



Rights: Licensing Translation Rights

Training from the Book Publisher's perspective

A one day course aimed at Junior Rights Executives and Junior Commissioning Editors

Delivered by Ed Glover

Licensing Translation Rights is a key source of revenue for publishers and brings the obvious benefits of increasing a book's potential through wider exposure and readership. This is an essential course designed to benefit Editorial and Rights Executives with one or two years experience and will help increase confidence and effectiveness when dealing with the acquisition or licensing of rights.

Our one day course covers the principles of copyright and how they extend to agreements with authors, translators and rights agreements. A step-by-step approach is taken to all the important legal and commercial elements of a translation licence agreement, both from the perspective of the buyer and the seller. The differences between volume and subsidiary rights, and the meaning of 'splits' and 'escalators', are explained and practical advice given on how to structure royalties and advances as well as terms and territories.

Ed Glover, the course trainer, draws on extensive experience gained through his positions at Macdonald Publishers and Octopus as Rights Director and Sales & Marketing Director respectively.

Ed is an experienced trainer and has presented a number of seminars in London and Bologna.

<p>Copyright and Moral Rights</p> <ul style="list-style-type: none"> • International Agreements • British legislation • Moral rights EU legislation and the UK waiver • Lengths of copyright for authors, illustrators, designers and photographers <p>Publishing Rights</p> <ul style="list-style-type: none"> • Defining volume rights • Defining subsidiary rights • Explaining royalties and 'splits' <p>Translation Licence Agreement</p> <ul style="list-style-type: none"> • Parties to the agreement • Specifying: form, language, territory and period • The importance of the 'Consideration' • Advances, royalties and 'escalators' 	<p>Translation Licence Agreement – cont'd</p> <ul style="list-style-type: none"> • Royalty statements • Publisher's 'warranty' • Disputes and Reversions • Legal dominion <p>Translation Licence Issues</p> <ul style="list-style-type: none"> • Choosing to licence rather than co-edition • Suitability of content for target market • Length of translation • Cost of translation • Approval of translation <p>Calculating Royalties</p> <ul style="list-style-type: none"> • Calculating Advances • Structuring Royalties • Building in 'escalators' • Taking account of author splits
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Time: 9.30am - 4.15pm
Venue: Imago, Albury Court, Thame, Oxfordshire

IMAGO PUBLISHING LIMITED

Albury Court, Albury, Thame, Oxfordshire OX9 2LP, UK
Tel: +44 (0)1844 337000 Fax: +44 (0)1844 339935 www.imagogroup.com

