

EUROPA DISTRIBUTION

WORKSHOP AT

Sofia Meetings/ Sofia International Film

Festival

MARCH 13 - 17 2019

“EFFECTIVE COMMUNICATION IN PROFESSIONAL
INTERACTIONS AND IN THE NEGOTIATION PROCESS”



SOFIA
INTERNATIONAL
FILM FESTIVAL

With the support of the MEDIA Programme of the European Union

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European Union



Creative
Europe
MEDIA

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PROGRAM

As hosts of the festival, your presence is required not only for the workshop sessions, but for the festival activities too - thank you!

Wednesday March 13

ARRIVALS

19:30

WELCOME DRINK OFFERED BY EUROPA DISTRIBUTION

Location: Hotel Coop Bar, 30 Iskar Str. (see maps)

Thursday March 14

EUROPA DISTRIBUTION WORKSHOP

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. (see maps)

EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND IN THE NEGOTIATION PROCESS

Content

- Communication and negotiation as a process
- Personality styles and structures in order to adapt to the personalities of others and form strong, durable working relationships as individuals and in teams
- Interaction and negotiation skills in difficult situations and during inevitable periods of stress

Methodology

Through theory, exercises, shared experiences and situation analysis, participants will identify the most effective style of communicating and negotiating according to the situation. The training enables participants to:

- Grow in self-understanding: what communication skills do they possess and how to improve them
- Adapt their behavior to match others: accept differences and manage them positively
- Develop assertiveness: communicate so as to be heard in order to avoid misunderstandings, stress and conflict

Coaches

Hélène Gallez and Joseph Drese

Schedule

9:30 **MEET-UP IN COOP HOTEL HALL AND DEPARTURE FOR THE WORKSHOP VENUE**

10:00 - 13:00 **EUROPA DISTRIBUTION WORKSHOP: EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND THE NEGOTIATION PROCESS**

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. (*see maps*)

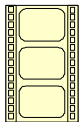
13:00 - 14:30 **LUNCH**

Location: Il Teatro, 26 Stefan Karadja Str. (*see maps*)

14:30 – 18:00 **EUROPA DISTRIBUTION WORKSHOP: EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND THE NEGOTIATION PROCESS**

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. (*see maps*)

18:30 **PUBLIC SCREENING**



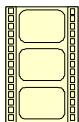
THE PIG by Dragomir Sholev, Bulgaria, 2019, 104'

Location: Lumiere Lidl Cinema

20:30 **OPENING DINNER of the 16th Sofia Meetings**

Location: Veselo Selo Restaurant - Dragan Tsankov, 5, Borisova Garden park, 1000 Borisova Gradina, Sofia (*see maps*)

20:45 **PUBLIC SCREENING**



THE MAGIC LIFE OF V, by Tonislav Hristov, Finland-Denmark-Bulgaria, 2019, 86'

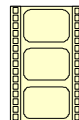
Location: Lumiere Lidl Cinema

Friday March 15

9:00 – 11:00 **EUROPA DISTRIBUTION WORKSHOP: EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND IN THE NEGOTIATION PROCESS**

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. (*see maps*)

11:30 – 14:00 **WIP SCREENINGS**



Location: G8 Cinema - 8 "William Gladstone" Str. (*see maps*) –
WATCH OUT!!!

Two films presented at the WIP are our members' works:

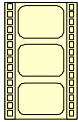
- SOLO is directed and produced by Artemio Benki (Artcam, CZ)

- THE BAREFOOT EMPEROR is coproduced by Mira Staleva (Art Fest, BG)

15:30 – 18:00 **EUROPA DISTRIBUTION WORKSHOP: EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND IN THE NEGOTIATION PROCESS**

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. (*see maps*)

18:30



PUBLIC SCREENING

BAD GIRL by Marian Valev, Bulgaria, 2019, 100'

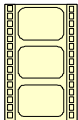
Location: Lumiere Lidl Cinema

20:00 – 22:00

EUROPA DISTRIBUTION GET-TOGETHER DINNER

Location: Talents Restaurant - 9, Petar Beron Str. *(see maps)*

20:45



PUBLIC SCREENING

A PICTURE WITH YUKI by Luchezar Avramov, Bulgaria, 2019, 110'

