

EUROPA DISTRIBUTION

WORKSHOP AT

Sofia Meetings/ Sofia International Film Festival

MARCH 14 - 18 2018

“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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Europe
MEDIA

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

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

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 14

ARRIVALS

19:00

WELCOME DRINK OFFERED BY EUROPA DISTRIBUTION

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

Thursday March 15

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, sharing experience and situation analysis, participants will identify the most effective style of communicating and negotiating according to the situation. The training enables participants to:

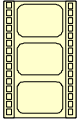
- Grow in self-understanding: what communication skills do they possess and how to improve them
- Adapt their behavior to match others: accepting the differences and manage them positively
- Develop assertiveness: communicating so as to be heard in order to avoid misunderstandings, stress and conflict.

Coaches

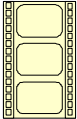
Hélène Gallez and Joseph Drese

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

Schedule

- 9:30** **MEET-UP IN THE HALL OF THE COOP HOTEL 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: La Bottega Due Piani - 24, Tzar Ivan Shishman 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**
 A LITTLE BIT OF LUCK by Chavdar Jivkov, Aleksandar Smolianov, Bulgaria, 2017, 98'
Location: Lumiere Lidl Cinema
- 20:30** **DINNER** on the occasion of the opening of 15th Sofia Meetings
Location: Pod Lipite Restaurant - 1 Elin Pelin Str. *(see maps)*
- 22:30** **AFTER PARTY**
Location: In the Park (Former MATTI'D) Above Cinema Lumiere

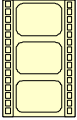
Friday March 16

- 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)*
- 11:00 – 13:30** **WIP SCREENINGS**
 Location: G8 Cinema - 8 Gladstoun Str. *(see maps)*
- 15:00 – 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)*

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- 19:00** **SOFIA IFF AWARDS CEREMONY**
 Followed by screening of THE LEISURE SEEKER, by Paolo Virzi, Italy/France,
 2017, 112'
 Location: National Palace of Culture, Hall 1 - 1 Bulgaria Sq. *(see maps)*
- 22:00** **CHOUCHKOV BROTHERS PARTY**
 Location: Fabrica 126

Saturday March 17

- 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 – 17:30** **WIP SCREENINGS**
 Location: G8 Cinema - 8 Gladstoun Str. *(see maps)*
- 
- 20:00 – 22:00** **EUROPA DISTRIBUTION GET-TOGETHER DINNER**
 Location: Talents Restaurant - 9, Petar Beron Str. *(see maps)*
- 22:00** **CLOSING PARTY OF 15TH SOFIA MEETINGS AND 22ND SOFIA IFF**
 Featuring the Festival Band and Friends
 Location: Central Army Club - 7 Tsar Osvoboditel Blvd. *(see maps)*

Sunday March 18

- 10:00 – 12:00** **NU BOYANA STUDIOS GUIDED TOUR**
 Meeting Point: Grand Hotel Sofia

DEPARTURES

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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 of the festival will pick you up at the airport to drive you to your hotel.

If you have any problem upon arrival, please contact: **Guest Office** + 359 885 301 682

Bilyana Rumpolova + 359 876 330 513

Elitza Vezeva + 359 885 901 489



TAXI

There is a **Festival taxi company: YELLOW TAXI 91119** – Tel. +359 2 91119. They have desk at the airport.

The taxi from the airport to the city centre should not cost more than **10-15 BGN** (5-8 €), if it is **rush hour up to 20 BGN** (10 €).

Every taxi in Bulgaria is yellow. There are a lot of fake taxi cars, so please look carefully about the rates – every car must have on the front window (bottom left) a sign with the rates. The usual rate is 0.70-0.90 BGN per kilometre for during the day and the start up rate is between 0.5 to 1.5 BGN.

Some of the fake cars have a normal per km rate, but the start up may be 10 or even 20 Euro. The official cars are in front of the west entrance to 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 EURO or any other currency different from **Bulgarian Lev** – BGN (at least not officially and it is strongly recommended not agreeing to pay unofficially).

The official rate is 1 BGN for 0,51 EURO

You can pay with Credit Card in almost every big store or restaurant or club, but this is not “by default”, so please ask first.

Please note that Am Ex and Diners Club are quite unpopular in Bulgaria.

