



Unit 1: The Music Industry

Work Book

Many job roles interlink so it's important to know the thing that sets them apart.

For each job role right one thing that is only related to that job role.

Musician

Session Musician

Studio Manager

Venue Manager

Artistic Manager

Sound Engineer

Live Sound Technician

Broadcaster

Music Journalist/Blogger

Many job roles interlink so it's important to know the thing that sets them apart.

For each job role right one thing that is only related to that job role.

Composer/Song Writer

Conductor/Musical
Director

Mastering Engineer

Record Producer

A & R

Roadie

Instrument Technician

Software Programmer

DJ

Many job roles interlink so it's important to know the thing that sets them apart.

For each job role right one thing that is only related to that job role.

Promoter

PR & Marketer

Manufacturer

Distributor

Retailer

Job Roles

You need to identify four different job roles that relate to an artist and describe how they relate.

Artist

```
graph TD; Artist[Artist] --- Box1[ ]; Artist --- Box2[ ]; Artist --- Box3[ ]; Artist --- Box4[ ]
```

If you were an artist what would you want these roles to do for you?

Artistic Manager

Promoter

A&R

Marketer

If you were an artist what would you want these roles to do for you?

Venue Manager

Live Sound Technician

Roadie

Instrument Technician

If you were an artist what would you want these roles to do for you?

Broadcaster

Composer/Song Writer

DJ

Journalist/Blogger

Connect these studio roles to their job responsibilities

Studio Manager

Oversee and manage the recording of an artist's music

Gather ideas for the project and select songs

Hire session musicians for the project

Sound Engineer

Check Health and Safety is in place to safeguard clients and employees

Ensure that the studio is run effectively and that it is financially profitable

Schedule times and liaise with clients

Instrument Technician

Making sure the volume and recording levels are set correctly

Operating recording equipment and adding effects

Recording each instrument or item onto a separate track

Record Producer

Turn up on time to recording sessions or performances

Rehearse music and keep instrumental level high

Follow instructions given by producer/conductor

Session Musician

Look after the instrument

Fix the instrument when broken (e.g. broken strings)

Give advice regarding best use of equipment

Explain the main responsibilities of these job roles within a Studio.

Make sure you mention how they all link.

Studio Manager

Sound Engineer

Mastering Engineer

Describe how a studio would make itself ready for a recording session?

Connect these venue roles to their job responsibilities

Venue Manager

Look after the instrument

Fix the instrument when broken (e.g. broken strings)

Give advice regarding best use of equipment

Live Sound Technician

Check Health and Safety is in place to safeguard clients and employees

Ensure that the venue is run effectively and that it is financially profitable

Schedule times and liaise with clients

Roadie

Transport equipment from venue to venue.

Set up equipment and repack equipment at the end of a performance.

Instrument Technician

Turn up on time for performances

Rehearse music and keep instrumental level high

Follow instructions given by conductor/musical director

Session Musician

Check balance of the instruments through a sound check.

Make sure that microphones are rigged properly before a concert.

Operate the mixing desk on the night.

Explain the main responsibilities of these job roles within a venue.

Make sure you mention how they all link.

Venue Manager

Live Sound Technician

Roadie

Describe how a venue would make itself ready for a show?

From final master to on the store shelves,
how do the job roles involved in this process
link?

Mastering Engineer

Manufacturer

Distributor

Retailer

Employment

Fill in the grid to show your understanding of employment patterns.

Describe the employment type				What kind of contract would you have?				How will you be paid?				Job roles that would have this contract?			
Full Time															
Part Time															
Freelance															
Self Employed															

What are the advantages and disadvantages of each employment type?

	Advantages	Disadvantages
Full Time		
Part Time		
Freelance		
Self Employed		

With every job you have to be aware of the financial aspects.

What contributions do you need to make with your salary.

	What is this?	How is it paid?
Tax		
National Insurance		
Pension		
Paid Holiday		

When you are employed you have a contract.

What things would you expect to see in a contract?

What things would
you expect to see in a
contract?

An invoice is used for self employed or freelance worker to claim money earned from a company you are currently working with.

What things are found on an invoice?

David French

INVOICE

50 Thames Road

Dartford

DA1 3RD

Bill To

Pulse Ltd,
35 London Road
Southwark
SE14 5TH

Invoice # 13

Invoice Date 18/03/2017

DESCRIPTION		AMOUNT
Festival project consultation (10hrs @ £36 p/h)		360.00
	Subtotal	360.00
	VAT 20.0%	72.00
	TOTAL	£432.00

Terms & Conditions

Payment is due within 15 days by BACS

Bank: Natwest

Account No: 59540378

Sort Code: 55 51 87

Annotate the invoice to show the things that are included in an invoice.

Venues

Give an example of what kind of venues would fit into each section?

Then write in the advantages of each?

Small Venues	Medium Venues
Large Venues	Artists
	Give examples of artists that have played at a large venues and how much money they have made from this?

What are the expenses and profits of a venue?

Who is responsible for this?

What are the expenses and profits of a venue?

Who is responsible for this?

Expenses	Expenses that make profit
What things do venues need that do not make them money?	What things do venues have to pay for that they can use to make profit?
Profits	How does a venue manager manage this?
What things make a venue a profit without having to pay money out?	

What health and safety considerations does a venue need to make?

Why do they do this?

Who is responsible?						
Extra control measures put in place.						
Severity						
Likelihood						
Consequence						
Current Control Measures						
Risks Identified						

Organisations

You have been offered a contract with a major record label but you have been approached by an indie label also.

Which one would you choose? Describe the advantages and disadvantages below.

Major Record Label/Sub Label	Independent Label
Advantages	Advantages
Disadvantages	Disadvantages

You are putting on a concert and need to liaise with different organisations and companies.

What services would you be looking for from these companies?

Promotions

**PR and
Marketing**

**Hire and
Transport**

These agencies are to protect the rights of an artists material.

What are each of these agencies and what do they do?

P _____ R _____ S _____

What do they do?

M _____ C _____ P _____
S _____

What do they do?

P _____ P _____ L _____

What do they do?

These unions are there to protect the rights of an artists and to advise them on contracts

What are each of Union and what do they do?

M_____ U_____

What do they do?

E_____

What do they do?

B_____ E_____
C_____ and T_____ U_____

What do they do?

These trade bodies are there to support the trades within the industry.

What are each of the trade bodies and what do they do?

M____ P_____ G____

What do they do?

A_____ of P_____ R_____
S_____

What do they do?

P_____ L_____ And S_____
A_____

What do they do?