

BTEC MUSIC

UNIT 1 – EXAM – PART 2

Name:

- The sheets in this work book are exactly the same as the sheets available on google classroom. It is your choice if you prefer to download and edit the sheets on your device, or write your answers in the workbook.
- For either work completion method you **MUST SAVE** your work – **THIS WILL HELP YOU REVISE FOR YOU EXAM!** So if work is downloaded - save in a labelled folder on your device, or if answers written in workbook - keep the work book in a safe place.
- Further explanation to some of these sheets will be available on google classroom.
- Some sheets may be done in a different order from the workbook, or other work may need to be completed before the next sheet. Please regularly check on google classroom which task needs to be done, don't just work from start to end of the work book.
- If completed in work book, you may need to e-mail your teacher some of your answers, either as a written message or with a clear picture of the page from your workbook.

Find the 3 main unions from the POWER POINT:

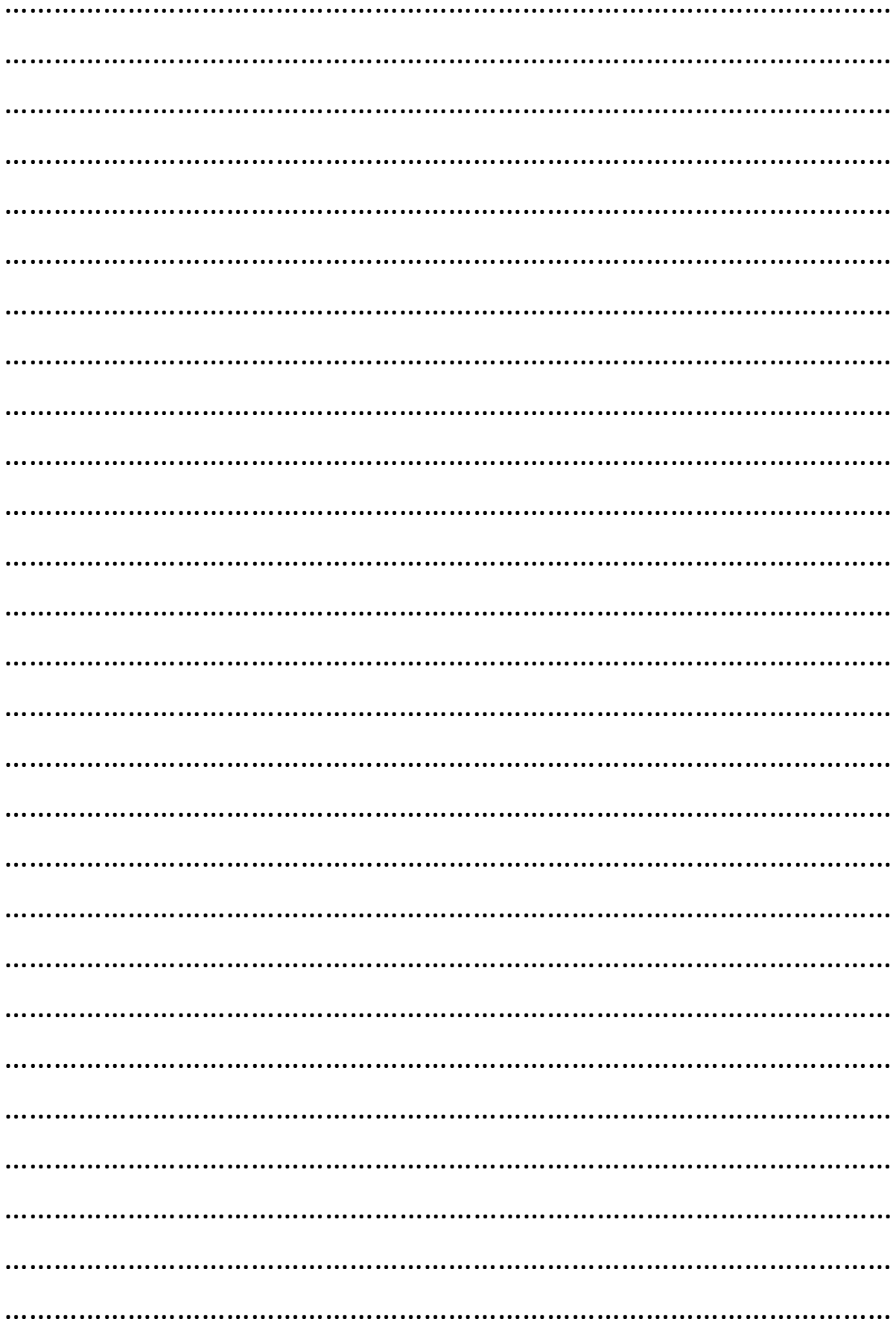
- 1.
- 2.
- 3.