Please **DO NOT exchange** more than 10-15 EURO **at the airport**. The exchange rate is devastating. It is **strongly recommended to exchange your money in bank offices ONLY**.

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LANGUAGE

Most of the policemen/policewomen do not speak other language than Bulgarian. The same is with the people above 50 years old. If you need help – better ask someone 20-45

CONTACTS ON-SITE

Logistical matters:

Sofia Meetings

Tihomira Temelkova +359 885 299 782 / sofiameetings@siff.bg (also ED contact person)

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

Guest office

Office Direct line: +359 885 301 682

Bilyana Rumpolova +359 876 330 513

Elitza Vezeva +359 885 901 489

ED assistants:

Maria Chepilova +359 888 688 115

Stoyan Kostadinov +359 896 796 269

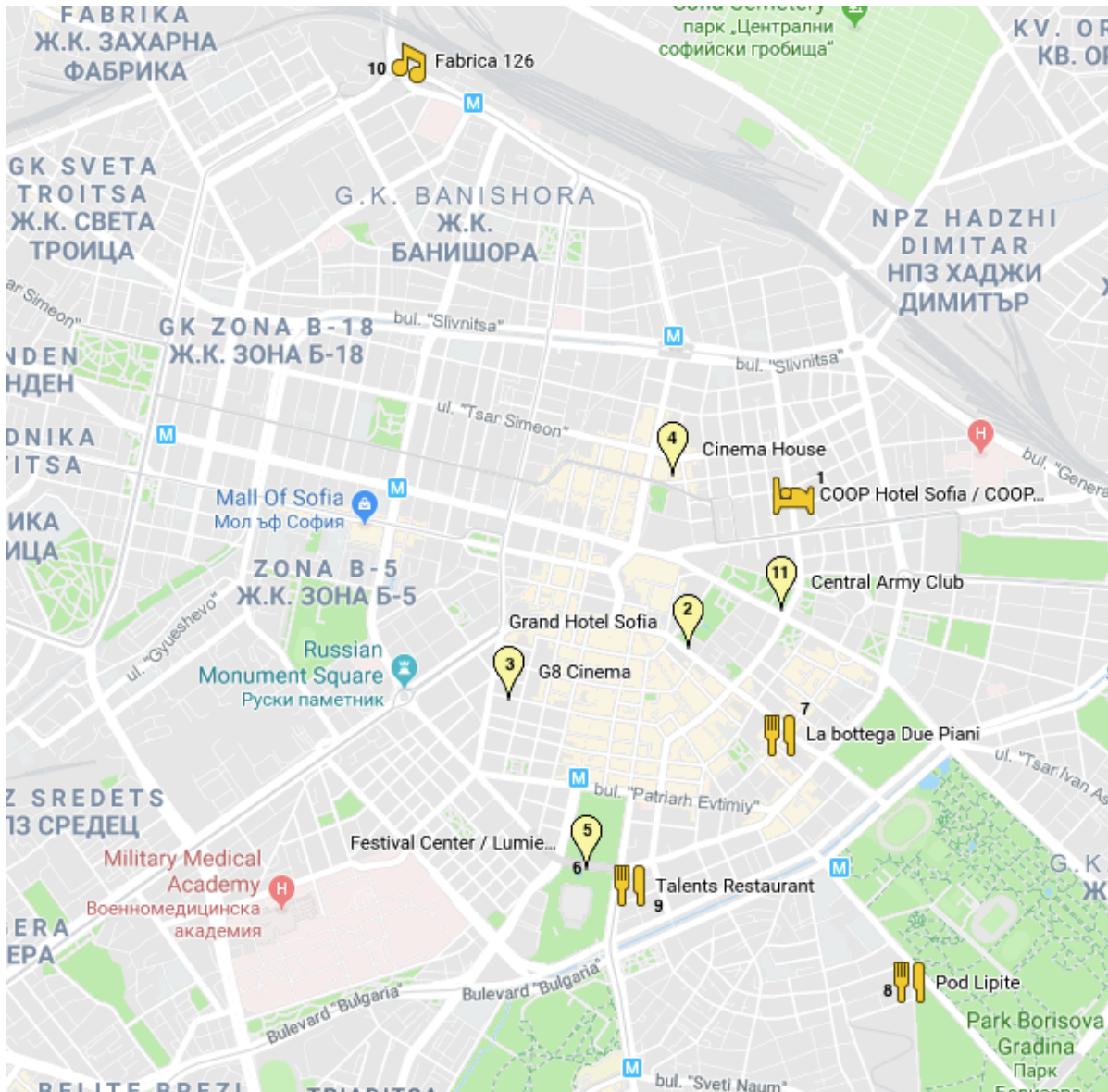
For questions related to the ED workshop:

