

# **BTEC Music Technology Revision Guide**

Name: \_\_\_\_\_

Form: \_\_\_\_\_



# Music Venues

## Small Venues

There are a number of small venues that host music events. These include the following:

- Pubs
- Clubs
- Theatres

Different venues are suitable for different types of performance below is a table of the types of performance you might expect to find at each of the venues.

| Pub  | Club   | Theatre  |
|--|--|--|
| Local Band                                       | Local Band                                       | Semi-Professional Band                           |
| Solo Acoustic Act                                | DJ   | Amateur Dramatic Society                         |
| Niche Performance (folk, world music, jazz etc.) | Niche Performance (folk, world music, jazz etc.) | Niche Performance (folk, world music, jazz etc.) |

## Medium Venues

Medium venues include:

- School Halls
- Churches
- Clubs (large)
- Theatres (large)

These venues are more likely to host more mainstream events to ensure that they are full, as they will lose money if they cannot get enough people through the doors. This is due to the higher running costs of these types of venues.

## Large Venues

Large venues include:

- Arenas
- Stadiums

These are the most mainstream venues and play host to a variety of popular events. These venues are usually where you would go to hear the “big” names in music. It is very expensive to put on a concert at these venues and they are not just used for music events. Music events that happen there have to be very commercial to justify the cost of using the venue.

## Venue Locations

When planning on opening a venue there are a number of things to consider:

- Local Competition - Are there other venues offering similar events?
- Transport Links - is the venue easy to get to?
- Near residential area - are you going to annoy the neighbors?
- Available audience - do the type of people you want to cater for live in the area?

## Revision Tasks

Match the Following acts to the venue:

|                         |
|-------------------------|
| Local Village Band      |
| Choir                   |
| DJ                      |
| Ed Sheeran              |
| Amateur Dramatics Group |
| School Band             |
| Beyoncé                 |

|             |
|-------------|
| Pub         |
| Club        |
| Theatre     |
| Stadium     |
| Arena       |
| School Hall |
| Church      |

You are considering opening a new arena in a quiet village. Explain why you think this might not be an appropriate:

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(8 Marks)

## Fire Rules

If you run a business venue or a music venue you have to adhere to certain fire rules. These should be included in a fire safety plan. The fire safety plan should include the following:

- List of fire exits - there should be enough to allow easy exit in the event of a fire
- List of fire extinguishers - these should be matched to the type of fire likely in that area (no water near electrics!)
- Where to meet in the event of evacuation - this is important to ensure that everyone has evacuated

## Risk Assessments

A risk assessment does not make it impossible for an accident to happen, they are designed to help minimise the risks to the public and employees.

## Types of Risks

Below is a list of the most common types of risks encountered within jobs in the music industry.

- Manual Handling - Lifting
- Fire
- Tripping
- Electrics
- Bodily Fluids
- Aggressive members of the public
- Crushing
- Working at heights

## Reducing Risk

Most of the time risks can be reduced using common sense. A lot of the risks listed above also require staff to be trained in how to deal with them. As an employer it would be your job to ensure that all staff are trained. For the following risks list ways in which the danger could be minimised:

| Risk     | Way to minimise |
|----------|-----------------|
| Tripping |                 |
| Electric |                 |
| Crushing |                 |

## Copyright Law

Copyright protects your music from being used without your permission and you receiving credit (and money) for it. Copyright protects your recordings, compositions and scores. However there are some exemptions from copyright, they are:

- Education
- Critique
- Parody

## Agencies

| Name                                    | Acronym | Function   |
|---|---------|--|
| Performing Rights Society               | PRS     | Licenses music to be played live.                                |
| Phonographic Performance Limited        | PPL     | License recordings of music to be played in public or broadcast. |
| Mechanical Copyright Protection Society | MCPS    | Covers duplication of recorded medium (CDs)                      |
| Music Publishers Association            | MPA     | Protect written scores and their duplication.                    |

## Licenses

To be able to play different types of music in public you have to apply for different licenses. If you wish to play recorded music in public, even just having a radio playing, you must have a PPL license.

