

Dealmaking In The Film Television Industry 4th Edition From Negotiations To Final Contracts

Development is a large and central part of the American TV industry, and yet the details of how it works – who makes development decisions and why, where ideas for new shows come from, even basics like the differences between what TV studios and TV networks do – remain elusive to many. In this book, lecturer and acclaimed television producer Bob Levy offers a detailed introduction to television development, the process by which the Hollywood TV industry creates new scripted series. Written both for students and industry professionals, Television Development serves as a comprehensive introduction to all facets of the development process: the terminology, timelines, personnel and industrial processes that take a new TV project from idea to pitch to script to pilot to series. In addition to describing these processes, Levy also examines creative strategies for successful development, and teaches readers how to apply these strategies to their own careers and speak the language of development

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across all forms of visual storytelling. Written by the renowned producer responsible for developing and executive producing Gossip Girl and Pretty Little Liars, Television Development is an essential starting point for students, executives, agents, producers, directors and writers to learn how new series are created. Accompanying online material includes sample pitches, pilot scripts, and other development documents.

Few jobs in Hollywood are as shrouded in mystery as the role of the producer. What does it take to be a producer, how does one get started, and what on earth does one actually do? In So You Want to Be a Producer Lawrence Turman, the producer of more than forty films, including The Graduate, The River Wild, Short Circuit, and American History X, and Endowed Chair of the famed Peter Stark Producing Program at the University of Southern California, answers these questions and many more. Examining all the nuts and bolts of production, such as raising money and securing permissions, finding a story and developing a script, choosing a director, hiring actors, and marketing your project, So You Want to Be a Producer is a must-have resource packed with insider information and first-hand advice from top Hollywood

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producers, writers, and directors, offering invaluable help for beginners and professionals alike. Including a comprehensive case study of Turman's film The Graduate, this complete guide to the movie industry's most influential movers and shakers brims with useful tips and contains all the information you need to take your project from idea to the big screen.

Contracts for the Film and Television Industry is an invaluable collection of sample entertainment contracts accompanied by legalese-free discussions of their key concepts and terms. The third edition of this popular handbook is revised and expanded (adding 18 new contracts) making it the ultimate entertainment-law guide for all independent filmmakers, who, armed with it, can save themselves thousands of dollars in legal fees. Contracts for the Film and Television Industry contains 80 contracts covering: Basic provisions of entertainment contracts; Depiction and copyright releases; Literary submissions and sales; Artist employment; Collaborations; Music; Financing; Production; Distribution and exhibition; Merchandising; Retainers; and much more, including a glossary of relevant terms.

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A practical guide to current entertainment laws peculiarities and "creative" practices. Includes two new chapters: Legal Remedies and Retaining Attorneys, Agents, and Managers.

Stanley Kubrick, Arthur C. Clarke, and the Making of a Masterpiece

The Business of Music, Books, Movies, TV, Radio, Internet, Video Games, Theater, Fashion, Sports, Art, Merchandising, Copyright, Trademarks & Contracts - NEW Revised Edition

Hollywood Dealmaking

Reel Power

Dealmaking in the Film & Television Industry Lessons from Dealmaking at the Highest Level

Make Your Story a Movie

A revealing guide to a career as a film producer written by acclaimed author Boris Kachka and based on the real-life experiences of award-winning producers—required reading for anyone considering a path to this profession. At the center of every successful film is a producer. Producers bring films to life by orchestrating the major players—screenwriters, directors, talent, distributors, financiers—to create movie magic. Bestselling author and journalist

Boris Kachka shadows award-winning producers Fred Berger and Michael London and emerging producer Siena Oberman as movies are pitched, financed, developed, shot, and released. Fly between Los Angeles and New York, with a stop in Utah at the Sundance Film Festival, for a candid look at this high-stakes profession. Learn how the industry has changed over the decades—from the heyday of studios to the reign of streaming platforms. Gain insight and wisdom from these masters' years of experience producing films, from the indie darlings Sideways and Milk to Academy Award-winning blockbusters like La La Land. Here is how the job is performed at the highest level.

This is the comprehensive nuts-and-bolts guide to setting up an independent production project. Starting with the basic organisation of the company and the preparation of production, collaboration, and screenplay agreements, it covers in detail everything from raising money via loans, presales, and investors through finding, contracting with, and policing the finished project's distributors. A companion to Litwak's popular books on entertainment industry deal-making and contracts, RISKY BUSINESS is an authoritative blueprint for successfully producing any independent film

or video. Included among its many topics: partnerships; corporations; limited liability companies; equity investments; attracting investors; evaluating a film's economic value; working the film festivals; distribution territories; distributors' accounting practices; and much more. In addition to its primary text, it includes many essential contracts, sample statements and certificates, checklists, and extensive lists of useful resources.

