

North West Management Institute

As a manuscript



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Business aviation handling companies management

5.2.6. Management

ANNOTATION

dissertation for the degree of candidate of economic sciences

Scientific supervisor:

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Relevance of the research topic. Nowadays business aviation is the integral part of the vital activity, which enter to the different area of modern life, ways and lifestyle.

The aspects regarding business aviation handling company strategic management and the possibility of calculation and estimation its strategic potential were not structured and available for practical application even to the airport's top management with a long-term professional experience. It is possible to perform an efficient process of business aviation handling company management according to the calculation and estimation its strategic potential on the base of distribution all available resources according to all existing directions of development.

Business aviation is an important part of a modern state transport system. It provides the demand from the side of high solvency clients, to whom the most important are flexible routes, personal schedule and trip saving time. In contrast of the traditional air transport this segment operates mostly on the market mechanism and requires special management system. To increase the efficiency of business aviation handling company as an important part of business aviation, are not research properly such aspects as: special airport infrastructure, handling standards, professional staff training and business aviation legal base adjustment.

The above mentioned factors confirm the importance and necessity of the research according to the issue.

The degree of scientific problem elaboration. The problem of the increasing the efficiency of air transport management were studied in the works of next national scientists: A.V. Andreev, A.A. Voronin, S.A. Borodulina, J.A. Gersina, A.V. Gubenko, J.N. Zaicev, R.G. Leontev, S.A. Lukyanov, O.D. Manchzhurova, A.V. Matveeva, V.A. Serova, K.S. Skuratov, L.S. Sobol, A.V. Sokolin, A.A. Fridlyand, A.A. Yurchik and others theoretical and practice scientists.

The research in the strategic potential terminology are presented in the works of next research scientists: A.S. Achkasova, I.A. Gorin, M.I. Lukinikh,

S.A. Kuznetsova, V.D. Markova, K.A. Ustinov, E.M. Maratkanova, A.I. Timaev, I.I. Frolova, A.U. Tsarikaev, N.V. Shalanov, V.A. Schegorcev and etc.

The possibility and level of internal and external factors influences on the strategic potential and management process were researched in the scientific works of A.V. Babkin, A.M. Batkovskiy, A.A. Voronin, N.O. Vasetskaya, T.A. Gileva, V.V. Glukhov, N.N. Gromov, V.V. Klochkov, E.F. Kosichenko, J.A. Kononova, I.B. Sergeev, E.U. Khrustalev, E.V. Shkarupeta and etc.

In his research the author relied on the works of modern national scientists devoted to the whole business aviation market and handling in particular: O.A. Abalin, J.V. Burdenko, Y.A. Anokhina, J.V. Bogdanova, P.S. Boiko, M.V. Vologzhanin, S.B. Vyazelcev, K.K. Grek, G.S. Dugin, D.A. Kazantseva, O.A. Kozochkina, A.R. Pankratova, D.G. Menshikh, V.V. Mnishko, D.T. Muburakshoeva, O.A. Nemchinov, I.E. Parshikova, A.D. Pripadchev, D.V. Slivinskiy, A.V. Chekhovskiy, O.A. Frolova, A.V. Yarosh and works of others scientists.

Foreign scientists research experience in the ways of problem and perspectives of airport and business aviation handling development was received by the author in the works of next scientists: A. Costa and etc, C. Pietreanu and etc, M. Pazourek and etc, A. Chwiłkowska-Kubala and S. Huderek-Glapska, E. Tveter, L. Christensen and etc, M. Studic and etc, Z. Wang and Woon-Kyung Song, A. Kazda, J. Aguirre, D. Alonso Tabares, J.Skorupski I., S.Schmidberger, M. Bevilacqua, C. Malandri and etc.

The research they conducted on the topic of civil aviation is relevant to the thesis, but it does not review the issue of business aviation handling company effective management.

The problem of business aviation handling company efficient management is characterized by a variety of unsolved issues and active scientific discussions, which indicates to the necessity of this scientific research.

The purpose and objectives of scientific research. The purpose of scientific research is the development of the business aviation handling company management model, which requires flexible operation management on the base of its strategic potential estimation.

According to the mentioned purpose, next objectives are formulated:

- to perform the retrospective analyze of national and foreign business aviation handling experience;
- to analyze and fixed the specific, patterns, the problems of business aviation handling company development and management;
- to identify the factors which influence on the business aviation handling company strategic potential;
- to develop the functional structure of business aviation handling company management;
- to develop an order of business aviation handling company key department management cooperation;
- to offer and test the multifactor mathematic model of business aviation handling company management on the base of its strategic potential estimation.

The object of the research is the system of business aviation handling company management which includes in it the whole spectrum of necessary infrastructure and internal special departments.

The subject of the research is the organizational and economic relations, which appear in the process of business aviation handling company management between its top management and stakeholders.

