Strategic Leadership in the Evolving Entertainment Industry Training Course



14 - 18 Dec 2026

Cape town

4600 € (Per Person)

Ref: #EL3431_274224

Course Introduction / Overview:

The global entertainment sector is undergoing an unprecedented transformation, driven by technological innovation, shifting consumer behaviors, and new monetization models. This dynamic environment demands a new breed of executive leader, one who can navigate complexity with strategic foresight and creative acumen. This course is meticulously designed to equip current and aspiring leaders with the essential skills to thrive in this evolving landscape. Drawing on foundational concepts from strategic management and media studies, we explore the principles of what scholar Henry Jenkins calls "Convergence Culture," where old and new media collide. Participants will delve into the practical application of these theories, analyzing real-world scenarios and developing strategies for sustainable growth. As detailed in industry-leading texts, the focus is on integrating creative vision with solid business principles. BIG BEN Training Center has developed this program to provide a comprehensive toolkit for leading content creation, managing digital disruption, and building resilient entertainment enterprises for the future. This training course is an immersive journey into the business of entertainment, preparing you to lead with confidence and impact.

Target Audience / This training course is suitable for:

- Executives and Senior Managers in Media and Entertainment Companies.
- Producers and Creative Directors.
- Heads of Strategy and Business Development.
- Marketing and Distribution Managers.
- Talent and Artist Managers.
- Entrepreneurs in the Creative Industries.
- Project Managers in Film, Television, and Gaming.
- Investors and Financial Analysts focusing on the Media Sector.

Target Sectors and Industries:

- Film and Television Production and Distribution.
- Music Industry and Streaming Services.
- Video Game Development and eSports.
- Live Events and Performance Venues.
- Publishing and Digital Media.
- Broadcasting and Cable Networks.
- Advertising and Public Relations Agencies.
- Governmental and Non-Profit Cultural Organizations.

Target Organizations Departments:

- Executive Management and Leadership.
- Content Development and Production.
- Strategy and Corporate Development.
- Marketing and Audience Engagement.
- Finance and Investment.
- Legal and Business Affairs.
- Digital Transformation and Technology.
- Talent Management and Human Resources.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze the key drivers of change in the global entertainment market.
- Develop and implement innovative content and monetization strategies.
- Lead creative teams effectively to foster innovation and high performance.
- Navigate the complexities of intellectual property and rights management.
- Utilize data analytics to inform strategic decision-making and audience engagement.
- Master financial planning and investment evaluation for entertainment projects.
- Formulate effective strategies for digital distribution and platform management.
- Lead organizational change in response to technological disruption.
- Build and manage strategic partnerships and co-production agreements.
- Apply ethical leadership principles within the entertainment industry.

Course Methodology:

The training methodology at BIG BEN Training Center is designed for maximum engagement and practical application. This course moves beyond traditional lectures to create an immersive and collaborative learning environment. We employ a blended approach that includes interactive presentations, expert-led discussions, and in-depth analysis of contemporary case studies from leading global entertainment companies. Participants will work in teams on practical workshops and simulation exercises, such as developing a go-to-market strategy for a new digital content platform or negotiating a complex co-production deal. These activities are designed to reinforce theoretical concepts and build tangible skills. A significant emphasis is placed on peer-to-peer learning, allowing participants to share experiences and insights from their diverse professional backgrounds. Individual and group feedback sessions are integrated throughout the program to ensure a deep understanding of the material and to help participants translate their learning directly into their professional roles. The focus is on providing actionable tools and frameworks that can be implemented immediately to drive success in the dynamic entertainment sector.

Course Agenda (Course Units):

Unit One: The Modern Entertainment Landscape

- The Global Entertainment Ecosystem and Market Dynamics.
- Key Trends: Streaming, AI, and the Creator Economy.
- Understanding Convergence Culture and its Impact.
- The Role of the Modern Entertainment Executive.
- Competitive Strategy in a Disrupted Market.
- Analyzing Consumer Behavior and Media Consumption Habits.
- Regulatory and Ethical Frameworks in the Entertainment Industry.

Unit Two: Content Strategy and Intellectual Property

- Developing a Winning Content Strategy.
- The Art and Science of Greenlighting Projects.
- Managing the Creative Process from Ideation to Production.
- Intellectual Property (IP) Management and Valorization.
- Franchise Building and Transmedia Storytelling.
- Navigating Rights Acquisition and Licensing Agreements.
- Content Curation for Digital Platforms.

Unit Three: Financial Acumen and Monetization Models

- Financing Entertainment Projects: From Venture Capital to Crowdfunding.
- Budgeting, Forecasting, and Financial Controls.
- Innovative Monetization Strategies: Subscription, Ad-supported, and Hybrid Models.
- Mergers, Acquisitions, and Strategic Alliances in Media.
- Risk Management for High-Stakes Creative Projects.
- Understanding Valuation of Media Companies and Content Libraries.
- The Economics of Streaming and Digital Distribution.

Unit Four: Technology, Data, and Audience Engagement

- Leading Digital Transformation in Entertainment Organizations.
- Leveraging Data Analytics for Audience Insights.
- The Impact of AI, VR, and AR on Content Creation and Distribution.
- Building and Managing Direct-to-Consumer (D2C) Platforms.
- Digital Marketing and Social Media Strategies for Entertainment Brands.
- Personalization and Recommendation Engines.
- Cybersecurity and Data Privacy in the Media Sector.

Unit Five: Leadership, Talent, and Future-Proofing

- Leading and Inspiring Creative Teams.
- Talent Management and Development in the Creative Industries.
- Negotiation and Conflict Resolution Skills for Executives.
- Crisis Management and Corporate Communications.
- Fostering a Culture of Innovation and Agility.
- Ethical Leadership and Corporate Social Responsibility.
- Capstone Project: Developing a Strategic Plan for a Fictional Entertainment Venture.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

As AI-generated content becomes more sophisticated, what is the evolving role of human creativity and executive oversight in maintaining brand integrity and audience trust?

What unique qualities does this course offer compared to other courses?

This training course distinguishes itself by providing a holistic, 360-degree view of the modern entertainment industry, seamlessly integrating creative leadership with strategic business acumen. Unlike programs that focus narrowly on either production or management, this course is built on the understanding that success in today's market requires mastery of both. We move beyond theoretical discussions to immerse participants in the real-world challenges and opportunities facing the sector through a curriculum rich with current, relevant case studies from global industry leaders. The course places a unique emphasis on future-focused topics, equipping leaders not just for the industry of today, but for the disruptions of tomorrow, with dedicated modules on AI, digital transformation, and new monetization models. Furthermore, the interactive and collaborative methodology ensures that learning is not a passive experience. Participants will actively develop strategic plans, solve complex problems, and learn from the diverse experiences of their peers, creating a powerful and dynamic learning environment that fosters practical skills and a robust professional network.