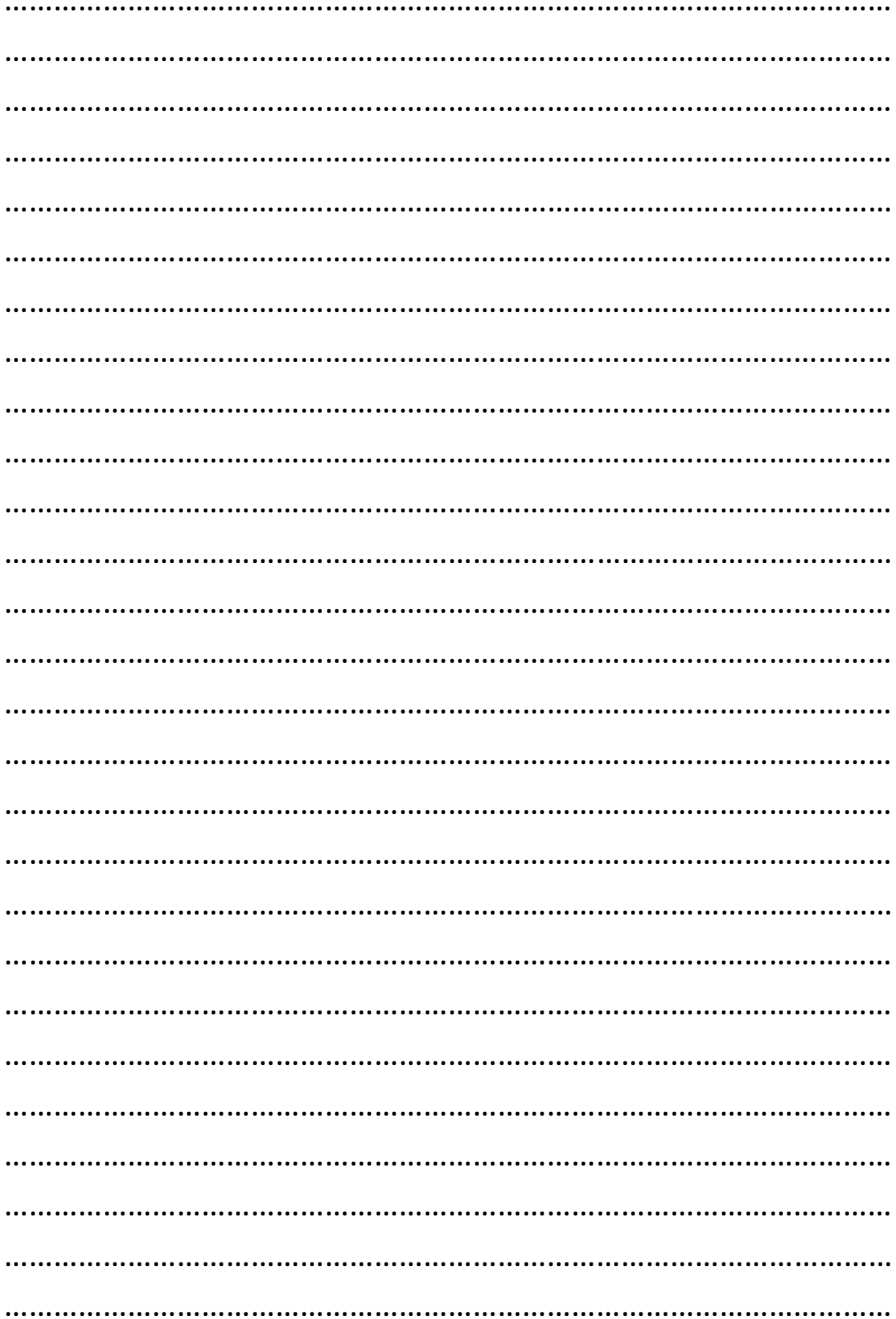
Note the advantages and disadvantages of being a member of a union.

