THE STATE UNIVERSITY OF NEW JERSEY

RUTGERS

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CONTRACTS IN THE ENTERTAINMENT INDUSTRY

SYLLABUS

FALL 2011

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COURSE DESCRIPTION: This class will provide the basic outline for the multifaceted employment relationships in the entertainment industry. The class will illuminate the functions of all parties involved in the initial hiring and retention in entertainment. Thus, whether you are the talent, or representing the talent as a union, agent, or manager role or an employer seeking to retain the services of anyone in the entertainment field, this class is a must.

The entertainment industry in the United States is a multi-billion dollar enterprise. The business is comprised of a labor force as diversified as any other and in a constantly evolving field. Technological change has historically made employee relations in this field volatile. This course shall explore employee-employer dynamics of specific industries such as stage, radio, TV, and the big screen.

COURSE REQUIREMENTS: 1) final exam, 25% of grade, 2) midterm exam, 25% of grade 3) class participation, 15% of grade 4) negotiations project, 10% of grade and 4) assigned topic paper, 25% of grade.

The assigned topic paper will require each student to write a 5 to 10 page paper. The subject of the paper will be a labor union representing individuals in the entertainment industry. Students will be expected to provide a brief history of the union and to discuss a recent negotiation for a collective bargaining agreement. For example, the Screen Writer's Guild had a strike during their last negotiations and is probably headed toward another strike. As such, you would discuss the issues which have led them to this discord.

The class project will consist of students being put into groups and each group being assigned the role

of either representing an actor or representing a studio and negotiating a contract of services. The group will be required to present the final contract and then explain their position to the class as if the class were either the actor they represented or the studio heads.

BOOKS/READINGS:
Deal Making in the Film and Television Industry from Negotiations to Final Contracts, 3rd Ed. by Mark Litwak

Additional readings set forth below will be available online.

COURSE SCHEDULE

Week 1 Sept. 8, 2011	Introductions & Course Overview
Week 2 Sept. 12, 2011	Basic labor law and employment law overview within the entertainment industry Reading: *Under the Stars*, Introduction and Ch.1, The Industry and the Unions: An Overview
Week 3 Sept. 19, 2011	History and current analysis live theatre with emphasis on Broadway; Issue regarding the technology and the entertainment industry Review current Collective Bargaining Agreements for SAG, IATSE, Stage Actors Guild Readings: *Under the Stars*, Ch. 2, Technology Transforms Review of Television industry, including recent writers' settlement
Week 4 Sept. 26, 2011	Readings: *Under the Stars*, Ch. 3, Flexibility and Adaptation in Industrial Relations: The Exceptional Case of the USA Media Entertainment Industries" *Contracts for the Film and Television Industry*, Ch 6, Music
Week 5 Oct. 3, 2011	Radio industry history and analysis of current Collective Bargaining Agreements Readings: *Under the Stars*, Ch. 4, Transformation of Industrial Relations in the Motion Picture and Television Industries: Craft and Production Review for Mid-Term
Week 6 Oct. 10, 2011	Mid-Term Exam

Week 7 Oct. 17, 2011	Interplay of Collective Bargaining Agreement and individual contracts for television and motion pictures Readings: *Contracts for the Film and Television Industry,* Ch. 1, Basic Principles of Contract Law Start project
Week 7 Oct. 24, 2011	Interplay of Collective Bargaining Agreement and individual contracts for television and motion pictures Readings: *Contracts for the Film and Television Industry,* Ch. 1, Basic Principles of Contract Law Start project
Week 8 Oct. 31, 2011	Drafting individual contracts to conform with industry standards Readings: *Contracts for the Film and Television Industry,* Ch. 2, Depiction and Copy Right Releases, Ch. 4, Artist Employment and Ch. 5, Collaboration
Week 9 Nov. 7, 2011	Discussion regarding industry financing, production and distribution Readings: *Contracts for the Film and Television Industry,* Ch. 7, Financing, Ch. 8 Production, Ch. 9, Distribution, Ch. 10, Merchandizing
Week 10 Nov. 14, 2011	Drafting of Employment Contracts Readings: *Deal Making in the Film Industry,*Ch. 6, Employment Contracts
Week 11 Nov. 28, 2011	Projects due: Presentations to be made in class Discussion regarding alternatives in the event of breach of individual contracts and union contracts
Week 12 Dec. 5, 2011	Readings: *Deal Making in the Film Industry,* Ch. 17, Remedies
Week 13 Dec. 12, 2011	Review for Final Exam

Week 14

TBD	FINAL EXAM