

THE INTERNATIONAL FILM BUSINESS

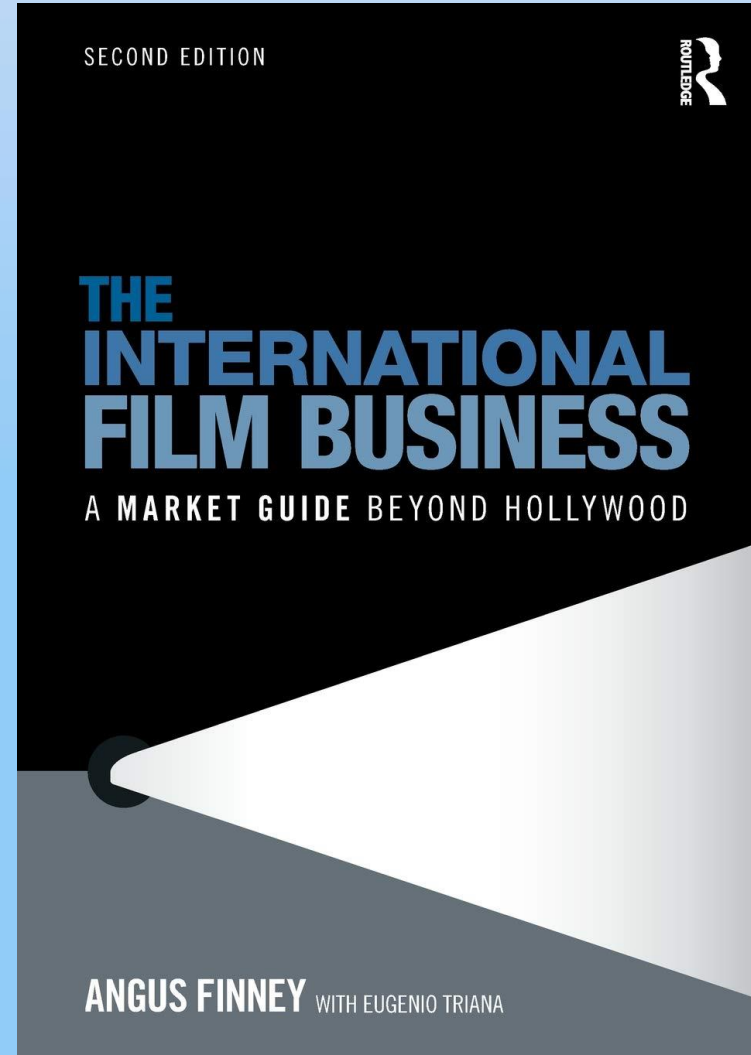
26 – 29 May 2020



THE OPPORTUNITY:

International film expert, lecturer and author **Angus Finney** delivers for the first time an exclusive opportunity to learn and discuss with him the core principles of his renowned programme and best-selling book '**The International Film Business**'.

Over four days, Angus will introduce to registered participants the key aspects of his programme and will answer and discuss all questions and comments.



“At last a book for the professional practitioners of filmmaking but accessible to the interested layman. The business of film, past, present and future, are researched in meticulous detail, helpful case studies and valuable personal observations. Most important, the book is full of insights into the digital age of distribution and production with a road map for the future development of the film business. If you are going to buy one book on the international business of film, this is it!”

Sandy Lieberon

Former President of Production at 20th Century Fox

“This book successfully accomplishes what many others on the same topic have failed to do. It not only captures the excitement of the international film industry, but it also delves deeply into its structure and practices. The author uses to full advantage his first-hand knowledge of the film business to develop a comprehensive analysis that will have enduring value for both film insiders and readers that are fascinated by this industry.”

