



Team A

You represent a group of film-makers who have been commissioned by 'Quark Productions', a well-known production company, to produce a feature-length wildlife documentary about the rare Tree Kangaroo. Its habitat is in a remote part of Papua New Guinea, which will be difficult to travel to.

Before you begin the negotiation to agree the final contract, prepare which concessions you feel able to make in order to reach agreement.

Demands	Concession	Agreed
1 Production time – 1 year (9 months filming and 3 months for the edit)		
2 70% of all profits		
3 To direct the film yourselves		
4 All expenses (flights, accommodation, food and equipment) paid for by Quark Productions		
5 An advance of 50% of estimated profits when filming begins		
6 Film produced in digital format only		
7 Indemnity – film-makers not responsible for any legal claims brought against the film		
8 Intellectual property – film-makers keep full rights to the work		

Team B

You represent 'Quark Productions', a well-known production company specialising in wildlife documentaries. After the recent discovery of the rare Tree Kangaroo in a remote part of Papua New Guinea, you have commissioned a group of young, inexperienced film-makers to produce a feature-length documentary on the animal.

Before you begin the negotiation to agree the final contract, prepare which concessions you feel able to make in order to reach agreement.

Demands	Concession	Agreed
1 Production time – 6 months (4 months filming and 2 months for the edit)		
2 70% of all profits		
3 To bring in another, more experienced director		
4 All expenses (flights, accommodation, food and equipment) paid for by film-makers themselves		
5 No advance paid when filming begins		
6 Film produced in two formats – digital and analogue, so it can be shown in older cinemas		
7 Indemnity – film-makers responsible for any legal claims brought against the film		
8 Intellectual property – Quark Productions keep full rights to the work		