

GROUP ASSIGNMENT / RESULTS OF THE NEGOTIATIONS

Group members:

- Scriptwriter
- Director
- Crew members
- Producers/production company

Assignment:

- Group will execute negotiations together – see info below.
- Group assignment will be submitted to pia.naarajarvi@gmail.com by February 27, 2024. Remember to report the names of the group members.

Situation and assignment info:

The scriptwriter has first created a treatment for a feature film. The scriptwriter has received a scriptwriting grant from the Finnish Film Foundation and is writing a script. The producers (who all represent one production company) have interest in producing a feature film and are looking for financing for the project. One international distributor has indicated an interest in the film and the producers are waiting for a deal terms proposal from the distributor including the distributor's requirements for any collaboration. The producers have contacted a director and other crew members who are interested in working in the project. The producers start to negotiate with the scriptwriter, the director and other crew members, and they enter into agreements with all persons. What are the results of the negotiations?

The group may decide how to execute the negotiations and how to provide information about the results of the negotiations. The language can be English or Finnish. Each person will prepare own approach for negotiations i.e. what each person wishes to agree. Thereafter, the group will discuss and negotiate a joint decision regarding the important issues which they consider necessary to be jointly agreed upon. Any group member can support others in negotiations or ask for comments/advising. The execution of the group assignment should answer e.g. the following questions:

Scriptwriter & producers/production company

- What kind of agreement is entered into between the scriptwriter and the producer? When?
- What copyrights are assigned to the producer? What not, if any?
(Remember to separate the copyrights in and to the script and the copyrights in and to the film.)
- Any specific issues relating to the copyrights to be agreed upon?
- What kind/type of compensations are agreed to be paid to the scriptwriter?
- Any other essential issues to be agreed upon?

Director & producers/production company

- What kind of agreement is entered into between the director and the producer? When?
- What copyrights are assigned to the producer? What not, if any?
- Any specific issues relating to the copyrights to be agreed upon?
- What kind/type of compensations are agreed to be paid to the director?
- Any other essential issues to be agreed upon?

Crew member (2 crew members/1 crew member jointly) & producers/production company

- What kind of agreement is entered into between the crew member and the producer? When?
- What copyrights are assigned to the producer? What not, if any?
- Any specific issues relating to the copyrights to be agreed upon?
- What kind/type of compensations are agreed to be paid to the crew member?
- Any other essential issues to be agreed upon?

Film (the group jointly)

- Who own(s) the copyright in and to the film? (If many, what percentages?)
- Who decide(s) on the exploitation and distribution (i.e. the sales) of the film?
- How should the international distributor be taken into account?
- How are the profits (received from the exploitation of the film) shared? Who receive profits, gross/net receipts, and in case of sharing, what percentages? (In case of sharing, what percentages?)
- Who own(s) and decide(s) on the remake and other derivative rights? (In case of sharing, what percentages?)
- How are the profits of the sales of the derivative rights shared? (In case of sharing, what percentages?)
- Any other essential issues to pay attention to?