Location: Lumiere Lidl Cinema

22:00

CHOUCHKOV BROTHERS PARTY

Location: Fabrikata 126 *(see maps)*

After the screening, there will be shuttles to the party in front of Lumiere Cinema

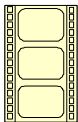
Saturday March 16

10:00 – 14:00

EUROPA DISTRIBUTION WORKSHOP: EFFECTIVE COMMUNICATION IN PROFESSIONAL INTERACTIONS AND THE NEGOTIATION PROCESS

Location: Grand Hotel Sofia, Sofia Club - 1 Gurko Str. *(see maps)*

15:00 – 17:00



WIP SCREENINGS

Location: G8 Cinema – 8, “William Gladstone” Str. *(see maps)*

19:00

SOFIA IFF AWARDS CEREMONY

Followed by screening of MR. JONES by Agnieszka Holland, Poland/Ukraine/UK, 2019, 141'

Location: Hall 1, National Palace of Culture - 1 Bulgaria Sq. *(see maps)*

22:00

16TH SOFIA MEETINGS AND 23D SOFIA IFF CLOSING PARTY

Featuring the Festival Band and Friends

Location: City Stage, National Palace of Culture - 1 Bulgaria Sq. *(see maps)*

Sunday March 17

DEPARTURES

USEFUL INFORMATION

ACCOMMODATION



Hotel COOP

30 Iskar Str., Centrum, 1000 Sofia, Bulgaria

Phone: (+359) 895 691 791

<http://www.coophotel.bg/en/>

TRANSPORTATION



ARRIVALS/DEPARTURES

A driver from the festival will pick you up at the airport to drive you to your hotel. If you have any problem upon arrival, please contact:

Vesela Petrova	+359 884 200 912
Magdalena Bozukova	+359 885 299 782



TAXI

There is a **Festival taxi company called YELLOW TAXI 91119** – Tel. +359 2 91119. They have a desk at the airport. A taxi from the airport to the city centre should not cost more than **10-15 BGN** (5-8 €), and if it is **rush hour no more than 20 BGN** (10 €).

ATTENTION: Every taxi in Bulgaria is yellow. Therefore, be careful to choose the company YELLOW TAXI, not a taxi that is yellow. There are a lot of fake taxi cars, so be careful when looking at the rates – every car must have a sign on the bottom left front window with the rates. The usual rate during the day is 0.70-0.90 BGN per kilometre and rate should be between 0.5 to 1.5 BGN.

Some of the fake cars have a normal per km rate, but rate may start at 10 or even 20 EUROS. Be careful! Official cars are in front of the west entrance in the arrivals hall. It is simple – the hall is quite small and you should take the right exit after exiting the baggage claim hall.

GENERAL INFORMATION



EXCHANGE

You cannot pay with EUROS or any other currency except from **Bulgarian Lev – BGN** (at least not officially and it is strongly recommended not to agree to pay anything unofficially)

Official rate is 1 BGN for 0,51 EURO

You can pay with a Credit Card in almost every big store, restaurant or club, but this is not customary so please, make sure to ask first

Please note that American Express and Diners Club are quite unpopular in Bulgaria

Please **DO NOT exchange** more than 10-15 EUROS **at the airport**. Exchange rate is shockingly high. It is **strongly recommended to exchange your money at the bank ONLY**

LANGUAGE

Most policemen/policewomen do not speak another language than Bulgarian. The same holds true for people above 50 years old. If you need help you should better ask someone who is between 20 to 45 years old

CONTACTS ON-SITE

Logistical matters:

