

***Media Management and Artificial Intelligence -
Understanding Media Business Models in the
Digital Age 1st edition Connock Test Bank***

SKU: 9781032100944-TEST-BANK

**Media Management and Artificial Intelligence: Understanding Media Business
Models in the Digital Age**

TEST BANK

NO ANSWERS

By Dr Alex Connock

Chapters 1-4: Introduction and Media Business models and AI

1	Which of these is NOT a likely reason why Artificial Intelligence will be significant to the media business in the next decade ?
A	AI systems will continually improve recommendation algorithms and serve content to customers that they are likely to want to watch
B	AI will speed up edit processes, for instance with drag and drop video editing
C	AI systems will very soon write better movie scripts than humans can
D	AI-powered distribution technologies will make video compression more effective, enabling higher quality image transmission to homes

2	What is usually the order of stages of value creation in the media business ?
A	Production - distribution - development - monetisation
B	Development - monetisation - distribution - production
C	Development - distribution - production - monetisation
D	Development - production - distribution - monetisation

3	If a song is being performed on stage, who is least likely to have ownership stake in it ?
A	The singer
B	The composer
C	The lyricist
D	The publisher

4	Which of these is the most lucrative media franchise ?
A	Jaws
B	Pokemon
C	Narcos
D	Batman

5	If you had had \$10,000 to invest in a movie, which would have turned out the best investment ?
A	Top Gun: Maverick
B	Spiderman: Homecoming
C	Paranormal Activity
D	Gladiator

6	Why might a games company be nervous about using AI-created characters in its next big release ?
A	Because the AIs might use the internet to jump beyond the game and replicate in other parts of the metaverse
B	Because it would be too expensive to create synthetic characters
C	Because the training data on which synthetic humans are created might be so large that the ownership of the resulting outputs might be uncertain
D	Because AI is not very good at creating realistic human faces

7	What percentage of the world's population are gamers ?
A	5.8%
B	8.5%
C	35%
D	85%

8	What percentage of gamers play on a smartphone ?
A	9%
B	29%
C	59%
D	93%

9	Why might AI be useful in marketing a classic Broadway play by Tennessee Williams ?
A	AI would be able to rewrite the play better than the original author
B	AI would be able to create text for hundreds of websites that would talk about the play in response to many different possible google searches, thereby increasing audience interest
C	AI would be able to take down negative newspaper reviews from the internet
D	AI would not be useful in marketing a play

10	In advertising, what is dynamic content optimisation ?
A	Writing content whilst on the move - for instance on a train
B	Machine-driven combination of content assets to best suit any given viewer in a digital marketing campaign
C	Quick fire news stories created by computers, for instance on financial news
D	Specialist journalists who are able to write new text very fast, for instance with sports results

Chapter 5: Games

1	Which of these would NOT be a reason for Sony to sell a Playstation 5 unit for less than it cost to make ?
---	---

A	Because Japanese accounting rules require firms to put often absurdly high central overhead costs onto any unit sold.
B	Because the customer lifetime value of a box owner is driven by their long term subscription revenue, amongst other things.
C	Because the unit will drive future sales of games, which is where SONY really makes its money
D	Because competing with Xbox on the entry price could enable SONY to win overall market share in the games market

2	Which of these was not true in 2021-22 ?
A	Cloud gaming is growing but small
B	Cloud gaming is large but shrinking
C	Even the <i>New York Times</i> has bought games companies
D	Mobile gaming is growing, console sales shrinking,

3	Why does the 60/40 split of revenues from a released game in favour of publishers reverse to 40/60 once the publisher's initial investment has been recouped ?
A	Lawyers in games are notorious for over-complicating the business arrangements
B	Publishers need to be compensated for the risk they took with favourable rates until they achieve recoupment of their initial investment. After that, the developer has a claim to higher shares, based on their creative input

C	As long as the recoupment percentages add up to 100 overall, the split doesn't make any difference to any participant
D	It's important for games developers to get the larger share of early revenues from a game, and for the publishers to wait until later stages to get back their investment

