

Revised: Fall 2011
Fall 2012
Fall 2012
Fall 2013
Fall 2014
Fall 2015
Fall 2016

MUS 130

Overview of the Recording Industry

COURSE OUTLINE

Prerequisites: None

Course Description:

Introduces and surveys employment opportunities in the commercial music industry. Assists students in defining their professional goals.

The intent of this course is to provide students with an overview of the various components of the music industry, be that financial, managerial, operative, or administrative. Students will be given the opportunity to discover the fundamentals of the music industry, ultimately aiding in the planning of a career in music, music business, and/or other areas of the arts and entertainment industries or to inspire and assist with further study in these areas.

Semester Credits: 1 Lecture Hours: 1

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MUS 130: Overview of the Recording Industry

Course Outcomes:

At the completion of this course, the student should be able to:

- Demonstrate a general familiarity with the various components of the music industry
- Recognize and distinguish between the various professional positions in the recording industry, such as managers, agents, attorneys and other key personnel
- Demonstrate an understanding of common legal and financial practices in the industry, including contracts, negotiations, percentages, and fees
- Demonstrate a working knowledge of record labels, including deals, royalties, advances, and recoupment
- Demonstrate an understanding of industry basics in the areas of copyright, mechanicals, licensing, and publishing
- Articulate the recording process, including common practices of engineers and producers
- Demonstrate an understanding of common practices on the areas of concert production and promotion, including venue management, touring, and merchandising

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Required Materials: None

Textbook (optional):

Passman, Donald. *All You Need to Know about the Music Business*. FREE PRESS; Seventh Edition (November 2009). ISBN 978-1-4391-5301-7

The following supplementary materials are available: None

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Topical Description:

Topics include: songwriting, recorded music, audio production and engineering, marketing and promotion, publishing, copyright, licensing, concert promotion, venue management, artist management, contracts and legal aspects, record companies, music product merchandising, digital technologies, careers in music, and music-related opportunities in film, video, and other industries.

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