

Fall 2021 – Wednesday 6:30-9:20 pm

Section: Five-digit section number from the [Schedule of Classes](#)

Location: Classroom and/or course-related URLs, etc. [See [Schedule of Classes](#) for assigned classroom.]

Instructor: Ted Skidmore

Office: Room or meeting area

Office Hours: General guideline: 1 weekly office hour for each 4-unit class taught.

Contact Info: Email, phone number (office, cell), Zoom, Skype, etc.

Course Description

The international entertainment marketplace is in tremendous flux, which is resulting in an ever evolving definition of the meaning of Hollywood. Developments in technology, economics, and consumer behavior are all driving this significant change. COVID-19 and the resultant need to stay home, has further exacerbated changes in long standing channels of distribution that were already in motion. This course will explore both the theatrical and streaming modes of content distribution and how these are shaping the content that Hollywood creates. The course will also provide a 360 look at theatrical movie marketing, with case study analysis of how various film properties are marketed differently overseas.

Student Learning Outcomes

- The goal of the course is to provide a broad framework of the current international entertainment marketplace and the prevailing challenges and opportunities facing the industry
- Students will gain a clear understanding of the basic tenets of Hollywood Studio Marketing and how the different verticals work in concert to distribute and market content worldwide.
- Combining lectures, reading, and top industry professionals as guest speakers, the class will examine the ever-changing international entertainment landscape - the players, and the frameworks within these organizations.

Prerequisite(s): None

Co-Requisite(s): None

Concurrent Enrollment: None

Recommended Preparation: Interest in the movie business and the role that culture, technology and consumer behavior plays across different parts of the world.

Course Notes

The course is standard letter grade.

Classes will be held on campus. Most course materials will be stored on USC-provided Google Drive, and work organized on Google Sheets and Docs. So, access to Google is mandatory.

Required Readings and Supplementary Materials

The following textbook is required:

Landry, P. and Greenwald, Stephen R. (Ed.) (2018) *The Business of Film, A Practical Introduction*, Second Edition

Other readings will be specified in the week-by-week calendar, and where possible, will be available on Google Drive. It is encouraged that students keep abreast of current events in the international entertainment space whether it be through mass market news sources (LA Times, NY Times, The Economist, etc) or industry sources (Deadline.com, The Hollywood Reporter, Variety, etc.)

Laptop and Technology Policy

All undergraduate and graduate Annenberg majors and minors are required to have a PC or Apple laptop that can be used in Annenberg classes.

Please refer to the [Annenberg Digital Lounge](#) for more resources. To connect to USC's Secure Wireless network, please visit USC's [Information Technology Services \(ITS\)](#) website.

Other software in this online environment becomes useful. One is [VoiceThread](#), which allows creation of presentations with video, graphics, voice and text, with multiple creators. Annenberg has [VoiceThread](#) accounts for all students, login with your USC email and password. Another is your smartphone's screen capture and recording [functions](#).

Description and Assessment of Assignments

- 10% Self Introduction**
The self introduction assignment is a simple exercise to share some highlights about yourself, responding to a series of questions. The questions will cover the city and country/countries where you grew up, what content you watch, and your work style. See assignment specifications for details.
- 30% Case Study #1**
Students will provide an analysis of a specific topic. The deliverable will be a 5-7 page double spaced written paper to be submitted to the class Google Drive. Note: the 5-7 written pages is not inclusive of the cover page or page(s) for References, it refers to 5-7 written pages of analysis. Further instructions will be provided in class.
- 50% Case Study #2**
- Students will work in groups and will present a strategy for marketing a film in a foreign territory (outside the U.S.) in a region of interest (Latin America, Asia, Europe).
 - Groups are expected to research the topic, articulate findings, and present the results and the group POV in class. A 15minute presentation is suggested (in Powerpoint format or similar). Every member must participate and present in the Team Project presentation.
 - Source materials to include: recommended class readings, and independent research from reliable news sites: e.g. The Hollywood Reporter, Deadline, Variety, etc.
 - Groups are required to meet at least once with the instructor in advance of their presentation. When instructed, students must deliver a 2-3 page outline in bullet format that describes their research to date. You should expect to revise after reviewing my notes.
 - A Powerpoint, Keynote (or similar) deck of the presentation must also be submitted. This deck deliverable should be more than the deck that is presented in class - with more detail and background that reflects the rationale behind your marketing recommendations. Presentation dates are specified in the course schedule.
- 10% Participating in class discussion**
Participating actively and meaningfully is important to get the most out of this course. To participate well takes preparation, i.e., to read the various materials assigned before class. Asking a question, offering a comment, responding to a discussion, all count. Staying silent will not.