Sofia Meetings

Tihomira Temelkova +359 885 299 782 / sofiameetings@siff.bg

Kalina Goranova +359 884 200 915 / sofiameetings@siff.bg

Guest office

Vesela Petrova +359 884 200 912 / guest@siff.bg

Magdalena Bozukova +359 885 299 782 / guest@siff.bg

ED help

Maria Chepilova +359 888 688 115

Stoyan Kostadinov +359 896 796 269

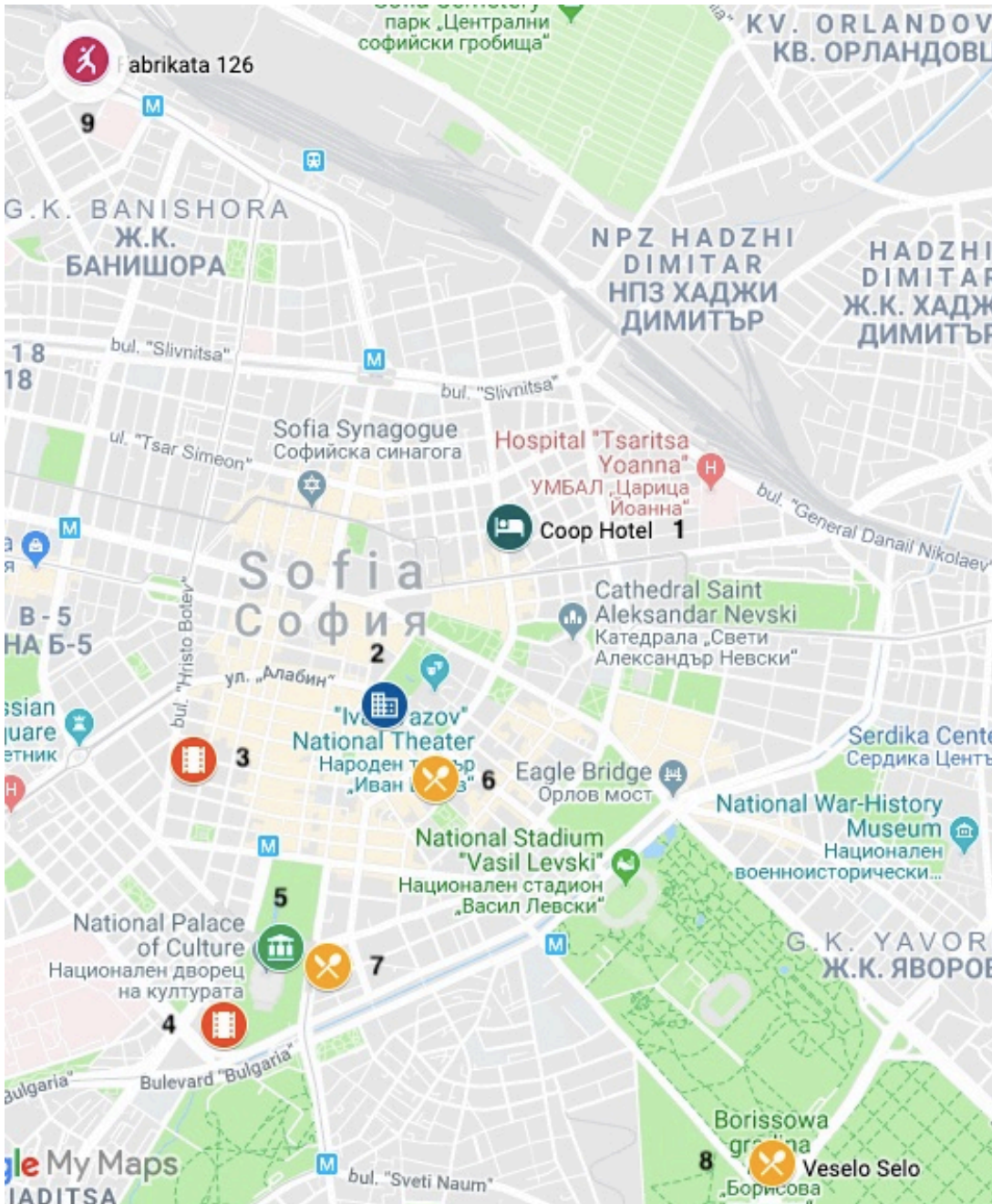
For questions related to the ED workshop:

Christine Eloy: +32 496 20 86 22

Anne-Sophie Elsen: +32 485 25 06 06

MAPS

Maps are here to show you where everything is situated on a broad scale. For further details, Google maps will accommodate you best ;)



