



EUROPA DISTRIBUTION - PRESS RELEASE

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**Europa Distribution's workshop at Sofia Meetings
Sofia International Film Festival
March 14-18 2018**

For the eighth year in a row, Europa Distribution is organizing a workshop dedicated to its members in the scope of the Sofia Meetings of the Sofia International Film Festival. About 20 independent distributors members of the association will participate in this workshop on **"Effective Communication in Professional Interactions and in the Negotiation Process"** and in the Sofia Meetings' activities.

Negotiation and communication are key aspects in the daily work of distributors. Thanks to this specific workshop, attending distributors will learn how to **improve their skills** to acquire, sell and promote films at best through theory, exercises, experience sharing and situation analysis. Aimed especially at people for whom negotiation is a key aspect of their daily work, the workshop will take place during two days and a half, from **Thursday 15 to Saturday 17** and will be given by H el ene Gallez and Joseph Drese, two coaches **experts** in transactional analysis, interpersonal communication and negotiation.

Attending distributors will also participate to the Sofia Meetings activities: screenings of Bulgarian and Balkan films, meetings and networking events.

The workshop on Professional Interactions and Negotiation is part of a series of trainings that Europa Distribution offers to its members during the course of the whole year, in partnership with several international film festivals in Europe. The next appointment will be at the Karlovy Vary International Film Festival at the beginning of July.

*NOTE: **Europa Distribution** is the network of independent film distributors, created in 2006. With more than 110 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. Since its creation, Europa Distribution has accompanied and reinforced the integration and collaboration process between its members through information, brainstorming and training sessions. The network's aim is to strengthen the existing ties to improve the curation, promotion and distribution of independent films.*

CONTACT: For information about the presence of Europa Distribution in Sofia, please contact: communication@europa-distribution.org



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