Breakdown of Grade

Assignment	Points	% of Grade
Self-Introduction	10	10
Class participation	10	10
Case Study #1 (written assignment)	30	30
Case Study #2 (team project & presentation)	50	50
TOTAL		100%

Grading Scale

A	95.0% or higher
A-	90.0%-94.9%
B+	87.0%-89.9%
B	83.0%-86.9%
B-	80.0%-82.9%
C+	77.0%-79.9%
C	73.0%-76.9%
C-	70.0%-72.9% (C- or lower is a failing grade)
D	60.0%-69.9%
F	59.9% or lower

Grading Standards

Letter Grade	Description
A	Excellent; demonstrates extraordinarily high achievement; comprehensive knowledge and understanding of subject matter; all expectations met and exceeded.
B	Good; moderately broad knowledge and understanding of subject matter; explicitly or implicitly demonstrates good, if not thorough understanding; only minor substantive shortcomings.
C	Satisfactory/Fair; reasonable knowledge and understanding of subject matter; most expectations are met; despite any shortcomings, demonstrates basic level of understanding.
D	Marginal; minimal knowledge and understanding of subject matter; more than one significant shortcoming; deficiencies indicate only the most rudimentary level of understanding.
F	Failing; unacceptably low level of knowledge and understanding of subject matter; deficiencies indicate lack of understanding.

Grading Timeline

Your work can be classified as simpler tasks, or complex multi-faceted projects. Simpler, smaller assignments can be usually evaluated within 7 days. More complex work typically needs about 15 days to evaluate thoroughly.

Assignment Submission Policy

Assignment submission policies involve the following aspects:

- **Deadlines.** *Deadlines are Los Angeles time. If you are unable to submit an assignment on time, inform the instructor and request an extension. Penalties may still be imposed, communicating with the*

instructor is crucial. Non communication invites worse penalties. This practice is not meant to be punitive. Rather it is designed to cultivate professionalism, especially about reliability.

- *Format. In general, assignments use APA 7th edition style to guide paper formatting. Document files must be named in specific ways.*
- *Procedures. Assignments must be emailed to the instructor and sometimes also uploaded to the class' Google Drive.*
- *See separate assignment instructions for specific additional guidance.*

Add/Drop Dates (15 weeks: August 23 to December 3, 2020)

Monday, September 10: Last day to register and add classes

Monday, September 10: Last day to drop a class without a mark of "W", and receive a refund

Friday, October 8: Last day to drop a course without a mark of "W" on the transcript.

Friday, November 12: Last day to drop a class with a mark of "W" for Session 001

Friday, November 12: Last day to change between letter grade or Pass/No pass in a letter graded course

Course Schedule: A Weekly Breakdown

Wednesday, August 23 - Wednesday, December 15

Important note to students: *Be advised that this syllabus is subject to change - and probably will change - based on the progress of the class, news events, and/or guest speaker availability.*

	Topics/Daily Activities	Readings/Homework	Deliverable/Due Dates
Week 1 Aug 25	Logistics What is Hollywood? Preview of 1st assignment	course syllabus + assignment specifications Assignment #1: self introduction instructions	Assignment #1: due 9/7
Week 2 Sept 1	Movie Studio Landscape	Chapter 2: <i>A Business Overview of Film</i> , Textbook: The Business of Film	
Week 3 Sept 8	The Streamers Landscape The big players Distribution in flux	Chapter 6, pgs. 132-152, <i>Movie Distribution</i> , Textbook <i>How COVID-19 is Sparking a Tectonic Shift to PVOD</i>, by Scott Roxborough, The Hollywood Reporter, July 1, 2020	(Labor Day: Mon. Sept. 6) Assignment Due (Self Introduction): Tuesday, Sept. 7 at 3pm LA Time

Week 4 Sept 15	Movie Studio Verticals Marketing (Creative and..) Production Distribution	Chapter 7, <i>Movie Marketing</i> , pgs.161-170, Textbook Disney Plus Hits 103.6 Million Subscribers as Rapid Growth Slows. ” <i>Variety</i> , May 13, 2021	
Week 5 Sept 22	Marketing films internationally The role of culture & politics Case studies	Chapter 7, <i>Movie Marketing</i> , pgs. 155-160, Textbook	
Week 6 Sept 29	Marketing films internationally Case studies	* Netflix Europa. How streaming became a tool of European integration, The Economist, April 3, 2021	
Week 7 Oct 6	Social Media and Data Analytics Key platforms Case studies	Reading TBD	
Week 8 Oct 13	Global Film Sales & Distribution	Chapter 8, <i>Film Exhibition, Retail, & Consumption</i> , Textbook	[Fall Recess: Thursday, October 14 and Friday, October 15] Midterm (Case Study 1) due: Tuesday, Oct. 12 by 3pm
Week 9 Oct 20	Global film franchises Commonalities, challenges, opportunities	The Marvel Formula: What It is and Why it Works, by Michael Stoll, Feb. 28, 2018, Sticky Button	

Week 10 Oct 27	Case Study 2 Instructor/ Group Meetings		
Week 11 Nov 3	The Global TV Marketplace How films are sold to TV & how this differs in key markets		
Week 12 Nov 10	Consumer Product Licensing	What is Product Licensing? By Ryan Kernan, Jan. 31, 2019, Greenlight How Covid-19 Rocked Hollywood's \$125b Licensing & Consumer Product Cash Cow, by Matt Donnelly, Nov. 5, 2020	
Week 13 Nov. 17	China Perspectives Student Team Project work session	Chloe Zhao: Indie auteur. By Alison Willmore, New York magazine. Feb. 15-28, 2021 (in Articles folder/Google Drive)	
Week 14 Nov 24	NO CLASS		[Thanksgiving Recess: Wednesday, November 24 to Sunday, November 28]
Week 15 Dec 1	Team Project Presentations		Instructor: Please be sure to set aside time at the beginning of your final class meeting for students to submit their USC Course Evaluations.]
Week 16 Dec 8	Team Project Presentations		Date: For the date and time of the final for this class, please consult the Fall