A brand new edition of the smash-hit play, now a wildly popular CBC TV series. Mr. Kim is a first-generation Korean immigrant and the proud owner of Kim's Convenience, a variety store located in the heart of downtown Toronto's Regent Park neighbourhood. As the neighbourhood quickly gentrifies, Mr. Kim is offered a generous sum of money to sell — enough to allow him and his wife to finally retire. But Kim's Convenience is more than just his livelihood — it is his legacy. As Mr. Kim tries desperately, and hilariously, to convince his daughter Janet, a budding photographer, to take over the store, his wife sneaks out to meet their estranged son Jung, who has not seen or spoken to his father in sixteen years and who has now become a father himself. Wholly original, hysterically funny, and deeply moving, Kim's Convenience tells the

story of one Korean family struggling to face the future amidst the bitter memories of their past.

In this comprehensive guidebook, three experienced entertainment lawyers tell you everything you need to know to produce and market an independent film from the development process to deal making, financing, setting up the production, hiring directors and actors, securing location rights, acquiring music, calculating profits, digital moving making, distribution, and marketing your movie.

Entertainment Industry

The Essential Guide to Entertainment Law

Contracts Between Art and Commerce

Entertainment Finance Today

Monetizing Film, TV and Video Content in an Online World

Hollywood Drive

Understanding Hollywood's (Creative)

Accounting Practices

Dealmaking—the popular, award-winning “ self-defense ” book for everyone working in the film and television industry—is now updated to include the latest legal rulings and entertainment technology developments. Addressing a general, non-attorney readership, it is a fascinating, highly accessible guide to current entertainment law's peculiarities, “ creative ” practices, and practical applications. Armed with Dealmaking, filmmakers can save themselves thousands of dollars in legal fees as they navigate the shark-infested waters of the entertainment business. Whether you're a

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producer, writer, director, or actor, Mark Litwak will help you make the most of your business dealings while steering you clear of the many contractual traps that may await you.

NEW REVISED EDITION - The entertainment industry is a multi-billion dollar business that showcases the work, services, talent, and creativity of a cross-section of the international workforce. The modern entertainment industry is the convergence of the business of music, books, movies, television, radio, Internet, video games, theater, fashion, sports, art, merchandising, copyright, trademarks, and contracts. Employment opportunities abound in this vibrant, eclectic and exciting universe - open to anyone willing to learn and work diligently with creative enthusiasm. To be on the cutting edge of this ever-changing industry, one must possess an in-depth knowledge of the many areas that converge to form modern show business. Entertainment lovers of all ages will enjoy this engaging overview of an evolving industry; from its basic and traditional roots to today's exciting technological innovations that rapidly and constantly influence the entertainment we enjoy. Experience a fascinating and enthralling odyssey while exploring dozens of artistic disciplines that can lead to success in the international entertainment field. A spotlight shines on a variety of business options, specific endeavors, crucial information, general knowledge, detailed advice, and the art of negotiating entertainment agreements. Discover the different types of jobs and careers available in the entertainment industry and the effective tools used to produce & market products. Learn the fundamental and essential provisions of publishing & intellectual property, including! deal-making and standard contracts used by professionals in the entertainment industry. ENTERTAINMENT INDUSTRY is the second in a series of books dealing with the entertainment business by author, musician, radio host, entertainment

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lawyer, and historian Mark Vinet. It offers an in-depth study and detailed analysis of the diverse, colorful, and creative art forms that fill the leisure and recreational time of North Americans. This book contains the author's personal entertainment industry rules, tenets, advice, principles, opinions, philosophies, and concepts developed over a thirty-year career in show business as an artist, musician, writer, performer, businessman, manager, and entertainment/copyright/trademark lawyer. -- WADEM Publishing

Foreword by Henry Kissinger In this groundbreaking, definitive guide to the art of negotiation, three Harvard professors—all experienced negotiators—offer a comprehensive examination of one of the most successful dealmakers of all time. Politicians, world leaders, and business executives around the world—including every President from John F. Kennedy to Donald J. Trump—have sought the counsel of Henry Kissinger, a brilliant diplomat and historian whose unprecedented achievements as a negotiator have been universally acknowledged. Now, for the first time, *Kissinger the Negotiator* provides a clear analysis of Kissinger's overall approach to making deals and resolving conflicts—expertise that holds powerful and enduring lessons. James K. Sebenius (Harvard Business School), R. Nicholas Burns (Harvard Kennedy School of Government), and Robert H. Mnookin (Harvard Law School) crystallize the key elements of Kissinger's approach, based on in-depth interviews with the former secretary of state himself about some of his most difficult negotiations, an extensive study of his record, and many independent sources. Taut and instructive, *Kissinger the Negotiator* mines the long and fruitful career of this elder statesman and shows how his strategies apply not only to contemporary diplomatic challenges but also to other realms of negotiation, including

