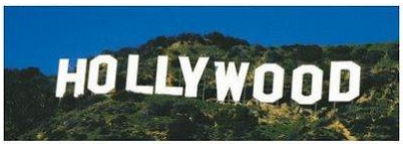
FIN-4820

Entertainment Financing & Law





Topics include: Television, Movies, Sports, Music, Theater/Improv, Digital/New Media and Copyright!





Meet producers, writers and actors, simulate a film festival, pitch an original Entertainment project and negotiate real-world industry deals!

Spaces are limited, sign up for registration today!

Course details: Class No. 36752; Class time: Wednesdays, 6:00-8:45 PM

Contact Professor Daniel Spitz at dspitzlaw@gmail.com or dspitz@calstatela.edu for more information.

(Note: If you have not completed FIN-2050, please e-mail the instructor with your name and CIN so an add code can be issued to you!)

Sample Topics

Week 1 – Corporate Law/Contract Law Foundations, Entertainment Industry Overview

Week 2 – Copyright and Television Industry Overview, Casting

Week 3 – Rights Acquisition and Development

Week 4 – History of Film, Studios and Guilds

Week 5 – Talent Deals (Actors, Writers, Directors, Producers)

Week 6 – Film Financing, Budgets and Bonuses

Week 7 – Exhibition and Distribution, *American Film Market*

Week 8 – Advanced Presentation Skills/Improv, Intro to the Producers Pitch

Week 9 – Music and Theater Industry Overview

Week 10 – Media Policy: A La Carte Television and Sports Industry Overview

Week 11 – Digital Content/The "New" Networks – Disney+, Apple, Netflix, Amazon, Hulu, and YouTube

Week 12 – Film Aesthetics/TBD Lecture (class decision)

Week 13 – The Producers Pitch

Week 14 – Clearance, Defamation and Entertainment Litigation

Week 15 – Course Conclusion and Review