Advantages	Disadvantages

ESSAY

- Now turn these advantages/disadvantages into an essay.
- Essay = 8 points – so at least 4 advantages and 4 disadvantages.
- You will lose marks for poor spelling and grammar, so check as you go.
- Plan – tick items off your list as you go.
- Intro – explain what a union is, this does not need to be a long paragraph.
- Main essay – in each paragraph list an advantage and a corresponding disadvantage eg. Advantage = check health and safety at venue, corresponding disadvantage = might shut venue down and therefore no work available.
- Explain points – don't just write as bullet points, explain each point you make with further detail eg. Offer advice.... Such as advice on filling out a tax return if self-employed.
- Extra points – if any advantages/disadvantages left over with no corresponding advantage/disadvantage then still mention them after all the other points.
- Conclusion – decide on 1 option or the other eg. Should Manuel join a union or not.





ESSAY GRADE MARKING

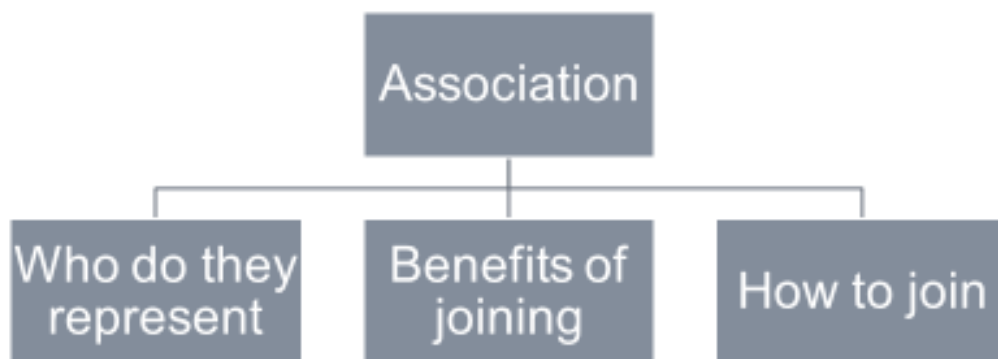
Level	Marks	Descriptor
	0	No rewardable material
1	1-3	Basic arguments on both sides identified, or only one side considered. The answer is likely to be in the form of a list. Points made will be superficial/generic and not applied/directly linked to the situation in the question. No conclusion produced or the conclusion a consequence of only one side of the argument being considered.
2	4-6	Arguments for and against are described but there will be more emphasis on one side than the other. The answer will be unbalanced. A conclusion is present but this is either implicit or as a result of unbalanced consideration of the arguments. There is little or unfocused justification of the conclusion. Most points made will be relevant to the situation in the question but the link will not always be clear.
3	7-8	Balanced explanation of both sides for and against. A conclusion is produced which is justified and clearly linked to the consideration of arguments for and against, and their relative importance to the situation. The majority of points made will be relevant and there will be a clear link to the situation in the question.

What is the difference between a TRADE UNION and a TRADE ASSOCIATION?

A trade UNION provides help, support and representation to PEOPLE who are employed by companies, etc.

A trade ASSOCIATION is a group of COMPANIES, etc who all provide the same or similar services and the aim of the association would be to represent the interests of that trade, or to lobby on its behalf.

How is each Association different?



- PLASA
- APRS
- MPG

MPG

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Acronyms.

- MU Musicians Union

- BECTU Broadcasting, Entertainment, Cinematograph, Theatre Union

- PLASA Professional Lighting And Sound Association

- APRS Association of Professional Recording Services

- MPG Music Producers Guild

PLEASE WATCH THE POWER POINT FOR VIDEO LINKS AND ANSWERS

RCA =

What does an RCA do?.....

.....

Name the 3 main RCA's:

1. PRS =
2. PPL =
3. MCPS =

Video 1 – Part 1: What do they do?

PRS	PPL

Video 1 – Part 2: Businesses pay licences/fees to play music.

