



# TRAVEL AND TOURISM CONSULTANT DIPLOMA-IATA

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## ABOUT IATA:

The International Air Transport Association (IATA) is the trade association for the world's airlines, representing some 290 airlines or 82% of total air traffic. IATA supports airline activity and helps formulate industry policy and standards. It is headquartered in Montreal, Quebec, Canada.

## COURSE DESCRIPTION:

Study popular tourism destinations and improve your sales skills to successfully advise your clients on the best travel options. Learn how to customize & construct complex travel itineraries, develop specialized knowledge of travel products and gain the skills to process ticket exchanges & reissues. Improve your sales skills to successfully turn prospect and existing customers into returning customers and learn how to understand how industry regulations affect your travel operations.

## WHO SHOULD ATTEND?

This course is recommended for:

- Foundation in Travel and Tourism graduates
- Retail, home-based & niche travel consultants
- Reservations, marketing and sales personnel

## WHAT YOU WILL LEARN?

Upon completing this course, you will have the skills to:

- Identify and provide advice on popular destination countries
- Advise on modes of transportation, accommodation, and tour products
- Apply IATA resolutions to your travel business and activities
- Prospect new and existing customers and counter sales objections
- Construct complex itineraries and manage changes to ticketed journey

## KEY TOPICS

- Destinations
- Selling techniques and social media marketing
- Fare construction and ticket exchanges/reissuance
- Travel industry laws and regulations
- Niche products including tour customization, luxury & group travel options
- Accommodation products other than hotels

## WHY YourOwn?

- Online and on-site classes
- structured 48 hours of classes that covers the entire syllabus
- Full-time IATA Certified & Experienced instructors
- Regular practice tests in the class
- Personalised doubt clearing sessions with the Trainer
- Full Mock tests
- Pass guarantee
- Free seminars and workshops
- Free CV Writing and Interview Technique Classes
- Complete exam support
- Clear doubts with trainers via dedicated WhatsApp groups
- Attempt online tests and assignments with trainer feedback
- A dedicated session for fare Calculation
- Full exam support
- Identify weak areas per topic that require additional practice with the help of performance metrics and reports
- Full-length practice exams online
- Free Demo classes

## LOOKING FOR CORPORATE TRAINING?

We design all of our programs to meet our client's particular challenges by gaining an in-depth understanding of an organization's culture and derive at most-suited delivery mechanisms - through collaborative customization.

Contact us for a customized training

## ABOUT US

YourOwn Institute of Training & Professional Development is established in May 2021 with the approval from DED & KHDA-Dubai.

A set of experienced Educational Experts, world class Trainers and Professional consultants who know the need and pulse of the working force, are behind this venture. This Institute is developed after doing immense market survey from the working force and the Corporates. We collected feedback from them and realised what they want exactly to upgrade in their professional career.

As the name suggests it is 'YourOwn Institute'. We are committed 100% Customer happiness. Excellent consultation, career counselling based on TNA and world class training are our highlight.

We at YOI, offer you a wide range of Professional courses. Whichever field

you are working, we have a course for your Professional Development. We provide a complete exam preparation for Professional courses like ACCA, CIMA, CMA, CPA, CIA, CFE, CAMS, IATA courses, international HR Certifications, PMP, Six Sigma, NCMA programs and many more. Besides these, we have KHDA certificate programs on Airline and travels, Accounting and finance, Engineering, IT, Languages, Logistic and Supply chain and courses related to Management. All these courses are approved globally and attracts employment opportunities from Multinational companies.

We at YourOwn Institute also provides excellent coaching and training for the Corporates. We have a team of Professionals who can tailor made and customize the programs for you in a very affordable budget and we guarantee your satisfaction as an end result. We also offer you one day and two-day workshops to upgrade the skills of your employees.

We are offering both Online and on-site classes. We are open to conduct the classes at our premises, your company premises, Hotels or any venue according to your convenience. We guarantee on quality and satisfaction on every situation.

Please walk-in to our office and feel the difference in customer service and get your dream course and Certifications.



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