1. Record Nr. UNINA9910455474003321 Autore Friedmann Julian Titolo How to Make Money Scriptwriting [[electronic resource]] Pubbl/distr/stampa Bristol,: Intellect, 2000 **ISBN** 1-280-47646-X 9786610476466 1-84150-885-3 Edizione [2nd ed.] Descrizione fisica 1 online resource (226 p.) Disciplina 700.1 808.23 Soggetti Art and technology Consciousness in art Technology and the arts Television authorship Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di contenuto Contents; Introduction; 1 The Politics of being a Writer; 2 Creativity -Understanding the Sources of Ideas; 3. The Writer as a Business Person; 4 Writing Treatments that Work; 5 The Step Outline; 6 Markets for Your Work; 7 Life's a Pitch; 8 Criticism and Rewriting; 9 Script Editing and Script Reports; 10 The Psychology and Physiology of Emotion in Audiences: 11 Ratings, Share and Audience Research: 12 Interactive Multimedia; 13 Agents; 14 Handling Meetings; 15 Negotiating; 16 A Basic Agreement; 17 Protecting Your Work; 18 Financial Survival; 19 Research Appendix 1. Some Examples of Negotiations with Producers Appendix 2. Deal Memo Examples: Appendix 3. A Brief A-Z of Contracts and Law for Writers: Appendix 4. Writers' Guild Minimum Terms: Bibliography: Index

> Many books deal with how to write better scripts, but this is the only one to tackle the business side of being a professional writer. Written by a leading literary agent, this is an indispensable insider's guide to the

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development process - from the original idea right through to production - it provides the reader with an easy-to-read handbook for: Identifying what audiences want and understanding their emotional needs Developing successful ideas for film and television drama Writing more effective treatments and step outlines Improving one's ability to pitch ideas and scripts