4	Which of these was least likely to be the main reason that Microsoft bought Call of Duty publisher Activision Blizzard in 2022 ?
A	So that it could stop Call of Duty being playable on the rival Playstation platform, even if the US regulators tried to stop it doing that
B	So that it could secure a flow of new titles for its cloud gaming plans and Xbox
C	Because Microsoft appreciates the economics of the games publishing business and thought Activision was a compelling economic proposition in its own right
D	Because Activision makes good games

5	Why is it risky to be an independent games development studio ?
A	Cash flowing games investment can put a serious financial strain on the business
B	Titles produced might not succeed in the market, thereby causing the studio to write off its entire investment
C	Small studios may not have either the technical and creative development budgets or marketing budgets to build franchise titles
D	All of the above

6	Why does Epic Games allow games developers to use its Unreal Engine 5 software for free until they make \$1m in revenues from a game ?
A	Epic was founded by a team of religious people who believe in putting charity ahead of business ?
B	Epic is so profitable that it doesn't need to make any more money
C	This is in effect a low-cost marketing investment, where free software incentivises developers to use Epic's platform, and Epic has upside if games titles released using Unreal succeed
D	Epic knows that software piracy is so rife in the industry that its software will be used for free anyway even if it doesn't give it away.

7	What's NOT the normal purpose of a 'games design document' ?
A	To make sure there is a solid plan for every aspect of a game before it goes into expensive production
B	To satisfy publishers and investors that a game idea is an investable proposition
C	To put the document on the internet at the pre-production stage, and crowd-source design concepts and characters from a huge universe of potential gamers
D	To codify the characters and game play for the large number of designers who might end up working on the game

**Media Management and Artificial Intelligence: Understanding Media Business
Models in the Digital Age**

TEST BANK

WITH ANSWERS

By Dr Alex Connock

Chapters 1-4: Introduction and Media Business models and AI

1	Which of these is NOT a likely reason why Artificial Intelligence will be significant to the media business in the next decade ?
A	AI systems will continually improve recommendation algorithms and serve content to customers that they are likely to want to watch
B	AI will speed up edit processes, for instance with drag and drop video editing
C	AI systems will very soon write better movie scripts than humans can
D	AI-powered distribution technologies will make video compression more effective, enabling higher quality image transmission to homes

Answer: C

2	What is usually the order of stages of value creation in the media business ?
A	Production - distribution - development - monetisation
B	Development - monetisation - distribution - production
C	Development - distribution - production - monetisation
D	Development - production - distribution - monetisation

Answer: D

3	If a song is being performed on stage, who is least likely to have ownership stake in it ?
A	The singer
B	The composer
C	The lyricist
D	The publisher

Answer: A

4	Which of these is the most lucrative media franchise ?
A	Jaws
B	Pokemon
C	Narcos
D	Batman

Answer: B

5	If you had had \$10,000 to invest in a movie, which would have turned out the best investment ?
A	Top Gun: Maverick
B	Spiderman: Homecoming
C	Paranormal Activity

D	Gladiator
---	-----------

Answer: C

6	Why might a games company be nervous about using AI-created characters in its next big release ?
A	Because the AIs might use the internet to jump beyond the game and replicate in other parts of the metaverse
B	Because it would be too expensive to create synthetic characters
C	Because the training data on which synthetic humans are created might be so large that the ownership of the resulting outputs might be uncertain
D	Because AI is not very good at creating realistic human faces

Answer: C

7	What percentage of the world's population are gamers ?
A	5.8%
B	8.5%
C	35%
D	85%

Answer: C

8	What percentage of gamers play on a smartphone ?
A	9%

B	29%
C	59%
D	93%

Answer: D

9	Why might AI be useful in marketing a classic Broadway play by Tennessee Williams ?
A	AI would be able to rewrite the play better than the original author
B	AI would be able to create text for hundreds of websites that would talk about the play in response to many different possible google searches, thereby increasing audience interest
C	AI would be able to take down negative newspaper reviews from the internet
D	AI would not be useful in marketing a play

