

SYLLABUS & WEIGHTAGE FOR
COMPUTER BASED TEST
ADVERTISEMENT No: 12/2026/CHQ/DR-CBT

MANAGER (COMMERCIAL)

Total Marks: 120

Duration: Two hours

Part-A

General Knowledge, General Intelligence,
General Aptitude, English etc.

Weightage 50%

Part-B

Questions on subjects relating to
Educational Qualifications

Weightage 50%

Part – I: Legal (15%)

- a. Indian Contract Act 1872
- b. Arbitration and Conciliation Act 1996
- c. Mediation Act, 2023
- d. AAI Act
- e. AERA Act

Part – II: Basic Finance & Accounting (20%)

- a. Basic Accounting
- b. Financial Statements
- c. Aeronautical and Non-aeronautical revenue
- d. NPV, IRR and discounted cash flow methods

Part-III: Procurement and Contract management (20%)

- a. Fundamentals of Public Procurement
- b. Public Procurement Process
- c. Contract Management & Administration

Part -IV: Marketing Management (30%)

- a. Principles of Marketing
- b. Product and Service Marketing
- c. Marketing Strategy
- d. Consumer Behaviour
- e. Pricing Strategies and Tactics
- f. Retail management principles
- g. Marketing Research
- h. E-commerce and E-retailing
- i. Commercial Real Estate Marketing

Part -V: Aviation and General Management (15%)

- a. Basic understanding of Aviation sector
- b. Roles and Responsibilities of Regulatory & Government Bodies in Aviation sector- ICAO/ DGCA/ BCAS/ etc.

- c. Management Concepts & Organisational Behaviour
- d. Business Communication
- e. Business Analytics, MIS & Digital Decision Support Systems
