

The Art of Negotiating Agreements for Film and TV

June 8-10, 2023, Berlin

PROGRAM SCHEDULE

Wednesday, 7th June _____ **DAY OF ARRIVAL**

19:30__ **Welcome Reception and Dinner**

Thursday, 8th June _____ **DAY ONE**

9:00 __ **Welcome and Introduction of Experts and Participants**

Judith Klein, Erich Pommer Institut

Ulrich Michel, Attorney & Business Mediator

9:30 __ **Introduction to Basic Principles of Drafting and Negotiating Agreements: Dos and Don'ts**

Ulrich Michel

10:30__ Coffee Break

11:00__ **Who is Out There to Make Deals with: Possible Non-Traditional Partners for Production and Distribution**

Wendy Bernfeld, Rights Stuff

12:30__ Lunch Break

14:00__ **Underlying Principles of The Psychology of Negotiation and Conflict Resolution**

Ulrich Michel

15:30__ Coffee Break

16:00__ **Techniques for Successful Negotiation and Conflict Resolution / Part 1**

Ulrich Michel

17:30__ End of Day One

19:00__ Meeting in Hotel Lobby for Joint Walk to the restaurant for dinner

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Friday, 9th June _____ DAY TWO

9:00 __ **Interests of Possible Partners & Your Own**

Ulrich Michel and Wendy Bernfeld

11:00 __ Coffee Break

11:30 __ **Techniques for Successful Negotiation and Conflict Resolution / Part 2**

Ulrich Michel

13:00 __ Lunch Break

14:30 __ **Techniques for Successful Negotiation and Conflict Resolution / Part 3**

Ulrich Michel

16:00 __ Coffee Break

16:30 __ **Session tbc**

Speaker tba

18:00 __ End of Day Two

19:00 __ Meeting in Hotel Lobby for Joint Walk to the restaurant for dinner

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Saturday, 10th June _____ DAY THREE

9:30 __ Deal Making Basics: Approaching, Agreeing and Cooperating with (VOD-) Platforms

Wendy Bernfeld

11:00 __ Coffee Break

11:30 __ Techniques for Successful Negotiation and Conflict Resolution / Part 4

Ulrich Michel

13:00 __ Lunch Break

14:00 __ Handling Challenging Positions

Wendy Bernfeld and Ulrich Michel

15:30 __ Coffee Break

16:00 __ Techniques for Successful Negotiation and Conflict Resolution / Part 5

Ulrich Michel and Wendy Bernfeld

17:00 __ Debriefing

Ulrich Michel

17:15 __ Final Evaluations

17:30 __ End of Workshop

19:00 __ Meeting in Hotel Lobby for Joint Walk to restaurant for the Farewell Dinner

Sunday, 11th June _____ DAY OF DEPARTURE