Beyond Rights Acquisition: are you maximising your revenues?

ALPSP Conference
Windsor
13th September 2018

Moderator: Sarah Faulder
Expert Panellists: Rebecca Cook, Clare Hodder and Lucy Alexander
• The opportunities for maximising revenues that publishers may currently be missing out on

• What do publishers need to do to take full advantage of these opportunities?

• Where do publishers need to invest and why?

• What further benefits spring from good and effective rights management over and above revenue?