To put on a live music performance you have to obtain a license from the local district council. You do not need a license if the performance meets the following criteria:

- it takes place between 8am and 11pm
- it takes place at a licensed premises or workplace
- the audience is no more than 200 people

## Revision Task

Jim wants to have a radio playing in his barber shop whilst he cuts his customers hair. Explain the type of license Jim would need and why it is important to musicians that he obtains this license:

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# Production and Promotion

## Record Companies

There are two main types of record company majors and independent. Major labels are the big commercial record companies and their subsidiaries. The big three record labels are:

- Universal Music Group
- Sony Music Entertainment
- Warner Music Group

Independent labels are labels not owned by these three major companies, they normally sign smaller, niche acts such as small jazz acts or local unsigned bands.

Record companies will usually pay for the band to produce a record and promote it. However, the record company may want creative input in the record and will take a large percentage of the money earned from a successful record.

Independent labels usually offer the artist more freedom and want less control than one of the major labels.

## Music Publishing

Music publishing companies are there to help an artist collect royalties for his/her work. The artist can assign the company the copyright for their music and in return they will handle all of the collection of fees due if the music is used commercially.

It is possible to self publish, this is good in some ways as you do not have to pay a percentage to a music publisher (usually 30%). However, it is a lot of work for you to check that your music is not being used without your permission and could get very expensive if you have to take someone to court.

## Promoters

Promoters help artists to get live work. They are in charge of organising concerts and festivals, as well as events at clubs. Live Nation is one of the biggest promoters organising many events, they have recently merged with TicketMaster to become the main promoter of music events worldwide.

## Broadcasting

Broadcasting plays a major role in helping an artist to sell their music. There are many forms of broadcasting available each with their pros and cons. Television is one of the best mediums to help promote an artist to a big audience. If your music is used in an advert or TV show, this can really help to boost sales. Some artists choose not to collect royalties if it is going to help the music to sell.

The same is true of radio, it is slightly easier to get your music on the radio, however the audience might not be as big as a major TV channel (this is not true of the major breakfast shows on BBC radio, but it is very hard to get played on these).

The easiest place to get your music played is online. There are many online outlets, such as MySpace, Spotify and LastFM. The audience for these sites tends to be much smaller than radio or TV and you do will get less in royalties because of this.

## Marketing

There are now many ways to market a product, from online using social media to TV ads and magazine articles. All have their pros and cons, but the main trend tends to be that the more expensive the advertising the bigger audience it will reach.

## Distribution

Distribution is how your music is sold. This can be in physical format (CD, DVD, etc) or digital format (MP3). Whilst it is cheaper to sell your music digitally, as you do not have manufacturing and shipping costs, you do have to give a percentage to the company selling it. Also in the case of iTunes you will probably have to pay an online distribution company to upload the music for you, as iTunes do not deal with small independent companies.

Selling music in a physical format can be expensive as you have to manufacture the CDs and ship them to shops. You do tend to keep a large percentage of the profit from the sale of a CD, but not much more.

## Revision Task

|                     | Pros | Cons |
|---------------------|------|------|
| Self Publishing     |      |      |
| Online Distribution |      |      |
| Independent Label   |      |      |
| TV Advert           |      |      |
| Spotify             |      |      |



# Unions

## Who are they?

| Name  | Who can join  |
|---|---|
| Musicians Union (MU)  | Musicians, composers, instrumental teachers                 |
| Equity  | Actors, dancers and other performers                        |
| Broadcast Entertainment Cinematograph Theatre Union (BECTU) | technicians (makeup, sound, lighting, special effects, etc) |

## What do they do?

The main role of a union is to ensure that people are treated fairly at work. To ensure this they monitor working conditions and contracts. They can also provide musicians with a standard contract to help them ensure they get paid for work.

Unions also give advice on work related issues, such as tax, national insurance and working hours. A lot of press on unions show them going on strike, this is usually the last resort in a trade dispute. A trade dispute happens when members of the union believe that they are being treated unfairly and the employer disagrees. Unions will work with the employer to try to resolve this, using strike action as a last resort if talks do not work.

Being in a union is also a great way to meet other musicians, they will hold local events and give information on pension, insurance and changes in the law.

## Revision Task

Tarique is in a wedding band. After a recent wedding the couple refused to pay the band, saying that they had no money. Why would being a member of a union help the band in this situation?