Answer: B

10	In advertising, what is dynamic content optimisation ?
A	Writing content whilst on the move - for instance on a train
B	Machine-driven combination of content assets to best suit any given viewer in a digital marketing campaign
C	Quick fire news stories created by computers, for instance on financial news
D	Specialist journalists who are able to write new text very fast, for instance with sports results

Answer: B

Chapter 5: Games

1	Which of these would NOT be a reason for Sony to sell a Playstation 5 unit for less than it cost to make ?
A	Because Japanese accounting rules require firms to put often absurdly high central overhead costs onto any unit sold.
B	Because the customer lifetime value of a box owner is driven by their long term subscription revenue, amongst other things.
C	Because the unit will drive future sales of games, which is where SONY really makes its money
D	Because competing with Xbox on the entry price could enable SONY to win overall market share in the games market

Answer: A

2	Which of these was not true in 2021-22 ?
A	Cloud gaming is growing but small
B	Cloud gaming is large but shrinking
C	Even the <i>New York Times</i> has bought games companies
D	Mobile gaming is growing, console sales shrinking,

Answer: B

3	Why does the 60/40 split of revenues from a released game in favour of publishers reverse to 40/60 once the publisher's initial investment has been recouped ?
A	Lawyers in games are notorious for over-complicating the business arrangements
B	Publishers need to be compensated for the risk they took with favourable rates until they achieve recoupment of their initial investment. After that, the developer has a claim to higher shares, based on their creative input
C	As long as the recoupment percentages add up to 100 overall, the split doesn't make any difference to any participant
D	It's important for games developers to get the larger share of early revenues from a game, and for the publishers to wait until later stages to get back their investment

Answer: B

4	Which of these was least likely to be the main reason that Microsoft bought Call of Duty publisher Activision Blizzard in 2022 ?
A	So that it could stop Call of Duty being playable on the rival Playstation platform, even if the US regulators tried to stop it doing that
B	So that it could secure a flow of new titles for its cloud gaming plans and Xbox
C	Because Microsoft appreciates the economics of the games publishing business and thought Activision was a compelling economic proposition in its own right
D	Because Activision makes good games

Answer: A

5	Why is it risky to be an independent games development studio ?
A	Cash flowing games investment can put a serious financial strain on the business
B	Titles produced might not succeed in the market, thereby causing the studio to write off its entire investment
C	Small studios may not have either the technical and creative development budgets or marketing budgets to build franchise titles
D	All of the above

Answer: D

6	Why does Epic Games allow games developers to use its Unreal Engine 5 software for free until they make \$1m in revenues from a game ?
A	Epic was founded by a team of religious people who believe in putting charity ahead of business
B	Epic is so profitable that it doesn't need to make any more money
C	This is in effect a low-cost marketing investment, where free software incentivises developers to use Epic's platform, and Epic has upside if games titles released using Unreal succeed
D	Epic knows that software piracy is so rife in the industry that its software will be used for free anyway even if it doesn't give it away.

Answer: C

7	What's NOT the normal purpose of a 'games design document' ?
---	---

A	To make sure there is a solid plan for every aspect of a game before it goes into expensive production
B	To satisfy publishers and investors that a game idea is an investable proposition
C	To put the document on the internet at the pre-production stage, and crowd-source design concepts and characters from a huge universe of potential gamers
D	To codify the characters and game play for the large number of designers who might end up working on the game

Answer: C

8	What would NOT be a reason why games publishers like having their games made into TV shows and movies ?
A	Because they get paid a licence fee for use of their copyright material
B	Because the shows and films are promotional of the game itself to a wider potential audience
C	Because a successful TV show spun out of a game franchise could extend its commercial life
D	Because games developers have so much money that it's cost efficient for them to invest in movie cameras and other equipment

Answer: D

9	What is franchise extension in the games industry ?
---	--