

PROGRAMME SCHEDULE

Saturday, April 6 _____ DAY OF ARRIVAL

7:00 pm ___ **Welcome Reception and Dinner at the hotel**

Sunday, April 7 _____ DAY 1

9:30 am ___ **Welcome and Introduction of Experts and Participants**

Dina Rubanoviš, Erich Pommer Institut

Prof. Dr. Ulrich Michel, Noerr LLP

10:00 am ___ **Introduction to Basic Principles of Drafting and Negotiating Agreements: DOs and DON'Ts**

Prof. Dr. Ulrich Michel, Noerr LLP

11:00 am ___ **Coffee break**

11:30 am ___ **Scriptwriter Agreement | Director Agreement**

Marta García León, Intellectual Property & Entertainment Law

1:00 pm ___ **Lunch break**

2:30 pm ___ **The Psychology of Negotiation and Conflict Resolution | Part 1**

Psychology is crucial for negotiating and resolving conflicts: Dealing with the relevant facts of the matter and differing interests is rather straight forward in most negotiations. The "soft" factors, however, can be decisive for the outcome of a negotiation. The mystery of communication, emotions, needs, values and the individual perception of the world govern our attempts to find an agreement with other people and to resolve conflicts. Ulrich Michel and Thomas Henschel will introduce the audience to the psychology of negotiation and conflict resolution.

Prof. Dr. Ulrich Michel, Noerr LLP

Dr. Thomas R. Henschel, Mediation Academy Berlin

4:00 pm ___ **Coffee break**

4:30 pm ___ **The Psychology of Negotiation and Conflict Resolution | Part 2**

Prof. Dr. Ulrich Michel, Noerr LLP

Dr. Thomas R. Henschel, Mediation Academy Berlin

6:00 pm ___ **End of day 1**

7:15 pm ___ **Meeting in hotel lobby for joint walk**

7:30 pm ___ **Dinner**

THE ART OF NEGOTIATING AGREEMENTS

April 6 – 10, 2019 on Mallorca

Monday, April 8 _____ DAY 2

9:30 am ___ **Co-Production Agreement**

Martin Metzger, Red Arrow Studios | ProSiebenSat.1 Group

11:00 am ___ **Coffee break**

11:30 am ___ **Techniques for Successful Negotiations – PART 1**

Ulrich Michel and Thomas Henschel will present numerous techniques from communication sciences, NLP – Neuro Linguistic Programming, mediation, the Harvard Method etc. for successful negotiations. These include smart strategies and well-tried “tricks”. The audience will have the chance to exercise many of these techniques. The input from the morning sessions and the negotiating techniques will be applied by the audience step by step in a role play negotiation of a film agreement during all three days of the workshop.

Prof. Dr. Ulrich Michel, Noerr LLP

Dr. Thomas R. Henschel, Mediation Academy Berlin

1:00 pm ___ **Lunch break**

2:30 pm ___ **Techniques for Successful Negotiations – PART 2**

Prof. Dr. Ulrich Michel, Noerr LLP

Dr. Thomas R. Henschel, Mediation Academy Berlin

4:00 pm ___ **Coffee break**

4:30 pm ___ **Techniques for Successful Negotiations – PART 3**

Prof. Dr. Ulrich Michel, Noerr LLP

Dr. Thomas R. Henschel, Mediation Academy Berlin

6:00 pm ___ **End of day 2**

7:15 pm ___ **Meeting in hotel lobby for joint walk**

7:30 pm ___ **Dinner**

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Tuesday, April 9 _____ DAY 3

9:30 am ___ **Distribution Agreement****Alexandra Bauermeister**, STUDIOCANAL**Eva Ditgen LL.M.**, STUDIOCANAL11:30 am ___ **Coffee break**12:00 am _ **Techniques for Successful Negotiations – PART 4****Prof. Dr. Ulrich Michel**, Noerr LLP**Dr. Thomas R. Henschel**, Mediation Academy Berlin1:30 pm ___ **Lunch break**2:30 pm ___ **Techniques for Successful Negotiations – PART 5****Prof. Dr. Ulrich Michel**, Noerr LLP**Dr. Thomas R. Henschel**, Mediation Academy Berlin4:00 pm ___ **Coffee break**4:30 pm ___ **Resolving Conflicts**

Conflicts can be a significant risk for a production and its exploitation. The extra-judicial resolution of conflicts is part of the art of negotiation and requires a basic understanding of conflict resolution schemes. Ulrich Michel will give some recommendations for smart ways to resolve conflicts during the last session of the workshop.

Prof. Dr. Ulrich Michel, Noerr LLP5:30 pm ___ **Debriefing**6:00 pm ___ **End of seminar**7:15 pm ___ **Meeting in hotel lobby for joint walk**7:30 pm ___ **Dinner**

Wednesday, April 10 _____ DAY OF DEPARTURE