



Recurrent Training for Leadership in Pilot Associations



Capt. Tim Robinson

President & IFALPA Director
New Zealand Air Line Pilots' Association



Capt. Evan Cullen

President

Irish Air Line Pilots' Association



“It’s okay to disagree, but it’s not okay to be disagreeable”

- ✈ Build credibility
- ✈ Build personal/friendships
- ✈ When you disagree...



Capt. Tim O'Malley

Air Line Pilots Association, Int'l



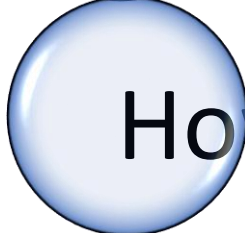
Effective Leadership During Negotiations



Effective Leadership During Negotiations

 What – The Overall Goals

 Who – The Team Members

 How – The Process

 Why – Communication



Capt. Jack Netskar

International Director
Norwegian Airline Pilots Association (NF)



Cross-Organizational Alliances

- ✈ Situation assessment
- ✈ Strategic plan/principles
- ✈ Define and involve stakeholders
- ✈ Create a bi/multilateral commitment

Capt. Steven Verhagen

President
Dutch Airline Pilots Association (VNV)



Importance of Pilots Advocating for Pilots

- ✈ Who else knows better what pilots need?
- ✈ Who else knows better what the profession is really about?
- ✈ Professional negotiators?
- ✈ Pilots are pilots, management is management—they will never be the same!
- ✈ Start training your volunteers young!
 - ✿ Don't let them come into the office and do the job—it's impossible!

Capt. Andy Nelson
Member
ALPA Leadership Committee



Pilot Leaders' Key Responsibilities

- 1 Representing pilots
- 2 Conducting pilot group/association business
- 3 Communicating with members
- 4 Recruiting volunteers
- 5 Serving members on a national level



Time Management

- 1** Prioritize—Set goals and define timelines
- 2** Organize—Create a system that works for you to balance home, flying and association work
- 3** Streamline—Delegate when you can, say “no” when necessary
- 4** Economize—Perfect is the enemy of good enough; focus on what’s really important and don’t succumb to “target fixation”
- 5** Remember family—Balance work with time spent with your family, friends, and community



Traits of Effective Pilot Leaders

- ✈ Forward-looking
- ✈ Inspiring
- ✈ Courageous
- ✈ Competent
- ✈ Intelligent
- ✈ Fair-minded
- ✈ Imaginative
- ✈ Straightforward
- ✈ Honest



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