



GLOBAL
PILOTS'
SYMPOSIUM
PANAMA CITY, PANAMA
2014

GPS IV Recap & Takeaways

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Takeaways: Airline Models

- **Airline Business Models Are Evolving**
 - ▶ Economics are driving a shift in capacity and jobs
 - ▶ New business models that exploit a labor arbitrage are coming
 - ▶ Pilot unions must build on the pattern and coordinate on a global scale
 - ▶ Carriers must compete on schedules—not labor costs

Takeaways: Airline Models

- **Airline Labor Is in a Challenging Position**
 - ▶ Managements can be transnational but labor is bound by national laws
 - ▶ Government and regulatory policies have a significant impact on our success and change the economic equation
 - ▶ We must use all resources available to maintain our collective labor agreements

Takeaways: Airline Models

■ Adapt & Execute

- ▶ Solid economic and financial analysis is the foundation for good strategic planning and collective bargaining
- ▶ Organize, strategize, build relationships and communicate with each other
- ▶ Engage all stakeholders
- ▶ Advocate for rational airline policies
- ▶ Execution is key

Show of Hands

- This will happen to us
- This might happen to us
- All agreed but one

Takeaways: Connecting the World's Pilots

- **Strategic Planning Is Key to Success**
 - ▶ Training, coordination and preparation
 - ▶ Develop a situational awareness
 - ▶ Conduct SWOT analysis
 - ▶ Communicate with your members

Takeaways: Connecting the World's Pilots

- **Enhance External Relations & Relevance**
 - ▶ Expend time and resources to address global challenges
 - ▶ Think outside the box: make connections and foster relationships
 - ▶ Be credible, objective, relevant

Takeaways: Connecting the World's Pilots

- **Develop Organizing, Outreach & Training Programs**
 - ▶ Review, adapt, execute work of IFALPA's Strategic Review Groups
 - ▶ Unite as a profession
 - ▶ Involve all members and those new to the profession

Questions?

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