Christine Eloy: +32 496 20 86 22

Sandrine Pujar: +32 483 43 17 38

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MAPS



Accommodation

1. COOP Hotel
30 Iskar Str.,
1000

Workshop

2. Grand Hotel Sofia
1, Gurko Str.

Screenings & Festival Activities

3. G8 Cinema
8, Gladstoun Str.

4. Cinema House
ul. Ekzarh Yosif 37

5. Festival Center MATTI'D/National Palace of Culture

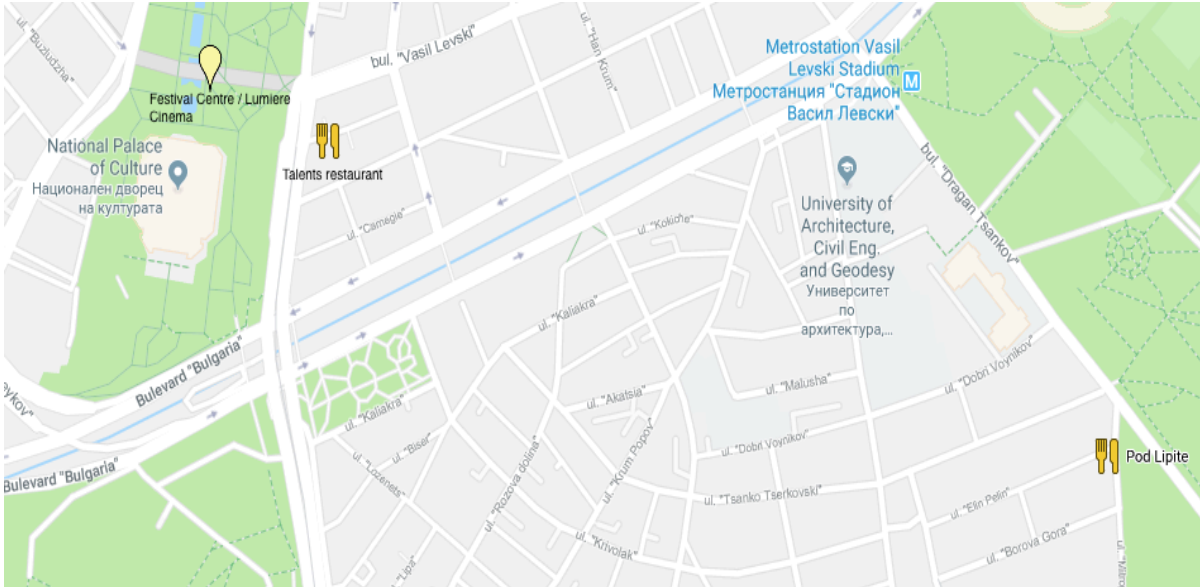
6. Cinema Lumiere
1, Bulgaria Sq.