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business, public policy, and law. Essential reading for current and future leaders, Kissinger the Negotiator is an invaluable guide to reaching agreements in challenging situations. How do we determine authorship in film, and what happens when we look in-depth at the creative activity of living filmmakers rather than approach their work through the abstract prism of auteur theory? Mark Gallagher uses Steven Soderbergh ' s career as a lens through which to re-view screen authorship and offer a new model that acknowledges the fundamentally collaborative nature of authorial work and its circulation. Working in film, television, and digital video, Soderbergh is the most prolific and protean filmmaker in contemporary American cinema. At the same time, his activity typifies contemporary screen industry practice, in which production entities, distribution platforms, and creative labor increasingly cross-pollinate. Gallagher investigates Soderbergh ' s work on such films as The Limey, Erin Brockovich, Ocean ' s Eleven and its sequels, Solaris, The Good German, Che, and The Informant!, as well as on the K Street television series. Dispensing with classical auteurist models, he positions Soderbergh and authorship in terms of collaborative production, location filming activity, dealmaking and distribution, textual representation, genre and adaptation work, critical reception, and other industrial and cultural phenomena. Gallagher also addresses Soderbergh ' s role as standard-bearer for U.S. independent cinema following 1989 ' s sex, lies and videotape, as well as his cinephilic dialogues with different forms of U.S. and international cinema from the 1920s through the 1970s. Including an extensive new interview with the filmmaker, Another Steven Soderbergh Experience demonstrates how industries and institutions cultivate, recognize, and challenge creative screen artists.

An Almost Epic Tale of Moguls, Movies, and a Company

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Called DreamWorks

Trump: The Art of the Deal

Eating, Drinking & Dealmaking in NYC: A Billions Guide

Production Culture

This Business of Television

Television Development

Becoming a Film Producer

Hollywood Dealmaking has become the go-to resource for new and experienced entertainment attorneys, agent trainees, business affairs executives, and creative executives.

Entertainment attorneys and Hollywood insiders Dina Appleton and Daniel Yankelevits explain the negotiation techniques and strategies of entertainment dealmaking and detail the interests and roles of producers, writers, actors, directors, agents, and studio employees in crafting a deal. This new edition captures the dramatic changes over the past five years in the film and television industry landscape, with two new chapters: "Reality Television" details the sources of revenue, syndication possibilities, and format sales of these shows as well as the talent deals that are made, and the "Internet/New Media" chapter delves into new digital formats such as mobile phones, game consoles, video-on-demand, and web-based apps, and explains where today's revenues are generated, where the industry is headed, and talent negotiation issues. All the ins and outs of negotiating are explained, including back ends, gross and adjusted gross profits, deferments, box office bonuses, copyrights, and much more. This easy-to-follow reference is packed with expert insights on distribution, licensing, and merchandising. The book's invaluable resource section includes definitions of lingo for acquisition agreements and employment deals, twelve ready-to-use sample contracts, and a directory of entertainment attorneys in both New York and Los Angeles. In Hollywood Dealmaking, readers will recognize the key players in the process, understand the "lingo" of crafting deals, learn

how to negotiate agreements for the option and purchase of books and screenplays, be able to negotiate employment deals for all members of a film or television crew, understand payment terms and bonuses, and be able to register copyrights in scripts and other literary works. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

This book covers the actual financial aspects of the Hollywood industry. It is a comprehensive and up to date guide on film and television financing today. It lays out each step of the motion picture and television project value chain, from development through profit participation, and illustrates the implications and risks of financial choices. Filmmakers and investors alike gain a thorough understanding of how to maneuver safely through a complex industry in a way that reduces risk and optimizes profits.

Written by the insider who headed sales for Lucasfilm across distribution markets and managed the release of Star Wars Episode III, this is the first book to show how all related media distribution markets, including television, video and online, work together and independently to finance and maximize profits on productions. It demystifies how an idea moves from concept to profits and how distribution quietly dominates an industry otherwise grounded in high profile elements (production, marketing, creative, finance, law). The book

provides a unique apprenticeship to the business, illuminating at a macro level how an idea can move from concept to generating \$1 Billion, relating theory and practice in the context of the maturation of global market segments, and exposing the devil in the detail that impacts bottom line profits. Producers, media executives, and entertainment attorneys in specific niches will benefit from this wide-ranging look at the business across various distribution outlets, including theatrical, television, airlines, merchandising, cable, and home video.

