

DC 505 Industry Pitching Seminar

When: Wednesdays · 6:30pm-9pm
Where: Sunset Gower Studios · 1438 N. Gower St. Hollywood 90028

Instructor: Erin Rodman · erod917@gmail.com · (310) 927-2525
Office hours: I'm around and available to meet. Email me to set a time.

→ Course Description

The purpose of this class is to introduce students to the various forms of pitching, including pitching existing spec scripts, new ideas, and creative treatments. They will learn tips and techniques for having successful meetings, including how to prepare and how to read the dynamics of a room. They will write, practice and workshop their own pitches. The class will also focus on the current marketplace for material. What types of projects are selling and which companies and executives are buying pitches and scripts. There will be guest speakers and activities throughout the course with various Hollywood professionals to discuss their thoughts and techniques on successful pitching.

→ Course Goals

The goal of this class is to provide the student with a solid understanding of how to develop and pitch original film idea and existing scripts for the independent, studio and television markets.

→ Course Policy

Attendance: Class attendance is mandatory. Prepared participation in class is essential to the development of pitching skills. You are permitted one unexcused absence. More than one absence, or repeated late arrivals, will affect your course participation grade.

→ Grading

1 st Project Pitch	20%
2 nd Project Pitch	20%
3 rd Project Pitch	20%
Final Project Pitch	20%
Class Participation	20%

A= 100-93, A-=92-90, B+=89-88, B=87-83, B-=82-80, C+=79-78, C=77-73, C-=72-70, D+=69-68, D=67-63, D-=62-60, F=59-0. A indicates excellence, B indicates good work, C indicates satisfactory work, D work is unsatisfactory in some respect, F is substantially unsatisfactory work.

➔ **Class Schedule**

Note: This schedule is subject to change. Please consult class calendar and professor emails for the most up to date schedule for student postings, readings, assignments and all due dates. Weekly reading, screenings & class events to be assigned by the instructor class by class.

****A detailed schedule of class activities will be provided during the first class meeting.***

Week 1

Introduction to LA Quarter course and each other.

Review class syllabus, requirements, assignments and goals.

Week 2 - 8

Basics of pitching – performance, preparation, audience engagement and practice.

Interviews with industry professionals and student-driven Q&As.

Overview of script sales/marketplace. What sells and why.

Week 9-10

Final class pitches.

Industry network party.

➔ Course Policies

Attendance: Classroom attendance is MANDATORY. More than one “excused” absence (doctor’s note, Dodgers game, etc) will result in a lowering of grade per each absence.

Deadlines: Strict Adherence to deadlines is expected. Materials presented or posted late will result in a negative grade for the particular assignment.

Class Discussion: Student participation in class discussions will be measured in two ways. First, students are highly encouraged to ask questions and offer comments relevant to the day’s topic. Participation allows the instructor to “hear” the student’s voice when grading papers. Secondly, students will be called upon by the instructor to offer comments related to the reading assignments. Students must keep up with the reading to participate in class discussion.

Attitude: A professional and academic attitude is expected throughout this course. Measurable examples of non-academic or unprofessional attitude include but are not limited to: talking to others when the instructor is speaking, mocking another’s opinion, cell phones ringing, emailing, texting or using the internet whether on a phone or computer. If any issues arise a student may be asked to leave the classroom. The professor will work with the Dean of Students Office to navigate such student issues.

Civil Discourse: DePaul University is a community that thrives on open discourse that challenges students, both intellectually and personally, to be Socially Responsible Leaders. It is the expectation that all dialogue in this course is civil and respectful of the dignity of each student. Any instances of disrespect or hostility can jeopardize a student’s ability to be successful in the course. The professor will partner with the Dean of Students Office to assist in managing such issues.

Cell Phones/On Call: If you bring a cell phone to class, it must be off or set to a silent mode. Should you need to answer a call during class, students must leave the room in an undistruptive manner. Out of respect to fellow students and the professor, texting is never allowable in class. If you are required to be on call as part of your job, please advise me at the start of the course.

Online Instructor Evaluation - Evaluations are a way for students to provide valuable feedback regarding their instructor and the course. Detailed feedback will enable the instructor to continuously tailor teaching methods and course content to meet the learning goals of the course and the academic needs of the students. They are a requirement of the course and are key to continue to provide you with the highest quality of teaching. The evaluations are anonymous; the instructor and administration do not track who entered what responses. A program is used to check if the student completed the evaluations, but the evaluation is completely separate from the student’s identity. Since 100% participation is our goal, students are sent periodic reminders over two weeks. Students do not receive reminders once they complete the evaluation. Students complete the evaluation online at <https://mycti.cti.depaul.edu/mycti>

Email - Email is the primary means of communication between faculty and students enrolled in this course outside of class time. Students should be sure their email listed under "demographic information" at CampusConnect is correct.

Academic Integrity Policy - This course will be subject to the academic integrity policy passed by faculty. More information can be found at <http://academicintegrity.depaul.edu/>

Plagiarism - The university and school policy on plagiarism can be summarized as follows: Students in this course should be aware of the strong sanctions that can be imposed against someone guilty of plagiarism. If proven, a charge of plagiarism could result in an automatic F in the course and possible expulsion. The strongest of sanctions will be imposed on anyone who submits as his/her own work any assignment which has been prepared by someone else. If you have any questions or doubts about what plagiarism entails or how to properly acknowledge source materials be sure to consult the instructor.

Incomplete - An incomplete grade is given only for an exceptional reason such as a death in the family, a serious illness, etc. Any such reason must be documented. Any incomplete request must be made at least two weeks before the final, and approved by the Dean of the College of Computing and Digital Media. Any consequences resulting from a poor grade for the course will not be considered as valid reasons for such a request.

Resources for Students with Disabilities - Students who feel they may need an accommodation based on the impact of a disability should contact the instructor privately to discuss their specific needs. All discussions will remain confidential. To ensure that you receive the most appropriate accommodation based on your needs, contact the instructor as early as possible in the quarter (preferably within the first week of class), and make sure that you have contacted the Center for Students with Disabilities (CSD) at: Student Center, LPC, Suite #370 Phone number: (773)325.1677 Fax: (773)325.3720 TTY: (773)325.7296