Joseph Lampel

Professor of Strategy, Cass Business School, City University London

PHASE 1 sessions will cover:

ENTERTAINMENT VALUE CHAIN

DEVELOPMENT

PRODUCING AND PRODUCTION

PRODUCER SKILLS

RISK MANAGEMENT

INTERNATIONAL SALES

FILM FINANCE: SOURCES, PLANS, MODELLING AND RECOUPMENT

CO-PRODUCTION

CASE STUDY: The King’s Speech

FESTIVALS AND MARKETS

BUSINESS PLANS AND ENTREPRENEURSHIP MODELS

MARKETING

DISTRIBUTION, EXHIBITION AND STREAMING

AUDIENCE BEHAVIOUR: the digital and social revolution

FUTURE CHALLENGES and career considerations

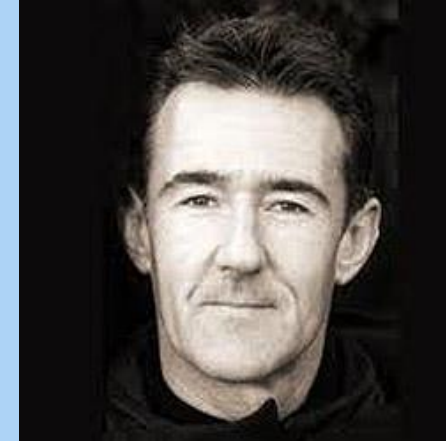
PHASE 2: ‘Connections with US Executives and Producers’ to be announced on Tuesday 2nd June

Angus Finney

Angus Finney is a leading international film and creative industry specialist who has taught and lectured across the world. His work includes MBA-level teaching at **The Judge Business School, Cambridge University** and MA-level Course Directing at **London Film School/Exeter University**. Finney is the manager of Europe's only **Production Finance Market**, hosted by **Film London** annually. His work has recently included acting as a government expert witness in two high profile cases, including the £1bn tax tribunal involving Ingenious Media and HMRC; and has served as an expert witness on a private film finance dispute in Guernsey.

His UK training includes working with **Creative Skillset, Creative England, Film Agency Wales, Film London** and the **Film Distributors Association**; and his professional development work has extended to South Africa, Ireland, UAE, Canada and New Zealand over the past five years. Finney has mentored individual producers, directors and writers, alongside companies and senior managers in the UK, France, Ireland and New Zealand.

Finney's fourth and most recent book is: *The International Film Business – A Market Guide Beyond Hollywood* (Routledge) was published in May 2010. A second edition has been published in October 2014 and is currently being planned for publication in China in 2017. Finney has personally trained more than 1000 film producers/writers and directors, company executives and students since 2005, and delivered master classes and lectures at Judge/Cambridge, Cass/City, Grenoble, London University, the Sorbonne and Copenhagen Business School.



Finney also has considerable practical entrepreneurial and management experience: He was appointed joint Managing Director of **Renaissance Films**, a UK-based development, production, financing and sales company in July 1999, taking over sole MD responsibilities in 2002 before the company ceased trading in July 2005.

Finney is a **Research Fellow** at **Exeter University**, and has a **PhD in Management** from **Cass Business School, City University London**. He has an **MA in Film (Documentary specialism) and Journalism** from **New York University**, a post-graduate Diploma from City University in Newspaper Journalism and a BA from **Sussex University** in **International Relations**.



DETAILS & REGISTRATION

- **10 online modules** to be delivered via ZOOM over 4 days, from 26th to 29th May 2020
 - 2 days of 2 modules from **11:00am to 12:30pm GMT** and **1:30pm to 2:30pm GMT**
 - 2 days of 3 modules from **11:00am to 12:30pm GMT;** **1:30pm to 2:30pm GMT;** and **3:00pm to 4:30pm GMT**
- The programme is targeted to experienced independent film producers and film professionals working in finance, sales, distribution, online.

HOW TO REGISTER

- Fill out the [Registration Form](#) and return to omar@mediaxchange.com
- Fee:
 - £400 + VAT (EARLY BIRD Fee before May 1st 2020)
 - £495 + VAT (STANDARD Fee)

Details of any VAT applicable will be included on the invoice.