The definitive story of the making of 2001: A Space Odyssey, acclaimed today as one of the greatest films ever made, and of director Stanley Kubrick and writer Arthur C. Clarke—“a tremendous explication of a tremendous film....Breathtaking” (The Washington Post). Fifty years ago a strikingly original film had its premiere. Still acclaimed as one of the most remarkable and important motion pictures ever made, 2001: A Space Odyssey depicted the first contacts between humanity and extraterrestrial intelligence. The movie was the product of a singular collaboration between Stanley Kubrick and science fiction visionary Arthur C. Clarke. Fresh off the success of his cold war satire Dr. Strangelove, Kubrick wanted to make the first truly first-rate science fiction film. Drawing from Clarke’s ideas and with one of the author’s short stories as the initial inspiration, their bold vision benefited from pioneering special effects that still look extraordinary today, even in an age of computer-generated images. In Space Odyssey, author, artist, and award-winning filmmaker Michael Benson “delivers expert inside stuff” (San Francisco Chronicle) from his extensive research of Kubrick’s and Clarke’s archives. He has had the cooperation of Kubrick’s widow, Christiane, and interviewed most of the key people still alive who worked on the film. Drawing also from other previously unpublished interviews, Space Odyssey provides a 360-degree view of the film from its genesis to its legacy, including many previously untold stories.

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And it features dozens of photos from the making of the film, most never previously published. “At last! The dense, intense, detailed, and authoritative saga of the making of the greatest motion picture I’ve ever seen...Michael Benson has done the Cosmos a great service” (Academy Award-winning actor Tom Hanks).

Everything You Need to Know for Film and Television
The Basic Business, Legal, and Financial Aspects of the Film Industry in a Digital World

How Hollywood Creates New TV Series

Kissinger the Negotiator

The Movie Business Book

So You Want to Be a Producer

The Business of Media Distribution

Budgeting and scheduling are easy in principle but hard in practice. The successful producer has a solid plan for juggling dozens of activities and costs while retaining the flexibility to cope with those inevitable last-minute changes and stay on course. Preplanning the budget and schedule of any media project is absolutely essential, and the 2nd edition of Scheduling and Budgeting Your Film: A Panic-Free Guide shows you the intricacies of handling both budgeting and scheduling successfully. This new and updated edition explains the fundamentals of line producing in an easy-to-understand style, and includes tips and techniques that apply no matter what kind of scheduling or budgeting software you're using. Author Paula Landry includes detailed examples of breakdown forms, organizing resources, distribution expenses, and hidden costs, and discusses how to set realistic priorities and find industry and state tax incentives. The new edition also includes discussions of transmedia and multi-

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purpose shooting, special considerations for VR, 4K and 3D shooting, new web platforms and mobile technology, crowd funding, film festivals, and much more. Each chapter is filled with handy checklists, tips, practical advice, and anecdotes, showing how scheduling and budgeting are done in the real world; Principles apply to any type of media project: film, video, music video, projects hosted online, and corporate and educational videos; An accompanying eResources page offers downloadable forms and templates, and other essential resources.

In this book, esteemed television executive and Harvard lecturer Ken Basin offers a comprehensive overview of the business, financial, and legal structure of the U.S. television industry, as well as its dealmaking norms. Written for working or aspiring creative professionals who want to better understand the entertainment industry — as well as for executives, agents, managers, and lawyers looking for a reference guide — The Business of Television presents a readable, in-depth introduction to rights and talent negotiations, intellectual property, backend deals, licensing, streaming platforms, international production, and much more. The book also includes breakdowns after each chapter summarizing deal points and points of negotiation, a glossary, a list of referenced cases, and a wealth of real-world examples to help readers put the material into context.

""Movie Money" unravels, demystifies, and clearly explains the film industry's unique, arcane, "creative" accounting practices. It examines a film's various revenue-generating and revenue-consuming components and presents numerous film-industry

definitions of "gross" and "net" profits and the many ways these figures are calculated. It also provides in-depth discussions of profit participations, audits, and contract negotiating. NEW to this third edition, in addition to a complete update of all current industry practices, is a lengthy chapter on new media and how it is changing the all aspects of the film/TV/video financial landscape. Also new to this edition is a section that discusses the financial aspects of doing film industry business (producing, distributing, etc.) in China"--