The theoretical and methodological basis of the research presented by scientific works national and foreign scientists, studied in its works the aspects of efficient management, production management, strategic potential and criteria of company management under the influence of external and internal factors and based on the application of complex statistic, system and graph-analytical methods, including methods of collecting, processing and data analyze, the method of expert

assessment and methods of table and graph interpretation.

The empirical data base consists on the result of the interview of the ten national different business aviation company top management persons: business aviation management, groundhandling, maintenance, on board catering, flight support and private jet charter service.

The research information base includes scientific works of national and foreign scientists in the area of strategic and operation management, increasing the strategic potential and management efficiency and Russian air transport regulatory documents, international sectoral ICAO documents, special analytical reports, the official information of The Ministry of Transport the Russian Federation and Federal Agency of Air transport.

Different publications in a variety of sectoral printed, Internet editions and actual information regarding the modern FBO and handling company operation were used in the paper.

The main purpose of dissertation research

During the research next theoretical and practice results, which are the subject for the dissertation defense and define the scientific novelty, were achieved by the author personally:

The theoretical significance of the research consists on the extension of the scientific data base in the area of business aviation handling company management on the base of developed mathematical model for strategic potential estimation. The results of the research which were achieved on totals of the dissertation enrich the empirical and methodological data of the scientific study, become available for the following research and analyze, and provide an opportunity for the practice implementation in the real economy.

The practical significance is based on the next fundamental results:

- the functional structure of business aviation handling company management was developed;
- an order of business aviation handling company key department management

cooperation was developed;

- the most important factors which influence on the business aviation handling company strategic potential were identified;
- the list of main typical instructions on the class of activity with a list of legal documents which are necessary for creating was generated;
- the number of flights which are handled by the same line personnel were increased, because of extra parking spots availability, and increasing the quality and efficiency of the whole company staff based on the optimization of employee and time costs (decreased the idle mileage/operation hours of special technic and transport participating in handling process).

Compliance of the dissertation with a Passport of scientific specialty. The dissertation has been completed in accordance with a specialty passport 5.2.6. Management and corresponds to the next research directions:

clause 4. «Economic systems management, principles, forms and methods of implementation. The theory and methodology of changes in economy systems management»;

clause 9. «The company as a management object. Company's management structures. Organizational changes and development»;

clause 14. «Strategic management, methods and forms of implementation. Company's business models. Corporate strategies. Strategical resources and companies organizational abilities».

The scientific novelty of the dissertation. The author of the research was the first one who identified theoretical base and developed methodological principles and recommendations for the business aviation handling company efficient management on the base of estimation its strategic potential for the purpose of defining the best development strategy. The most significant aspect of the received results is offered model development and test, which will contribute to the system and quality improvement of the efficient process business aviation handling company management.

Based on the results of the research the author presents the following results, which were obtained personally by the author and have elements of scientific novelty:

1. The fundamental difference between business aviation and scheduled flights, oriented to the individual demand, which prove the necessity of its separate handling system foundation, was formulated.

2. The patterns and problems of business aviation handling company in compliance with development the specific area of its work, proving author's importance as an innovator in the creation, implementation and correction management and operating technology process in civil aviation were revealed.

3. Special requirements to the business aviation handling company management system as an important part of business aviation infrastructure were specified.

4. The definition of «business aviation handling company strategic potential» was formulated. The concept model of business aviation handling company was developed and tested.

5. The mechanism of business aviation handling company operation management on the base of clients requests and airport cooperation, was developed.

The approbation of the research results:

The main conclusions and provisions of the research were reported and discussed at the following conferences:

- IV Russian Scientific Conference of Students, Magistrates, and graduate Students «Innovation Transport Development». ITMO University. April 2019.
- Science-practical conference of students, magistrates, graduate students and young scientists. Federal State-Funded Educational Institution of Higher Education «Saint-Petersburg State University of Civil Aviation Named in Honor of Air Chief Marshal A.A. Novikov». April 2019, 2020.
- International science-practical conference «Current Issues in social sciences and humanities: intercultural communication, language, culture, education, and

economics. Federal State-Funded Educational Institution of Higher Education «Saint-Petersburg State University of Civil Aviation Named in Honor of Air Chief Marshal A.A. Novikov». April 2020.

- III International science-practical conference «Airport modernization and air transportation development». Federal State-Funded Educational Institution of Higher Education «Saint-Petersburg State University of Civil Aviation Named in Honor of Air Chief Marshal A.A. Novikov». April 2020.

- International conference «Arctic transport accessibility: networks and systems», Saint-Petersburg. June 02-04 2021.

Based on the results of the research the author published 11 science articles, including 7 articles published in leading peer-reviewed journals recommended by the Higher Attestation Commission in which must be published main scientific results of the dissertation for the degree of candidate of economic sciences.

The dissertation structure and content. The purpose and objectives of the dissertation identify its structure which consists on an introduction, three chapters, a conclusion, list of abbreviations and symbols and list of references and sources (158 sources, 31 of which are on English). The main part of dissertation is presented on 175 pages and includes 38 tables, 26 figures, and 9 appendices.