Businesses shown & why they use music	Musicians shown & why they like RCA
1	1
2	2
3	3

Video 2:

Businesses/companies shown	Musicians/Artists shown
Digital download sites	

Video 3: PPL in 2013

1. Who was top of 2013 PPL artist chart?
2. 'Cutting Crew' have earned PPL income from 'Died In Your Arms Tonight' since when?
3. Why are record label 'Chemikal Underground' grateful for PPL's income stream?
4. What year was PPL founded?
5. How many recordings do PPL keep an eye on?
6. How many members does PPL have?
7. How many new recordings per month are registered with PPL?
8. How much did PRS collect in royalties in 2013?

Who do PRS/PPL pay?

PRS =

PPL =

Scenario 1: Tom Jones 'It's Not Unusual' (written by Les Reed & Gordon Mills)



Scenario 2: The Beatles



Name:				
Role in band:				
Paid by:				

Scenario 3:

Beatles song 'Come Together' covered by... Aerosmith/Michael Jackson/Arctic Monkeys/ Tina Turner/ Tom Jones/ Robbie Williams/ Tom Jones /Axl Rose & Bruce Springstein.....and many more.

Scenario 4: 'Skyfall' written by Adele & Paul Epworth



Scenario 5: 'Angels' written by Robbie Williams, Guy Chambers & Ray Heffernan



Scenario 6: 'Happy' by Pharrell Williams



Scenario 7: 'Shine' by Take That (minus Robbie Williams) written by Gary Barlow, Mark Owen, Jason Orange & Steve Robson



MCPS - Mechanical-Copyright Protection Society

- A **mechanical license** is a license granting another person/musician to **cover, reproduce, or sample** specific parts of the original composition. A mechanical license does NOT give a third party the rights to sample directly from any of the original recording – **they have to perform it!**
- For example: Puff-Daddy sampled the opening riff from “Every Breath You Take” by The Police in his song ‘I’ll Be Missing You’.
- In order to do this he had to contact the copyright holder of the song and get a **mechanical license** to use all or part of The Police’s song in his composition.
- He cannot, however, purchase The Police’s Greatest Hits, take the CD (or MP3 from iTunes) into the studio, pull the track off of the phono-record, and sample the riff into his new song. For Puff Daddy to sample from the phono-record of The Police’s music, he must get both a mechanical license from the copyright holder of the work (the band Police), *and* a license from the copyright holder of the phono-record (likely to be the record company). He is free to hire musicians to reproduce the Police’s sound, but he cannot copy from any phono-record with only a mechanical license.

1. What does MCPS stand for?
2. What does an MCPS license enable you to do?
3. What can you NOT do with just an MCPS license?

‘Every Breath You Take’ - The Police VS Puff-Daddy - ‘I’ll Be Missing You’

Similarities	Differences

Service Companies: Gig shopping list

Item	Provided by venue?	Buy it / already own it?	Hire it?	Advantage of hiring it.	Disadvantage of hiring

Service/Agency Hire Directory:

▪ Business name:	Logo:
▪ Contact details:	
▪ Type of service:	
▪ Description of services provided:	
▪ Prices:	

▪ Business name:	Logo:
▪ Contact details:	
▪ Type of service:	
▪ Description of services provided:	
▪ Prices:	

▪ Business name:	Logo:
▪ Contact details:	
▪ Type of service:	
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- Prices:

So far..... (so good?) RECAP QUIZ

1. Fill in the grid below with information relating to different venues. (9)

	Type of venue	Advantage	Disadvantage
Small			
Medium			
Large			

2. List 5 items/services a venue might hire. (5)

- a.
- b.
- c.
- d.
- e.

3. Draw a line to connect the correct type of venue with the correct music. (7)

Gospel Church
AHS
Royal Albert Hall
The Unicorn Pub
The O2
Night Club
Norwich Theatre Royal

Robbie Williams
Mozart Recital
High School Musical
Religious Choir
Local band
DJ
Under 16s Talent Show

4. Name the H&S signs. (9)



5. Fill in the following risk assessment with 4 issues to be aware of. (8)

Hazard	Who is at risk	How to prevent
	Back stage crew	
	Audience	
	Artist/ Musician	
	Everyone	

6. Name the 3 main unions that someone with a career in music might use. (3)

- a.
- b.
- c.