Entertainment Law: Fundamentals and Practice is a comprehensive and unique "how to" guide covering every area of entertainment law including fundamental principles, detailed business models, legal foundations, contract terms, practical advice, and full legal citations for cases and statutes. It has the depth required for practicing lawyers and law students, while at the same time being readable, approachable, and a guidebook for anyone interested in how the entertainment industry works including general courses in the entertainment, film, and music industries. The key to understanding entertainment law is to understand the underlying business models. The unique broad scope of the book is organized into chapters focusing on film, television, book and magazine publishing, music, live theater, radio, celebrity rights, and cyber law. Within those categories, topics such as agents and managers, licensing, advertising, social media, financing, branding, digital media, new television models, new models in music publishing and recording and digital radio, computer games, and copyright fair use are included. The revised first

edition includes new and expanded coverage on the Music Modernization Act, film and TV production state tax incentives, case updates in life story rights for film and TV music licensing, and updates on legal and business issues between talent agencies and guilds. Developed in recognition of the broad scope of entertainment law and its areas of overlap with contract, corporate, intellectual property, regulatory law, and more, Entertainment Law: Fundamentals and Practice is an excellent resource for both survey courses and breakout courses on film, television, and music law, among others.

Adapting Your Book or Idea for Hollywood

Entertainment Law

The Business of Television

Entertainment Law in a Nutshell

Risky Business

A Practical Introduction

What it Takes to Break In, Hang in & Make it in the Entertainment Industry

"I wish I could have had this book when I was starting out in the business. An invaluable reference work." —Alan Poul, producer, Westworld The legal resources of studios and networks are legendary, often intimidating independent producers, writers, actors, directors, agents, and others as they try to navigate through the maze of legal details. This invaluable reference presents the interests of talent as well as the point of view of creative executives, producers, entertainment attorneys, agents and managers, and major guilds—making clear the role that each plays in the dealmaking process. Readers will find expert insights to talent and production deals for television, feature film, video, and the

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Internet, as well as an in-depth overview of net profits and other forms of contingent compensation. *Hollywood Dealmaking, Third Edition*, also addresses digital and new platforms, changes resulting from new union agreements, and the evolution in feature film back-end (profit participation) deals. In addition, this comprehensive guide includes:

Explanations of employment deals
Details of rights acquisition
Basics of copyright law
Sample contracts and forms
Glossary of industry lingo and terminology
And much more! Peppered with facts on the deals of superstar players and with summaries in each section to clarify complex legal issues, *Hollywood Dealmaking, Third Edition*, is an essential resource for industry novices and veterans alike who want to sharpen their negotiation skills and finalize the deals they have been seeking.

Tapping experts in an industry experiencing major disruptions, *The Movie Business Book* is the authoritative, comprehensive sourcebook, covering online micro-budget movies to theatrical tentpoles. This book pulls back the veil of secrecy on producing, marketing, and distributing films, including business models, dealmaking, release windows, revenue streams, studio accounting, DIY online self-distribution and more. First-hand insider accounts serve as primary references involving negotiations, management decisions, workflow, intuition and instinct. *The Movie Business Book* is an essential guide for those launching or advancing careers in the global media marketplace.

“The definitive history of the studio” created by the larger-than-life team of Spielberg, Geffen, and Katzenberg (Los Angeles Times). For sixty years, since the birth of United Artists, the studio landscape was unchanged. Then came

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Hollywood's Circus Maximus—created by director Steven Spielberg, billionaire David Geffen, and Jeffrey Katzenberg, who gave the world *The Lion King*—an entertainment empire called DreamWorks. Now Nicole LaPorte, who covered the company for *Variety*, goes behind the hype to reveal for the first time the delicious truth of what happened. Readers will feel they are part of the creative calamities of moviemaking as LaPorte's fly-on-the-wall detail shows us Hollywood's bizarre rules of business. We see the clashes between the often-otherworldly Spielberg's troops and Katzenberg's warriors, the debacles and disasters, but also the Oscar-winning triumphs, including *Saving Private Ryan*. We watch as the studio burns through billions of dollars, its rich owners get richer, and everybody else suffers. LaPorte displays Geffen, seducing investors like Microsoft's Paul Allen, showing his steel against CAA's Michael Ovitz, and staging fireworks during negotiations with Paramount and Disney. Here is a blockbuster behind-the-scenes Hollywood story—up close, glamorous, and gritty.

The sole survivor on a desperate, last-chance mission to save both humanity and the earth, Ryland Grace is hurtled into the depths of space when he must conquer an extinction-level threat to our species.

