



Flying Off Course IV: Airline economics and marketing

Rigas Doganis

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The airline industry presents an enigma. High growth rates in recent decades have produced only marginal profitability. This book sets out to explain, in clear and simple terms, why this should be so. It provides a unique insight into the economics and marketing of international airlines.

Flying Off Course has established itself over the years as the indispensable guide to the inner workings of this exciting industry. This enlarged fourth edition, largely re-written and completely updated, takes into account the sweeping changes which have affected airlines in recent years. It includes much new material on many key topics such as airline costs, 'open skies', air cargo economics, charters and new trends in airline pricing.

It also contains two exciting new chapters on the economics of the low-cost no frills carriers and on the future prospects of the industry.

The book provides a practical insight into key aspects of airline operations, planning and marketing within the conceptual framework of economics. It is given added force by the author's hands-on former experiences as a Chairman and CEO of Olympic Airways and as a non-executive Director of South African Airways while he is currently a non-executive Director of easyJet.

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