

Pact Skills



Pact has designed these modules to foster a deeper understanding of the business and commercial aspects of TV production. The goal is to support individuals already engaged in production by broadening their knowledge base, and to assist member companies in boosting productivity.

By empowering more junior members of the team, the program encourages them to take on new roles and responsibilities essential to the evolving business models of the TV production industry.

This approach not only nurtures continued professional development (CPD) but also aligns with the ever-changing demands and complexities of modern television production.

3 SUBJECT AREAS:

IP & RIGHTS MODULE

SECTION 1 - UK IP REGIME

This module will provide you with an understanding of the UK's IP regime, how it differs from the rest of the world and the impact it has had on the UK sector.

- **QUIZ** - 15 multiple choice questions

SECTION 2 - RIGHTS WITHIN CONTENT

After completing this module, you will understand the different rights within TV content. You will also understand how to use music rights within a production.

- **QUIZ** - 15 multiple choice questions

SECTION 3 - INDUSTRY REGULATION

With this module, you will gain an understanding of industry regulations and censorship, including the role of Ofcom.

- **QUIZ** - 15 multiple choice questions

SECTION 4 - SECONDARY RIGHTS

After completing this module, you will have an understanding of secondary rights, and how they are used and distributed.

- **QUIZ** - 15 multiple choice questions

CONTENT & FUNDING

SECTION 1 - PRODUCTION MANAGEMENT

After completing this module, you will have an understanding of the commissioning process. You will learn about pre-sales, acquisition and co-production opportunities. You will also develop an understanding of SVOD (subscription video-on-demand) services.

- **QUIZ** - 15 multiple choice questions

SECTION 2 - CO-PRODUCTION

With this module, you will gain an understanding of how co-productions work and the benefits of co-producing.

- **QUIZ** - 15 multiple choice questions

SECTION 3 - PRODUCT PLACEMENT/BRANDED CONTENT

After completing this module, you will gain an understanding of product placement and AFP (advertiser funded programming). You will also learn how branded content works and how it can help with funding deficits. You will have the opportunity to explore how different genres are able to work with brands via case study examples.

- **QUIZ** - 15 multiple choice questions

SECTION 4 - DEVELOPMENT

This module will provide an overview of how to develop the right idea for the right broadcaster, the research that's needed, understanding of commissioner briefs and how to pitch effectively. After completing this module, you will have an understanding of how creative briefs differ between broadcasters.

- **QUIZ** - 15 multiple choice questions

IP EXPLOITATION

SECTION 1 - EXPORTS

After completing this module, you will gain an understanding of international markets and how financial incentives operate in overseas territories. You will also discover the role of distribution and what you need to consider when filming overseas.

- **QUIZ** - 15 multiple choice questions

SECTION 2 - INTERNATIONAL BROADCASTER BRIEFS

With this module, you will develop an understanding of how international broadcasters operate and how their creative briefs differ.

- **QUIZ** - 15 multiple choice questions

SECTION 3 - DISTRIBUTION

After completing this module, you will gain an understanding of the distribution process and the opportunities available in international territories.

- **QUIZ** - 15 multiple choice questions

SECTION 4 - FILMING OVERSEAS

In this module, you will learn about the considerations to take into account when filming and trading overseas, including obtaining access to tax credits, exchange rates and carnets. You will also understand the incentives that are available for filming in various international territories.

- **QUIZ** - 15 multiple choice questions

COURSE DETAILS

MODULE ONE - IP & RIGHTS

1st September	UK IP Regime
15th September	Rights Within Content
29th September - 10am	Live TV 'Expert' Talk
6th October	Industry Regulation
20th October	Secondary Rights
27th October - 10am	Live TV 'Expert' Talk

MODULE TWO - CONTENT & FUNDING

10th November	Production Management
24th November	Co-production
1st December - 10am	Live TV 'Expert' Talk
15th December	Product Placement
22nd December	Development
5th January - 10am	Live TV 'Expert' Talk

MODULE THREE - IP EXPLOITATION

12th January	Exports
26th January	International Broadcaster Briefs
2nd February	10am - Live TV 'Expert' Talk
16th February	Distribution
1st March	Filming Overseas
15th March - 10am	Live TV 'Expert' Talk

Sign up for the
2023/24 course



Commitment

Approximately 2 hours per week (over 6 months)

FLEXIBILITY

You can continue to access course content until 15th August 2024

About the quizzes

MODULE QUIZZES

Following each module section, you will have the opportunity to do a 15-question multiple-choice quiz that pertains to the material covered in that module. The quiz offers immediate results, and you may take it as many times as necessary to achieve the desired outcome.

FINAL QUIZ AVAILABLE - 22nd March 2024

The final quiz will become accessible starting on the 22nd of March and will remain available until the 15th of August. You can take this quiz whenever you feel prepared.

Comprising 100 multiple-choice questions, the final quiz will be drawn from a combination of the 180 quizzes you've completed throughout the course modules. This quiz can only be attempted once and may take up to an hour to finish. Upon completion, it will automatically generate an industry certification bearing your name and result.

Pact Skills - to sign up for the 2023/24 course click [here](#)

Sign up **NOW** for the
2023/24 course



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