Kim's Convenience

Financing & Distributing Independent Films

The Independent Film Producers Survival Guide: A Business and Legal Sourcebook

Clearance & Copyright

Dealmaking

A Novel

Another Steven Soderbergh Experience

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A comprehensive look at how today's Hollywood works -- who has the power and how deals are made. Drawing on interviews with more than 200 Hollywood insiders -- writers, directors, performers, agents, producers and journalists -- Litwak leads us through the maze of Hollywood politics. Well-written and filled with case histories of specific films, *Reel Power* ears down myths and reveals the inner workings of the Hollywood film business.

In *Production Culture*, John Thornton Caldwell investigates the cultural practices and belief systems of Los Angeles-based film and video production workers: not only those in prestigious positions such as producer and director but also many others, including gaffers, editors, and camera operators. Borrowing insights from cultural anthropology, Caldwell analyzes the stories workers tell and the rituals they enact to make sense of their labour and to critique the film and TV industry and the culture writ large. Far from being guarded, Hollywood executives and craftspeople work within an industry that obsessively reflects on itself and constantly exposes itself to the public. Caldwell suggests ways that scholarship might benefit by acknowledging the extent to which the industry first theorizes and critiques itself as part of economic and industrial habit. Caldwell's fieldwork combines interviews with industry workers; observations on sets and workplaces; and analyses of TV shows, industry documents, economic data, and promotional materials to show how film and video workers function in a radically transformed and unstable post-network industry. He chronicles how industry workers have responded to volatile changes including the convergence of "old" and "new" media; labour outsourcing; increasingly unruly labour and

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business relations; new production technologies; and multinational corporate conglomeration. He also explores new struggles over "authorship" within collective creative endeavours; the way that branding and syndication have become central business strategies for networks; and the "viral" use of industrial self-reflexivity to motivate consumers through DVD bonus tracks, behind-the-scenes documentaries, and "making-ofs." A significant, on-the-ground analysis of an industry in flux, *Production Culture* offers scholars new, more precise and holistic ways of thinking about media production as a cultural activity.

President Donald J. Trump lays out his professional and personal worldview in this classic work—a firsthand account of the rise of America's foremost deal-maker. "I like thinking big. I always have. To me it's very simple: If you're going to be thinking anyway, you might as well think big."—Donald J. Trump

Here is Trump in action—how he runs his organization and how he runs his life—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-maker's art. And throughout, Trump talks—really talks—about how he does it.

Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for *Trump: The Art of the Deal* "Trump makes one believe for a moment in the American dream again."—*The New York Times* "Donald

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Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet."—Chicago Tribune "Fascinating . . . wholly absorbing . . . conveys Trump's larger-than-life demeanor so vibrantly that the reader's attention is instantly and fully claimed."—Boston Herald "A chatty, generous, chutzpa-filled autobiography."—New York Post Provides information on distribution, systems, regulations, copyright, program development, advertising, and legal and business affairs

The Biz

The Men Who Would Be King

Scheduling and Budgeting Your Film

Negotiating Talent Agreements for Film, TV, and Digital Media (Third Edition)

How To Successfully Finance, Produce, And Distribute Film And Television Projects

Space Odyssey

Contracts for the Film and Television Industry

In this updated edition of the industry staple, veteran media executive Jeff Ulin relates business theory and practice across key global market segments—film, television, and online/digital—providing you with an insider's perspective that can't be found anywhere else. Learn how an idea moves from concept to profit and how distribution dominates the bottom line: Hollywood stars may make the headlines, but marketing and distribution are the

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behind-the-scenes drivers converting content into cash. The third edition: Includes perspectives from key industry executives at studios, networks, agencies and online leaders, including Fox, Paramount, Lucasfilm, Endeavor, Tencent, MPAA, YouTube, Amazon, and many more; Explores the explosive growth of the Chinese market, including box office trends, participation in financing Hollywood feature films, and the surge in online usage; Illustrates how online streaming leaders like Netflix, Amazon, Apple, YouTube, Hulu and Facebook are changing the way TV content is distributed and consumed, and in cases how these services are moving into theatrical markets; Analyzes online influences and disruption throughout the distribution chain, and explains the risks and impact stemming from changing access points (e.g., stand-alone apps), delivery methods (over-the-top) and consumption patterns (e.g., binge watching); Breaks down historical film windows, the economic drivers behind them, and how online and digital delivery applications are changing the

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landscape. Ulin provides the virtual apprenticeship you need to demystify and manage the complicated media markets, understand how digital distribution has impacted the ecosystem, and glimpse into the future of how film and television content will be financed, distributed and watched. An online eResource contains further discussion on topics presented in the book.

