



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Negotiate Scriptwriting Contracts Training

Communication Studies and Language / Communication Studies

Unit Standard 117967 · NQF Level 7 · 5 Credits · 2 Days

COURSE OVERVIEW

This course equips learners with the skills to negotiate scriptwriting contracts effectively within the South African media and entertainment industry. Participants will gain a thorough understanding of contract law fundamentals, intellectual property rights, and negotiation strategies specific to scriptwriting. The course aims to enhance professional practice by enabling learners to secure fair terms and protect their creative and financial interests.

Category	Communication Studies and Language
Subfield	Communication Studies
Unit Standard	117967
Accreditation	SAQA Accredited · NQF Level 7 · 5 Credits
Duration	2 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply knowledge of contract law and intellectual property rights to evaluate scriptwriting contract terms.
- Analyze negotiation scenarios to identify interests, options, and leverage points.
- Evaluate proposed contract clauses to ensure alignment with industry standards and legal requirements.
- Design a negotiation strategy that balances creative integrity with commercial viability.
- Implement effective communication and persuasion techniques during contract discussions.
- Demonstrate the ability to finalise and document agreed terms in a legally binding contract.

WHO SHOULD ATTEND

- Scriptwriters, content creators, freelance writers, and media professionals who engage in contract negotiations for scriptwriting projects.
- This course is also suitable for agents, producers, and anyone involved in commissioning or acquiring scriptwriting services.

COURSE OUTLINE

Day 1: Foundations of Scriptwriting Contracts and Negotiation

- Overview of contract law applicable to scriptwriting.
- Key elements of a scriptwriting contract: scope, deliverables, payment terms.
- Introduction to negotiation theory: positions vs interests.
- Intellectual property rights: copyright, moral rights, and licensing.
- Practical exercise: analysing a standard scriptwriting contract.
- Communication skills for negotiators: active listening and questioning.
- Ethics in negotiation and contract formation.

Day 2: Advanced Negotiation Tactics and Contract Finalisation

- Advanced negotiation tactics: BATNA, ZOPA, and value creation.
- Drafting and redlining contract clauses: payment schedules, credit, termination.
- Handling difficult negotiations: impasse resolution and concessions.
- Simulated negotiation exercise: negotiating a scriptwriting contract.
- Reviewing and finalising contract documents.
- Post-negotiation best practices: documentation and follow-up.
- Case studies of successful scriptwriting contract negotiations in South Africa.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **5 NQF credits** at **NQF Level 7**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 17,700.00	R 17,700.00
1	In-House	R 23,000.00	R 23,000.00
1	On-Campus (Pretoria)	R 26,600.00	R 26,600.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	11 Aug 2026	On-Campus	Abu Dhabi, UAE
10 Aug 2026	11 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	11 Aug 2026	On-Campus	Mauritius
12 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	13 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	13 Aug 2026	On-Campus	Durban, South Africa
18 Aug 2026	19 Aug 2026	On-Campus	Shenzhen, China
18 Aug 2026	19 Aug 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 117967) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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