Accommodation

1. COOP Hotel:
30, Iskar Str.,
1000 Sofia

Workshop

2. Grand Hotel:
1, General Yosif
V. Gourko Str.

Screenings & Festival Activities

3. G8 Cinema
8, "William Gladstone"
Str.

4. LIDL Lumiere Cinema
1, Bulgaria Sq.

5. National Palace of Culture: Bulgaria Blvd,
1463 Ndk, Sofia

Meals

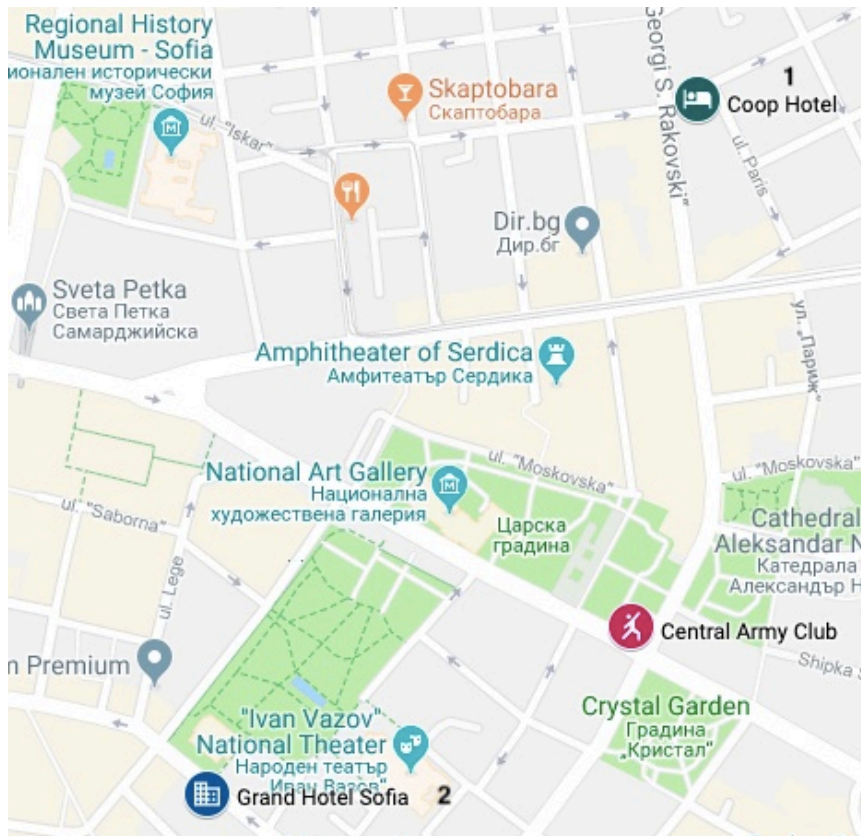
6. Il Teatro Restaurant: 26,
Stefan Karadzha
Str.