Meals

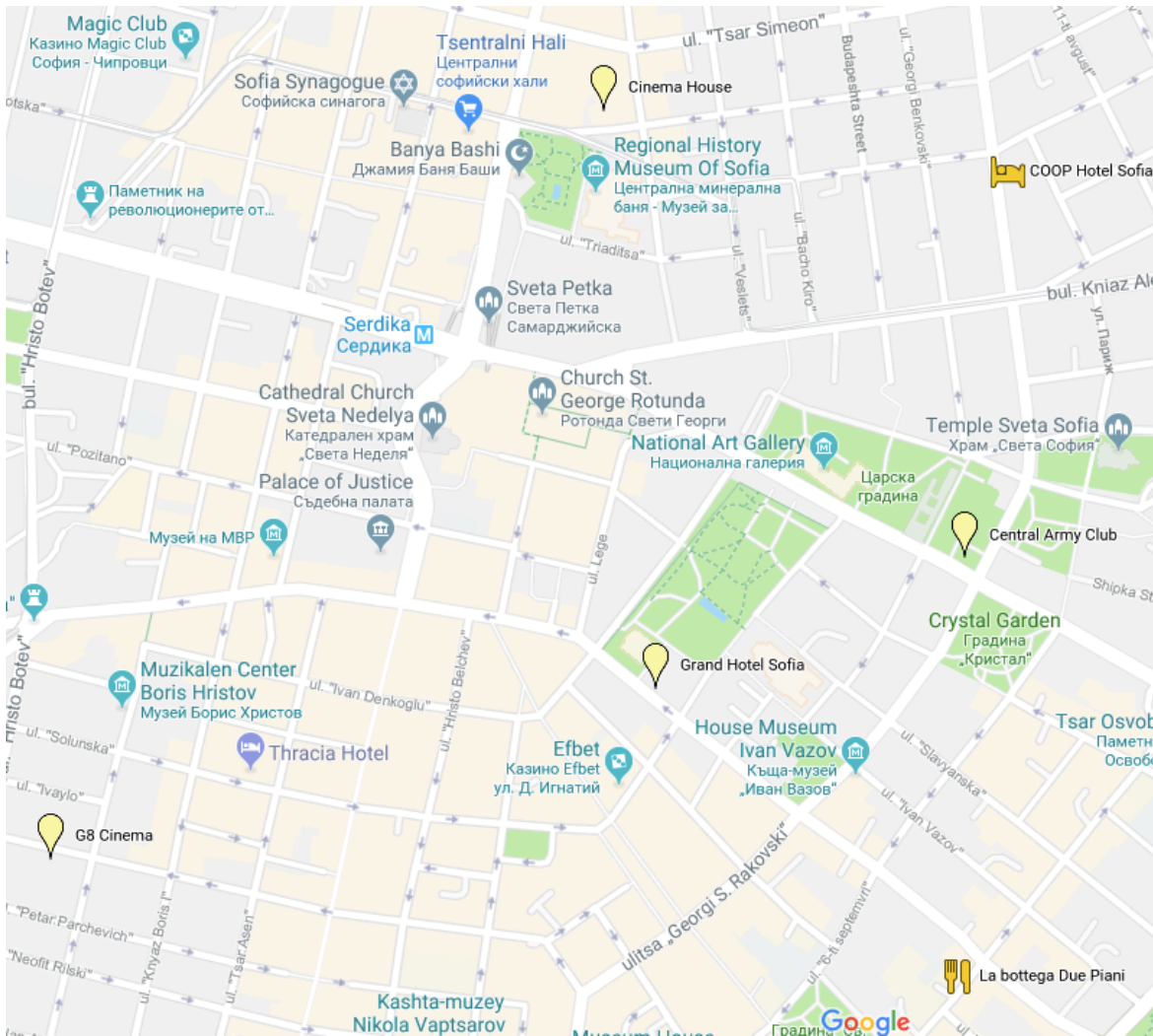
- 7. La Bottega Due Piani**, 24, Tzar Ivan Shishman Str.
- 8. Pod Lipite** 1, Elin Pelin Str.
- 9. Talents Restaurant** 9, Petar Beron Str.

Parties

- 10. Fabrica 126**
126, Knyaginya Maria Luiza Blvd.
- 11. Central Army Club**
7, Tzar Osvoboditel Blvd.



Map A



Map B

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

WHO'S WHO

DISTRIBUTORS (in alphabetical order by name)



CHRISTINA AYRAPETYAN
A-ONE FILMS – RU
christina@a-onefilms.com



DESPOINA BATZIOU
SEVEN FILMS - GR
despoina@sevenfilms.gr



HARALD BAUR
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MATIAS BOERO LUTZ
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IRENE PEREZ GUERRERO
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cynthia@memento-films.com



WALLIE POLLE
WINDMILL FILM – NL
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EMIL SIMEONOV
PRO FILMS – BG
emil.simeonov@profilms.bg



THOMAS VERKAEREN
O'BROTHER – BE
thomas@obrother.be

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COACHES



HELENE GALLEZ - TRAINER IN COMMUNICATION, 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 is specialized 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

christine.eloy@europa-distribution.org



SANDRINE PUJAR
Assistant

Sandrine.pujar@europa-distribution.org

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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 **113 leading independent distributors representing 29 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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