

GLOBAL NEGOTIATIONS - NEGOTIATING COPRODUCTIONS 29 April - 2 May 2006

Athens by the sea

CANNES is coming up and this workshop will help you to negotiate the best possible deal. Rather than say alot, we let the tentative programme and list of tutors speak for itself:

28 April 2006 WELCOME DINNER

29 April 2006

Introducing the Tutors and Participants

The first rule of negotiating: presenting oneself

The Negotiation Process, Negotiating Skills & Human Communication

Introduction to the Art & Science of Negotiations

Goals, Aims and Objectives; Preparation of the “soul” – know thyself – and others!

Negotiating Schemes and Techniques

Negotiation Case Studies & Role Playing

Introduction to Coproducing in Europe

Case Study #1

Coproduction Challenge Part 1 (Group work)

30 April 2006

Negotiating Styles

Do's and Don'ts when negotiating

Structure and Design of the Negotiations

Negotiation Case Studies & Role Playing

Coproductions: Development Issues

 The business issues: conflicting needs

 The creative issues: how to succeed with different national audiences

Role Play – Coproducer's negotiation between a large and a small country for a medium budget film

Coproduction Challenge Part 2 (Group work)

One on One individual sessions with Tutors

1 May 2006

Neural Linguistic Programming (NLP) - Negotiating Approaches - Understanding the “Eyes”

Using NLP techniques to become more perceptive and more effective

Case Study #2

Coproduction Panel:

 Financing Issues; Legal and financial key issues and how to lead the negotiation; problem solving;

overcoming obstacles including rules, regulations and other interests
Case Study #3
Coproduction Challenge Part 3 (Group work)
One on One individual sessions with Tutors

2 May 2006

Distribution and Sales: A checklist of Issues from the seller's point of view
Coproduction Challenge Results (of the groups)
Wrap Up Session

Tutors include professional negotiators Dr. Dimitris Tsitos and Dr. Alexandra Efthimiadou of Synolic Ltd (a high-level boutique management consulting company with clients ranging from petrochemicals, pharmaceuticals, government, hotel and tourism... and yes, audiovisual!, Greece); Julian Friedmann (literary agent, England UK); Anders Kildsgaard (lawyer whose lawfirm credits include "Breaking the Waves" "Manderlay", Denmark and whose partner authored the book "The Fine Art of Co-Producing" which will be distributed to participants); Stefano Massenzi (Head of Acquisitions and Business Affairs, Lucky Red, Italy); Linda Beath (consultant, Italy and Head of Studies); Irene Gavala (Head of International Coproductions, ERT S.A.); Christina Pigaki (lawyer, "Captain Corelli's Mandolin" "The Brides", Greece); Alex McCall (international documentary producer/director, Scotland UK); Renate Roginas (former Executive Secretary Eurimages); Marwan Akkawi (Producer Director Writer, Greece); Dionyssis Samiotis (Producer & Head of Productions for Cinegram S.A., credits include "A Touch of Spice"); and Dr. James P. Mimikos (moderator and producer, Greece)

The fee of Euro 1,400 includes the workshop, materials, hotel, meals, and coffee breaks but does not include travel, transportation and extras such as drinks etc. Limited partial scholarships are available, especially for participants from the new countries.

For further information or an application please contact:

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