7. Talents Restaurant: 9, Petar Beron Str.

8. Veselo Selo Restaurant: Dragan Tsankov, 5, Borisova Garden Park

Parties

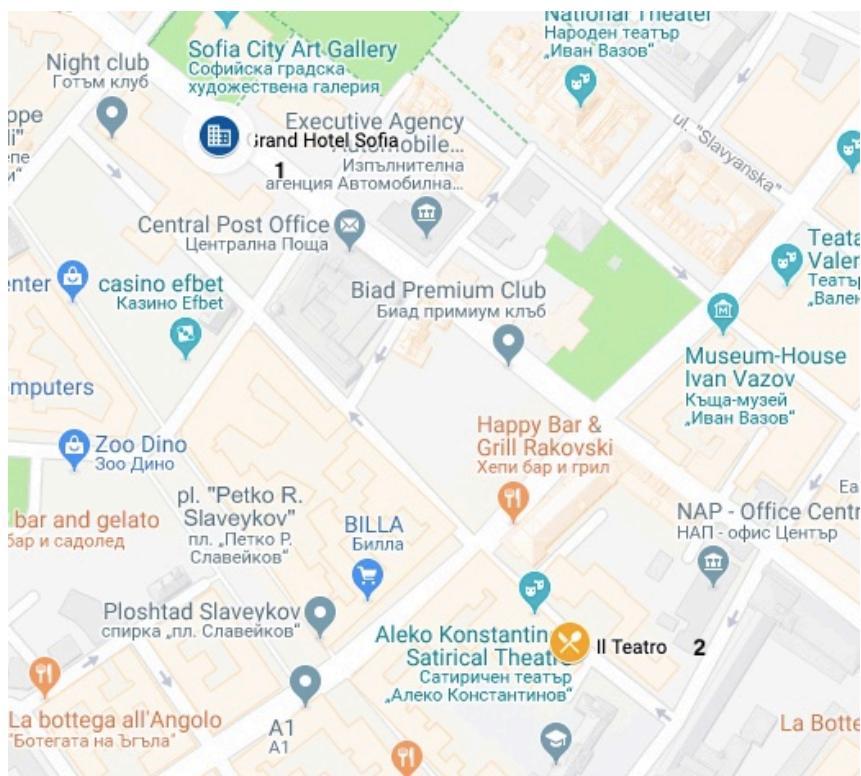
9. Fabrikata 126: 126, Knyaginya Maria Luiza Blvd, 1233 Orlandtsovi, Sofia



Detail 1:

1. Coop Hotel
2. Grand Hotel

(13 mins walk)



Detail 2:

1. Grand Hotel
2. Il Teatro

(4 mins walk)

WHO'S WHO

DISTRIBUTORS (in alphabetical order by name)



CLAUDIA BADOER
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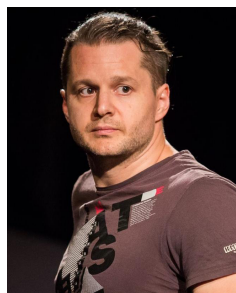


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"Effective Communication in Professional Interactions and in the Negotiation Process"



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VIT SCHMARC
ARTCAM FILMS – CZ
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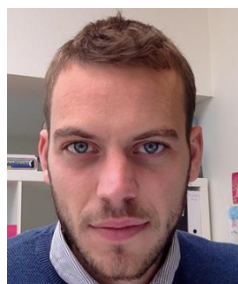
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SAKIS TSITSOMENEAS
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VIVIEN VANDE KERCKHOVE
O'BROTHER – BE
vivien@obrother.be

COACHES



HELENE GALLEZ - COMMUNICATION TRAINER, BE

Hélène organized events for the City of Brussels for 20 years; she has been a psychotherapist (Transactional Analysis, Gestalt-therapy, Symbolization) for 25 years and is a trainer in communication (assertiveness, conflict management, tutoring, negotiation....). Hélène specializes in symbolic systems.



JOSEPH DRESE - FACILITATOR AND COACH FOR PEOPLE AND INSTITUTIONS IN TRANSITION, BE

As a professor of social sciences, Joseph has taught for 15 years at the Institut d'Architecture St Luc Tournai and then at the UCLouvain, (Belgium). As the last director of the Institute of Architecture, he negotiated the merge with the University, redefining orientations and facilitating change. Joseph is also Gestalt-therapist and Symbolist, Facilitator and Coach for people and institutions in transition (life changes).

EUROPA DISTRIBUTION



Christine Eloy
Managing director
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Anne-Sophie Elsen
Project manager
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ABOUT EUROPA DISTRIBUTION

EUROPA DISTRIBUTION is the **European network of independent film distributors**. Since its creation, Europa Distribution has accompanied and reinforced the integration and collaboration process between its members through information, and brainstorming and training sessions. The network's aim is to strengthen the European existing ties to improve the curation, promotion and distribution of independent films.

With **115 leading independent distributors representing 30 countries in Europe and beyond**, it serves as the **VOICE OF THE SECTOR** and acts as a **NETWORK** and a **THINK TANK**.

Ursula Meier is the President of Honor of the Association. The Board of Administration, chaired by **Laurent Dutoit (Agora Films, Switzerland)** and **Stefano Massenzi (Lucky Red, Italy)** is composed of 12 independent European distributors, representative of all members in terms of nationality, type of structure and cultural diversity. The list of current members is available on our website: www.europa-distribution.org

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