Policies and Procedures

Communication

Given the online modality, we lack convenient means to spontaneously meet spontaneously in person. So, many meetings need to be prescheduled. Discussions can be more spontaneous still. In either case, it is crucial that you check email and messaging apps regularly. Instructor is on email and relevant

messaging app all waking hours, and typically respond within 48 hours. Most meetings will be via Zoom or messaging apps. Contact the instructor to schedule mutually convenient times.

Statement on Academic Conduct and Support Systems

a. Academic Conduct

Plagiarism

Plagiarism – presenting someone else’s ideas as your own, either verbatim or recast in your own words – is a serious academic offense with serious consequences. Please familiarize yourself with the discussion of plagiarism in *SCampus* in Part B, Section 11, “[Behavior Violating University Standards](#).” Other forms of academic dishonesty are equally unacceptable. See additional information in *SCampus* and university policies on scientific misconduct, policy.usc.edu/scientific-misconduct.

The School of Communication maintains a commitment to the highest standards of ethical conduct and academic excellence. Any student found responsible for plagiarism, fabrication, cheating on examinations, or purchasing papers or other assignments will be reported to the Office of Student Judicial Affairs and Community Standards and may be dismissed from the School of Communication. There are no exceptions to the school’s policy.

In addition, it is assumed that the work you submit for this course is work you have produced entirely by yourself, and has not been previously produced by you for submission in another course, without approval of the instructor.

b. Support Systems

Counseling and Mental Health - (213) 740-9355 – 24/7 on call

studenthealth.usc.edu/counseling

Free and confidential mental health treatment for students, including short-term psychotherapy, group counseling, stress fitness workshops, and crisis intervention.

National Suicide Prevention Lifeline - 1 (800) 273-8255 – 24/7 on call

suicidepreventionlifeline.org

Free and confidential emotional support to people in suicidal crisis or emotional distress 24 hours a day, 7 days a week.

Relationship and Sexual Violence Prevention and Services (RSVP) - (213) 740-9355(WELL), press “0” after hours – 24/7 on call

studenthealth.usc.edu/sexual-assault

Free and confidential therapy services, workshops, and training for situations related to gender-based harm.

Office of Equity and Diversity (OED)- (213) 740-5086 | Title IX – (213) 821-8298

equity.usc.edu, titleix.usc.edu

Information about how to get help or help someone affected by harassment or discrimination, rights of protected classes, reporting options, and additional resources for students, faculty, staff, visitors, and applicants. The university prohibits discrimination or harassment based on the following *protected characteristics*: race, color, national origin, ancestry, religion, sex, gender, gender identity, gender expression, sexual orientation, age, physical disability, medical condition, mental disability, marital status, pregnancy, veteran status, genetic information, and any other characteristic which may be specified in applicable laws and governmental regulations. The university also prohibits sexual assault, non-consensual sexual contact, sexual misconduct, intimate partner violence, stalking, malicious dissuasion, retaliation, and violation of interim measures.

Reporting Incidents of Bias or Harassment - (213) 740-5086 or (213) 821-8298

usc-advocate.symplicity.com/care_report

Avenue to report incidents of bias, hate crimes, and microaggressions to the Office of Equity and Diversity | Title IX for appropriate investigation, supportive measures, and response.

The Office of Disability Services and Programs - (213) 740-0776

dsp.usc.edu

Support and accommodations for students with disabilities. Services include assistance in providing readers/notetakers/interpreters, special accommodations for test taking needs, assistance with architectural barriers, assistive technology, and support for individual needs.

USC Support and Advocacy - (213) 821-4710

uscsa.usc.edu

Assists students and families in resolving complex personal, financial, and academic issues adversely affecting their success as a student.

Diversity at USC - (213) 740-2101

diversity.usc.edu

Information on events, programs and training, the Provost's Diversity and Inclusion Council, Diversity Liaisons for each academic school, chronology, participation, and various resources for students.

USC Emergency - UPC: (213) 740-4321, HSC: (323) 442-1000 – 24/7 on call

dps.usc.edu, emergency.usc.edu

Emergency assistance and avenue to report a crime. Latest updates regarding safety, including ways in which instruction will be continued if an officially declared emergency makes travel to campus infeasible.

USC Department of Public Safety - UPC: (213) 740-6000, HSC: (323) 442-120 – 24/7 on call

dps.usc.edu

Non-emergency assistance or information.

Annenberg Student Success Fund

<https://annenberg.usc.edu/current-students/resources/annenberg-scholarships-and-awards>

The Annenberg Student Success Fund is a donor-funded financial aid account available to USC Annenberg undergraduate and graduate students for non-tuition expenses related to extra- and co-curricular programs and opportunities.