

Of these, the first two form the basis of commercial opportunity and therefore become the focus of negotiations. Initially, greater importance was placed on the clauses which grant the commercial rights:

- Designation
- Grant of Rights
- Capacity

However, as services evolved, rules set up to govern commercial activity were seen to impede or restrict the commercial activity and therefore the balance of commercial benefits in favour of one or more of the participants. These aspects are sometimes referred to as "doing business issues" and bilateral clauses concerning them have often been adopted. They include:

- Change of Aircraft
- Use of Aviation Facilities and Airports (Slots and Gates)
- Tariffs
- Sales and Transfer of Funds
- Taxation
- Customs
- Staffing
- Ground Handling
- Cargo
- Charters
- Commercial Agreements
- Timetables and Schedules