"This compact reference gives a big picture overview of the intellectual property, contract, publicity, estate planning, and First Amendment issues that contribute to the field of entertainment law. Professor Burr also addresses specific legal issues that arise in the film, music, and television industries, including discussion of the rise of "reality" television. This Nutshell is ideal as a secondary text to accompany any entertainment law casebook, as the primary text for a seminar, or as background information for someone requiring an overview."--

Now extensively revised, updated, and expanded, "Clearance and Copyright" is

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the industry-standard guide to almost every conceivable rights issue that filmmakers, video-makers, and television producers might encounter: from the initial acquisition of material through the rights situations that arise during pre-production, production, post-production and release. Legalese-free, well-written, it's a must-read for all producers, directors, and writers -- whether they make feature films, shorts, documentaries, television programs, music videos, or Internet content -- and those who advise them. Armed with this book, you can protect yourself and your work from disastrous legal actions and save thousands of dollars in attorney fees. You can even learn how to save money by exercising your rights to use certain materials without paying anyone.

\$50 Billion of Advice in One Book* Have you ever wondered why some books and stories are adapted into movies, and others aren't? Or wished you could sit down and pick the brains of the people whose stories have been adapted--or the screenwriters, producers, and directors

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who adapted them? Author John Robert Marlow has done it for you. He spoke to book authors, playwrights, comic book creators and publishers, as well as Hollywood screenwriters, producers and directors responsible for adapting fictional and true stories into Emmy-winning TV shows, Oscar-winning films, billion-dollar megahits and smaller independents. Then he talked to the entertainment attorneys who made the deals. He came away with a unique understanding of adaptations--an understanding he shares in this book: which stories make good source material (and why); what Hollywood wants (and doesn't); what you can (and can't) get in a movie deal; how to write and pitch your story to maximize the chances of a Hollywood adaptation--and how much (and when) you can expect to be paid. *This book contains the distilled experience of creators, storytellers and others whose works have earned over \$50 billion worldwide. Whether you're looking to sell film rights, adapt your own story (alone or with help), or option and adapt someone else's property--this book is for you.

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Authorship and Contemporary Hollywood

A Panic-Free Guide

Creative Industries

The Struggle for Influence and Success in the New Hollywood

Project Hail Mary

Fundamentals and Practice

Appetite for Power

Today's film industry is a legal and financial obstacle course that all independent filmmakers must learn to master. The most comprehensive guide to negotiating that obstacle course is *The Biz*, a highly accessible overview of the industry's important business, legal and financial aspect. Filled with industry-savvy advice, it clearly explains: Raising financing. Business structuring. Securities laws. Budgeting essentials. Dealing with the guilds. Loans. Completion guarantees. Distribution deals. Video on demand. Calculating net profits. Film-industry accounting practices and contingent payments. Copyright, publicity, and trademark laws. Screen credits and talent demands. Litigation problems. Bankruptcy. Taxation of film companies . . . and much more, including many useful sample forms and agreements. This invaluable collection of sample entertainment contracts and discussions of the terms and concepts contained therein has been

expanded in this second edition by the addition of twenty new contracts, bringing the total number of contracts to sixty. Includes contracts covering: depiction -- release, option, purchase; literary submission and sale -- release, option, purchase; artist employment -- writer, director, actor; Collaboration -- writer, joint venture, co-production; music -- television rights license, soundtrack, composer; financing -- finder, limited prospectus; production -- line producer, casting director, crew, services, location; distribution -- theatrical, merchandising -- product release, license; retainer -- agent, attorney; and much more.

More than One Hundred Iconic New York City Dining Institutions From hole-in-the-walls to cozy neighborhood gems to Michelin-starred restaurants, the characters in the SHOWTIME® series Billions know how to eat well, as any fan of the beloved show can confirm. Creators Brian Koppelman and David Levien spectacularly display the city's vibrant food scene—but it's more than showing us how the one percent eats. It's about integrating food, which brings people together and is an integral part of our daily lives, into the storyline while honoring the quality, the diversity, and the legacy of culinary culture in New York City. It's about the city staples that have been around for generations. It's about the

immigrants who brought their own food to New York and made it a part of city culture. It's about the power joints where the movers and shakers of the city discuss the affairs of the day. It's about the pizza slice or the candy bar that takes you back to your childhood. It's about those who start at the bottom of the kitchen chain and ultimately open their own restaurant as well as about the old who pass the torch to future generations. It's about the energy and the creativity in New York food industry that is setting the standards for the rest of the world. It's about everyone who has contributed to making New York the dining capital of the world as it is today. This book presents the complete list of restaurants, bars, bakeries, bodegas, and more, featured in Billions. The listings include description and history of the chef and building, signature dishes, fun facts, and of course, tie-in to the show's storyline. Which characters are eating there? What is the occasion? What are they discussing? Features include: Empire Diner Yonah Schimmel's Knish Bakery Sushi Nakazawa Peking Duck House Veselka The Spotted Pig Ivan Ramen Library Bar at the NoMad Hotel Emmy Squared Morgenstern's Ice Cream So many more!

