



Selling Rights

Lynette Owen

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Selling Rights is a guide to all aspects of selling rights and co-publications throughout the world. The fifth edition of this authoritative handbook has been updated to include the changes which have taken place in technology, sales and distribution, and legislation in the UK and overseas.

It covers the full range of potential rights, from English-language territorial rights, book club and paperback sales through to serial rights, translation rights, dramatization and documentary rights and electronic publishing and multimedia. Lynette Owen provides full details of the historical and legal background to rights, advises on aspects of negotiating licence contracts and explains how to get the best possible deal.

This fully revised and updated edition of *Selling Rights* includes:

- changes in legislation in the UK and the EU following implementation of the EU Directive on Certain Aspects of Copyright and Related Rights in the Information Society
- information on the copyright situation in the United States, Australia and New Zealand
- advice on rights management systems and on the use of websites and e-mail promotion for maximizing rights sales
- low-priced licensed editions in developing markets and trading with non-copyright countries
- e-books, digital content aggregators, downloadable audiobooks, electronic rights for new platforms and digitization initiatives by new players such as Google and Amazon.

A handy guide, it is indispensible reading for all those seeking an authoritive source of information on selling rights.



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