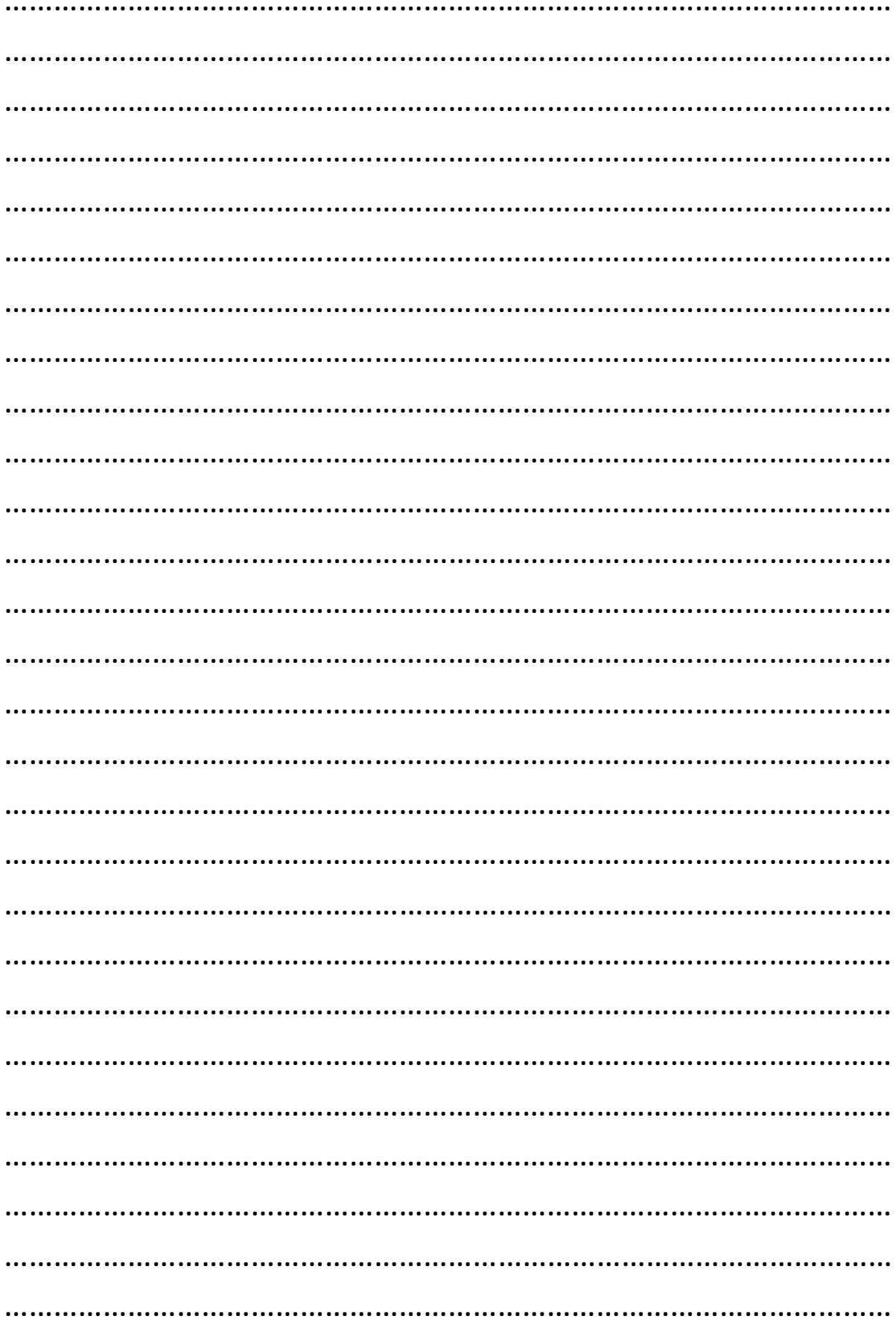
7. Give 2 reasons why a musician might want to join a union? (2)

