

Introduction to Rights

Hosted by PLS

Hear from industry experts on copyright fundamentals, lawful licensing and selling rights.

Introduction: Why Sell Rights?

10:00–10:15

Session 1: Copyright Principles and the Control of Rights

10:15–10:45

Session 2: What Rights Can I Sell? Prioritising, Market Research and Promotion

10:55–11:25

Session 3: Negotiating and Contracting: Key Guidelines

11:35–12:05



Lynette Owen, Copyright and Rights Consultant

Lynette Owen is a copyright and rights consultant; her rights sales experience has been primarily in the education and academic sector, starting at Cambridge University Press and with most of her career spent at Pearson Education. She is a member of the Frankfurt Rights Advisory Board and runs regular training courses both in the UK and abroad. She is the author of *Selling Rights* 9/e (Routledge 2024) and is the General Editor of *Clark's Publishing Agreements* 12/e (Bloomsbury Professional 2026). She was awarded the London Book Fair Lifetime Achievement Award in 2004, an OBE in 2009 and the IPG Award for Services to Independent Publishers in 2018.

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Diane Spivey, Rights and Contracts Consultant

Diane Spivey is a publishing Rights and Contracts Consultant and also works as a writing coach with Gale & Co. She was previously Group Contracts Director of Hachette UK, a role from which she retired in 2020, following more than forty years working in the areas of rights selling, copyright and publishing contracts. She worked primarily in consumer publishing for publishers including Little, Brown, Simon & Schuster and Hodder & Stoughton. She is a contributor to Clark's Publishing Agreements, a member of the Rights Advisory Board for the Frankfurt Book Fair, on the advisory board of Kingston University's publishing MA course and a regular trainer and lecturer on rights selling and contracts.



Duncan Calow, Partner, DLA Piper

Duncan Calow is a commercial lawyer well known for his work in the convergent worlds of content, technology and e-commerce law with particular experience in publishing. He advises on all aspects of the digital media landscape from intellectual property rights, licensing and contracts, through content liability, advertising and consumer law to video games and music. Duncan has contributed to Clark's Publishing Agreements, Digital Media Contracts and Halsbury's Laws of England and is regularly featured in directories and reviews of the profession.