may process, subject to your consent, the personal data provided spontaneously and that acquired during the use of the service/services offered, for automated and/or manual analysis activities aimed at detecting your preferences, commercial choices and habits, to improve the services provided and to propose commercial offers deemed to be of greatest interest to you. The profiling activity is carried out using the SUGAR CRM software

#### 6 Data retention period

Within the scope of the purposes indicated above, your personal data will be retained for the duration of the contract and for the ten years following the period in which the Data Controller is subject to conservation obligations for fiscal, contractual, or other impositions established by according to law or regulation or for the purposes already indicated, after this period, if not expressly reconfirmed by the interested party, they will be deleted.

#### 7. Data transfer

The management and storage of data will take place on servers located within the non-state University "Giustino Fortunato" for the purposes referred to in point 4 of this information. A backup copy of the data is present on the Aruba servers located throughout the country. Pursuant to art. 45 GDPR, the transfer of personal data may take place to a third country or an international organization if the Commission has decided that the third country or international organization in question guarantees an adequate level of protection or other adequate guarantees provided for by the GDPR. This transfer will take place if the student decides to participate in Erasmus, training courses abroad, etc

#### 8. Rights of the interested party

The subject to whom the personal data refers has the right, at any time, to obtain from the data controller confirmation whether or not personal data concerning him or her is being processed and, in this case, to obtain: the right to withdraw consent of the processing of personal data (art. 7 paragraph 3 RGDP), access to personal data and the information contained (art. 15 RGDP), the right of rectification (art. 16 RGDP), the right to cancellation (Art.17 RGDP), the right to limit processing (art. 18 RGDP), the right to portability of personal data (art. 20 RGDP) and the right to object (art. 21 RGDP), the right not to be subjected to a decision based solely on automated processing, including profiling (Art. 22 RGDP).

#### 9. Methods of exercising rights

9.1 You can exercise your rights at any time by sending:

- A registered letter with return receipt, at the non-state university "Giustino Fortunato" – Via Delcogliano n. 12 Benevento
- By e-mail to the address: [privacy@unifortunato.eu](mailto:privacy@unifortunato.eu);

9.2 The interested party also has the right pursuant to and for the purposes of article 77 of the GDPR 679/2016, to lodge a complaint with the Guarantor and Supervisory Authority in case of violation of the current legislation on the protection of personal data.

Pursuant to art. 7 of the G.D.P.R. 2016/679 and the relevant national legislation, I declare that I have read this information.

Date, \_\_\_\_\_;

Name and Signature: \_\_\_\_\_

I also declare that:

Authorize

Do Not Authorize



To the processing of personal data for purposes related to the performance of institutional activities\*

Authorize

Do Not Authorize

the Data Controller processes the data collected for sending via email, newsletters, letters, telephone, fax, SMS, MMS, internet and other automated and non-communication systems aimed at the promotion and sale of products and services of all joint data controllers as reported in point 4 letter d) e) and f) of the information on the processing of personal data.

Authorize

Do Not Authorize

the Data Controller to process the data collected for the purposes of market surveys and detection of the degree of student satisfaction, on the quality of the services rendered and for profiling activities carried out using proprietary software with the aim of improving the offer and services of the site in in line with the preferences and tastes of the interested parties referred to in point 5 of the information on the processing of personal data.\*

Date, \_\_\_\_\_;

Name and Signature: \_\_\_\_\_

\* Necessary for the provision of the service