**COURSE SYLLABUS: MUS 111**

**THE MUSIC BUSINESS**

**INSTRUCTOR:** Kim K. Kamerin

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**I. MEETING TIMES:** MWF 11:00 – 11:50 AM

**MEETING LOCATION:** Forum 10

**II. REQUIRED TEXT:**

All You Need to Know About the Music Business

Donald S. Passman

Free Press (Simon & Schuster)

7th Edition; 2009

**III. IMPORTANT DATES**

Final Drop Date: October 14th

Final Exam: December 12th, 11:00 am – 1:00 pm

**IV. LECTURE CONTENT:**

1. Intellectual Property
2. The Artists Management Team
3. Income
4. Contracts
5. Touring

**V. COURSE OBJECTIVES:**

A. Learn how and when a copyright is established and how to properly register a copyright.

B. Learn what a service mark is and how to establish and register one.

C. Learn what a trademark is and how it is established.

D. Learn and understand the primary types of business entities as they apply to the music industry.

E. Read common contracts for Record Deals, Demo Deals, Publishing Deals and Songwriting Deals and learn common points of negotiation for each respectively

F. Understand all the sources of income for a music artist.

G. Understand Performing Rights Organizations and licensing.

H. Understand the importance of Cross-Collateralization and how Record Companies use it to make more money, and how an artist can use it for negotiation clout.

**VI. ATTENDANCE POLICY**

Absences cause a loss of Class Participation points. The first two absences are worth 10 points each. Each successive absence is worth double the points of previous absence: 3rd absence 20 points, 4th absence 40 points etc.

STUDENTS ARE RESPONSIBLE FOR WITHDRAWAL

FROM CLASS, IF NECESSARY.

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**VII. GRADING**

Quizzes 30%

Homework 15%

Presentations 10%

Class Participation 25%

Citizenship, Discussion

Final Exam 20%

Letter grades will be assigned according to the following criteria:

90% and above A

80 - 89.99% B

70 - 79.99% C

60 - 69.99 % D

59.99 and below F

**VIII.** PLEASE REFER TO STUDENT DISCIPLINE AND RIGHTS IN THE REEDLEY COLLEGE STUDENT HANDBOOK. CHEATING OR PLAGIARISM WILL BE DEALT WITH ACCORDING TO THE STUDENT CODE OF CONDUCT, WHICH INCLUDES CONSEQUENCES RANGING FROM REPRIMAND TO EXPULSION.

**IX. Accommodations for students with disabilities**: If you have a verified need for an academic accommodation or materials in alternate media per the Americans with Disabilities Act (ADA) or Section 504 of the Rehabilitation Act, please contact your instructor immediately.

**X. No food or drink is permitted in the classroom.**