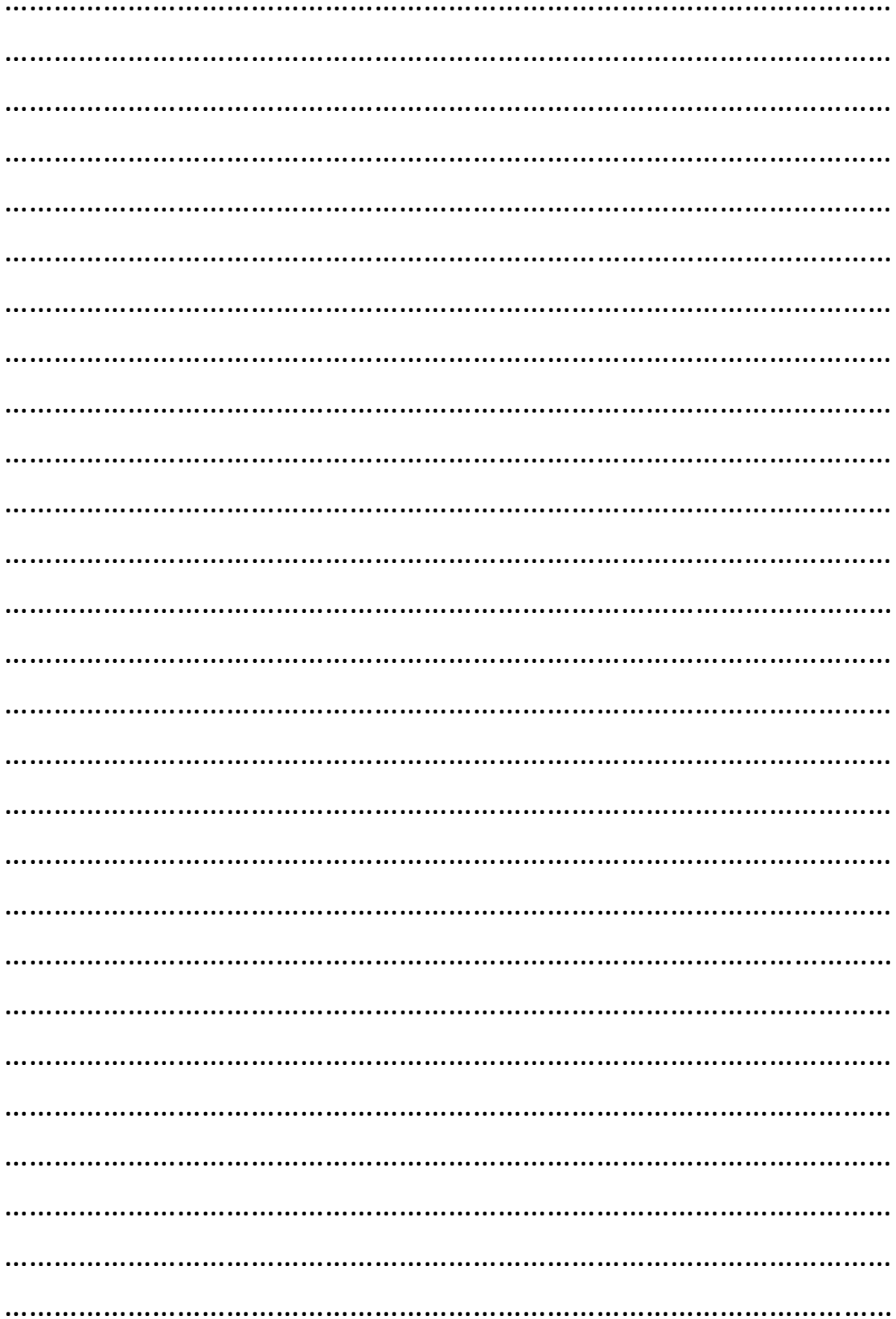
- a.
- b.

8. What is the difference between a trade union & a trade body? (1)

9. What do these acronyms mean? (3)

- a. MPG
- b. PLASA
- c. APRS





Essential Promoter Skills



Carrie Wilson, Promoter

Case
study 1



What is your role?

I promote a club night at a local venue in Doncaster. I'm self-employed so I book venues, artists, DJs, lights, etc. for various circumstances and opportunities that arise. The regular Friday night slot is essentially DJs, lights and dancing, although we do put on solo artists, singers and rappers when they're available.