The updated second edition of this text introduces readers to the business of film at

every stage of the filmmaking lifecycle, from planning and production to distribution. Authors Paula Landry and Stephen R. Greenwald offer a practical, hands-on guide to the business aspects of this evolving industry, exploring development, financing, regional/global/online distribution, business models, exhibition, multi-platform delivery, marketing, film festivals, production incentives, VR/AR, accounting, and more. The book is illustrated throughout with sample financing scenarios and charts/graphics, and includes detailed case studies from projects of different budgets and markets. This new and expanded edition has further been updated to reflect the contemporary media landscape, including analysis on major new players and platforms like Netflix, Amazon, Google and Vimeo, shifting trends due to convergence and disruption from new technology, as well as the rise of independent distribution and emergent mobile and online formats. An eResource also includes downloadable forms and templates, PowerPoint slides, quizzes and test banks, and other additional resources.

**Contracts for the Film & Television Industry
From Negotiations to Final Contracts
Film, Television, and New Media
Introduction to Media Distribution
Movie Money, 3rd Edition (Updated and**

Expanded)

The Business of Film

Industrial Reflexivity and Critical Practice in Film and Television

"To explain the logic of these arrangements, the author draws on the analytical resources of industrial economics and the theory of contracts. He addresses the winner-take-all character of many creative activities that brings wealth and renown to some artists while dooming others to frustration; why the "option" form of contract is so prevalent; and why even savvy producers get sucked into making "ten-ton turkeys," such as Heaven's Gate."--BOOK JACKET.

Hollywood Drive: What it Takes to Break in, Hang in & Make it in the Entertainment Industry is the essential guide to starting and succeeding at a career in film and TV. Written by a Hollywood insider, Honthaner's invaluable experience and advice will give those attempting to enter and become successful in the entertainment industry the edge they need to stand out among the intense competition. Because while film school prepares students to write a script, direct a scene and operate a camera, few newcomers enter the job market understanding how this business truly works and how to land a first job much less succeed in the industry. Hollywood Drive is not merely a book about what it takes to get your foot in the door. It goes beyond that by offering you the tools, attitude, philosophy and road map you'll need to give yourself a good fighting chance at success -- whether you're looking for your very first job or for a strategy to move

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*your career to the next level. This book will allow you to proceed with your eyes wide open, knowing exactly what to expect. Hollywood Drive explores the realities of the industry: various career options, effective job search strategies, how to write an effective cover letter and resume, what to expect on your first job, the significance of networking and building solid industry relationships, how a project is sold, and how a reel production office and set operate. You'll learn how to define your goals and make a plan to achieve them, how to survive the tough times, how to deal with big egos and bad tempers, and how to put your passion to work for you. * Hollywood insider with 20+ years of experience provides realistic advice and tips on getting a first job and moving up in a tough industry * Covers a variety of career choices and the basics of how a production is set up and run * Includes must-have information on breaking into both Hollywood and smaller markets nationwide*

Introduction to Media Distribution offers a clear, direct and comprehensive overview of the entire film, television and new media distribution business, valuable to both students and professionals. In this book, author Scott Kirkpatrick draws from over a decade of personal experience in the distribution arena to explore what fuels the distribution process, and explains in real-world terms how the business works from beginning to end—not merely what happens to a film or television series after a distributor acquires it, but how distributors develop, pre-sell and broker deals on content before it even exists. Kirkpatrick covers deal

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structures, release strategies, acquisition approaches, rights sales, international co-productions, tax credits, audience research, global regulatory boards, and even 'behind closed doors' monetization practices. The book offers: A straightforward, clear and insightful approach to understanding the fundamental basics of how the global distribution marketplace works, and how distribution companies actually operate and create the content they need; An insider's analysis of all levels of the business with an emphasis on the independent scene, the root from where development in the industry grows; A comprehensive overview of how film and television markets and festivals work, and how buyers and sellers actually broker deals in the field; Detailed explanations of how each media right is defined and windowed to maximize potential revenue; A detailed overview of several major international territories, and how each operates within the context of the global media business; Guidance and advice from an industry expert on how one can initiate their professional career in the entertainment industry, applicable to individuals in all roles; A robust appendix containing in-depth studies of legal definitions, material delivery requirements, territory-by-territory financial projections, and more. An accompanying eResource offers template contracts, sample agreements, and further resources for download.

Monetizing Film, TV, and Video Content in an Online World

Negotiating Talent Agreements for Film, TV and New Media