

**ART CINEMA = ACTION + MANAGEMENT**  
International Confederation of Arthouse Cinemas  
2013

	MORNING 9:30 - 12:30	AFTERNOON 14:30 - 17:30	EVENING			
<b>Mon 26.8</b>	9:00 - 16:30 <b>Check-in Juniors and Executives (Room 8)</b>	<b>Sala Teatro Juniors + Executives :</b> 16:30-16:45 <b>Welcome (D. Rossmann)</b> 16:45-17:30 <b>Presentation of the training and the participants (B. Calvez, S. Cibien)</b>	<b>Sala Teatro Juniors + Executives :</b> 17:30-18:30 <b>National Networks in Action</b> 17:30-17:50 AG Kino (D. Rossmann), 17:50-18:10 FICE (A. Caracappa), 18:10-18:30 AFCAE (A. Bouffartigue)	<b>Sala Teatro Juniors + Executives :</b> 18:30-19:30 <b>Partners Words</b> San Servolo Servizi (D. Finotti), Venice Film Festival (A. Barbera), Venice Film Market (P. Diot), Agis Tre Venezia (M. Sartore)	<b>19:30</b> <b>&gt; CICAIE Opening Buffet</b> Terrazza Basaglia San Servolo	
<b>Tue 27.8</b>	<b>Sala Teatro Juniors + Executives:</b> 9:30- 11:00 <b>Economics of European cinema in the last 10 years (L. Creton)</b>	<b>Sala Teatro Juniors + Executives:</b> 11:15 - 12:30 <b>The European and the US model : free trade and cultural exception (L. Creton)</b>	<b>Sala Teatro Juniors + Executives:</b> <b>Public Policies / EU</b> 14:30-15:30 <b>European Commission/MEDIA Programme (P. Vivancos)</b> 15:30-16:00 <b>Q&amp;A on Cultural Exception, Free Trade and Creative Europe</b>	<b>Sala Teatro Juniors + Executives:</b> <b>National Public Policies</b> 16:15-16:45 <b>DGC (N. Borrelli)</b> , 16:45-17:15 <b>FFA (P. Dinges)</b> , 17:15-17:45 <b>UNIFRANCE (X. Lardoux)</b>	<b>18:00 - 19:30</b> <b>&gt; CICAIE Cocktail</b> San Servolo  (trainers invited to 4 Fontane Restaurant, Lido)	
<b>Wed 28.8</b>	<b>Sala Teatro Juniors + Executives:</b> 9:30 - 11:00 <b>The Chain of Rights: Production, International Sales, Distribution (A. Hürmer)</b>	<b>Sala Teatro Juniors + Executives:</b> 11:15 - 12:30 <b>Debate The Chain of Rights : The Arthouse Circuit (R. Walravens, J. Barrenechea, I. Hronec - moderé par A. Hürmer )</b>	<b>Sala Teatro Juniors + Executives :</b> <b>GOING DIGITAL</b> 14:30 - 14:45 <b>Facts and Figures of digitisation in Europe (Media Salles - video)</b>	<b>Sala Teatro Juniors + Executives :</b> <b>GOING DIGITAL</b> 14:45 - 16:00 <b>Technologies and new economic models (JP. Villa)</b>	<b>Sala Teatro Juniors + Executives:</b> 16:15 - 17:30 <b>Fundraising (P. Astorga)</b>	<b>&gt; Venice Film Festival opening</b>  <b>&gt; Circuito Off Short FF opening</b>  (trainers invited to Valentino Restaurant, Lido)
<b>Thu 29.8</b>	<b>Sala Teatro Juniors:</b> 9:30 - 11:00 <b>Focus on Young Audience (9:30-10:00 P. Rockenfeller, 10:00-10:30 A. Romanelli, 10:30-11:00 F. Clerici)</b>	<b>Sala Teatro Juniors:</b> 11:15 -12:30 <b>Focus on Classics (11:15-11:50 P. Astorga - Cineteca National MX, 11:50-12:30 E. Bludau- Europe Finest)</b>	<b>Sala Teatro Juniors:</b> 14:30- 15:30 <b>Audience Development (R. Walravens)</b>	<b>Sala Teatro Juniors:</b> 15:30 - 16:00 <b>Focus on Short Films (A. Dörfle-Reelport)</b>	<b>Sala Teatro Juniors:</b> 16:15-17:00 <b>Europa Cinemas (F. Djoumer)</b>	<b>&gt; Venice Film Market Opening</b>  Trainers invited to the Market Party, Lido  <b>&gt; Venice FF</b> <b>&gt; Circuito Off Short FF</b>
	<b>Room 6 Executives:</b> 9:30-11:00 <b>Creative Management (C. Champeyrol)</b>	<b>Room 6 Executives:</b> 11:15 - 12:30 <b>Team Management (F. Narburgh)</b>	<b>Room 6 Executives:</b> 14:30 -15:30 <b>VoD, windows, circulation of European films: the role of the art cinema exhibitor today (14:30-14:50 Eden/E. Morsch Kihn, 14:50-15:10 The Tide Experiment/L. Gire, 15:10-15:30 mobi/CINE Dakar/O. Thiam)</b>  15:45-17:00 <b>Debate with the executives, moderated by Detlef Rossmann</b> Invited to join de debate: Bouffartigue, Rockenfeller, Romanelli, Clerici, Astorga, Bludau, Walravens, Caracappa, Barrenechea	<b>Room 6 Executives:</b> 17:15 - 17:30 <b>Executives diploma consignment</b> 17:30 - 18:00 <b>Pictures</b>		
<b>Fri 30.8</b>	<b>Sala Teatro Juniors + Executives:</b> 9:30 - 11:00 <b>Venice Film Market</b> <b>Promo Reels Projections</b>	<b>Sala Teatro Group 1</b> 11:15- 12:30 <b>How to deal with distributors and sales agents : contracts, royalties (I. Hronec)</b>  <b>Room 5, Sala Colonne Group 2</b> 11:00 - 12:30 <b>Meeting the Sales Agents (upon appointment)</b>	<b>Sala Teatro Juniors:</b> 14:30 - 15:30 <b>Marketing and Communication (A. Bauhmann)</b>	<b>Sala Teatro Juniors:</b> 15:30 - 16:30 <b>Management of an arthouse cinema : tips and tricks (J. Barrenechea)</b>	<b>Sala Teatro Juniors:</b> 16:45 - 19:00 <b>Workshop on Project Management (R. Walravens)</b>	<b>&gt; Venice FF</b> <b>&gt; VFM</b> <b>&gt; Circuito Off FF</b>  Trainers invited to Valentino Restaurant, Lido
<b>Sat 31.8</b>	<b>Juniors:</b> 9:00 - 13:00 <b>Workshop on Project Management (5 groups in : Sala Teatro, Room 4, Room 5, Sala Colonne)</b>	<b>Juniors:</b> 15:00 - 17:30 <b>Projects Presentation and Evaluations</b>	<b>Sala Teatro Juniors:</b> 17:30 - 18:30 <b>Projects Awards and Diploma Ceremony (R. Walravens, P. Astorga)</b>		<b>&gt; Venice FF</b> <b>&gt; VFM</b> <b>&gt; Circuito Off FF closing ceremony</b>  Trainers invited to Rossopomodoro Restaurant	
<b>Sun 1.9</b>	<b>Juniors:</b> 9:00 <b>Room Check-Out</b> 10:00 - 12:00 <b>Debriefing</b>			<b>check-out</b>	<b>&gt; Venice FF</b> <b>&gt; VFM</b>	
<b>LEGENDA :</b>	<b>Leisures</b>	<b>Split groups</b>				