Tell us about a recent unusual event and how it came about.

Normally I book at least a month in advance, but sometimes circumstances change and you have to get replacements in at short notice. Recently, there's been travel chaos and the star DJ wasn't able to make it so we had to get someone more local to come instead. The club night had actually started before we phoned the DJ to see if he could stand in, but he managed to make it in time and he went down a storm. We now use him far more regularly, as we know he's reliable.

What do you have to consider when making a booking?

Once you understand your audience and their demands, you can become quite precise in what you require and how much you are willing to pay. The audience round here likes a specific type of music, so it's easy to communicate my requirements to suppliers to ensure I get what they want. These are the things I do:

- Hire the venue – pay a cash deposit at that point, and the rest after the night. Some venues have different arrangements, liking upfront payments or sight of receipts, but most venues are encouraging and helpful, and want you to succeed and make money.
- Know your dates, e.g. every Friday night. Carry a diary! Most of my notes are on my phone but I keep a paper diary at home just in case, to make sure I'm not double-booking or failing to book at all.
- Book the artist – they are the most disorganised people on the planet! Tell them you are going to book them, then book them, then tell them that you've booked them – so three times, minimum.
- Budget for marketing, to make posters and flyers; get local students to distribute for discounted ticket prices. Tap into whatever networks you can. Students are great at doing the advertising in return for free passes or some access backstage and so on. Keep the budget tight, both on paper and in your head.
- Aim for 40 per cent profit every night. It sounds like a lot but you need 30 per cent to reinvest in the next event, so your margin is only 10 per cent or so, which might not be very much.

If you're new, the venue will ask you to hire the bar staff to cover security, but once you get to know the venue, they usually cover that in their fee. I work out how much I can afford to pay out based on anticipated attendance, which is around the same each week.

- 1 Do you think you would enjoy this sort of role?
- 2 Would you enjoy working in an environment where circumstances can change dramatically from one day to the next?
- 3 What would you do if a band cancelled two days ahead of a booking?

Case study 2



Craig Phillips, BTEC learner

Craig completed his BTEC Level 2 Music course last year and is currently doing a BTEC Level 3 Music Diploma at college.

What did you do?

When I was doing my Level 2 course last year, I was surprised to find out how many music venues there were in my town. We visited a couple of venues as part of our course, where we got to speak to people who worked there. I love going to gigs, and I go as often as I can. I usually try to get there early to see if I can help out with the setting up, or just talk to people (if they have time!) to find out as much as I can about this side of the industry.

Before starting the course, I was only interested in making music, but then I discovered the business side of it and the potential for making money by putting on regular nights at a local venue. I approached a local promoter; I now help him out and I'm hoping to turn it into a career.

What was the most useful thing you learned?

Money and everything about it. You can see the queues and hear the beats, but the money is what makes it all happen. I didn't really see beyond the beats before. I think it's taken something away from it, but I can see that it's business now, and that's OK.

What do you wish you'd done differently?

I only use my laptop for making music; I wish I'd got into using it for other things in school. Not so much the business side, but I wish I'd done some more video or pictures, and got stuff on YouTube. That's the best way of advertising and I should have got into that.

Other stuff I wish I'd done more – videoing, emailing, making flyers. DMing, BBM, Facebook, all that stuff really. Social networks – you can be so busy. But it's fun actually, you just take what you do with your mates and make it work for the gigs.

Name all the artists on the next page and what genre of music they do. They are all signed with the same record label.



RECORDING COMPANY vs PUBLISHING COMPANY

SEE INFO POWER POINT TO FILL IN THE BLANKS

- ⦿ While own the rights to made by the they have signed, they do not own the rights to the actual (think how many artists have done).

- ⦿ A (whether they record the songs themselves or write them for others) can choose to sign a contract with a which deals with the of the actual

- ⦿ The makes sure the gets the they are owed, and helps them earn money by selling their songs to different or TV adverts.

- ⦿ A prime example of the use of a is from the school musical. The school must for the right to the and pay to the in the form of a % of ticket sales.

- ⦿ Each of the 3 main (Sony, Warner and Universal) also own their own Securing money from both routes.