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(4 Marks)



# Jobs in the Music Industry

## Performance/Creative

| Job                   | What it involves |
|-----------------------|------------------|
| Musician              |                  |
| Composer              |                  |
| Producer              |                  |
| Musical Director      |                  |
| Live Sound Technician |                  |
| Roadie                |                  |
| Instrument Tech       |                  |

## Management/Promotion

| Job  | What it involves |
|--|------------------|
| Artist Manager                             |                  |
| Venue Manager                              |                  |
| Studio Manager                             |                  |
| Promoter                                   |                  |
| Marketing and PR                           |                  |
| A&R (Artists and Repertoire, talent scout) |                  |

## Recording

| Job                      | What it involves |
|--------------------------|------------------|
| Engineer                 |                  |
| Maintenance and Repair   |                  |
| Producer                 |                  |
| Session Musician         |                  |
| Mastering Engineer       |                  |
| CD Manufacturer          |                  |
| Digital Delivery Company |                  |

## Media

| Job                 | What it involves |
|---------------------|------------------|
| Music Journalist    |                  |
| Broadcaster         |                  |
| Software Programmer |                  |
| Retailer            |                  |
| Distributor         |                  |

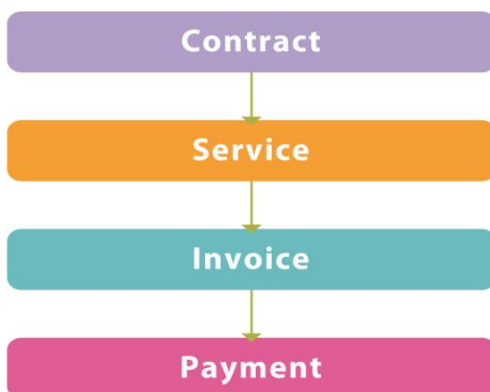
# Job Contracts

## Employment Patterns

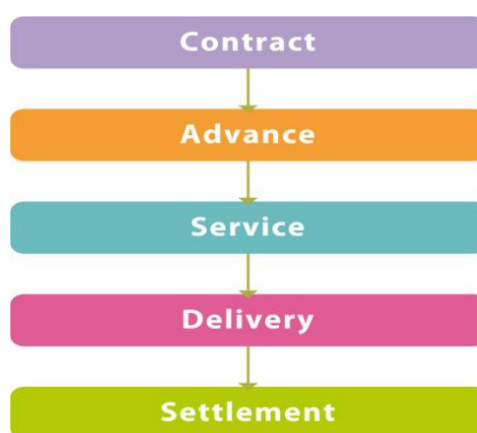
| Type of Employment | Pros | Cons |
|--------------------|------|------|
| Full Time          |      |      |
| Part Time          |      |      |
| Freelance          |      |      |
| Permanent          |      |      |
| Temporary          |      |      |
| Self-Employed      |      |      |
| Volunteer          |      |      |

## Getting Paid

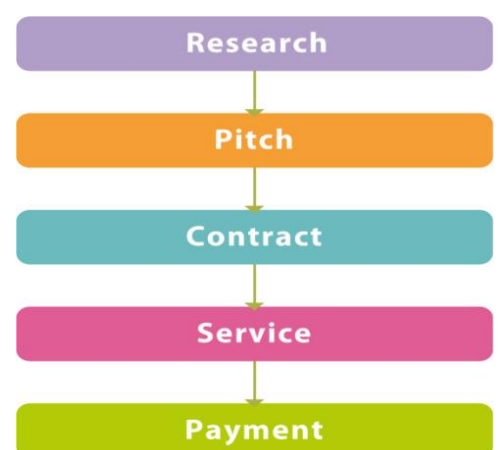
Method 1



Method 2



Method 3







# Glossary

| Word              | Definition |
|-------------------|------------|
| Small Venue       |            |
| Medium Venue      |            |
| Large Venue       |            |
| Copyright         |            |
| PRS               |            |
| PPL               |            |
| MPA               |            |
| Record Company    |            |
| Artist Manager    |            |
| PR                |            |
| Union             |            |
| Distribution      |            |
| Contract          |            |
| Marketing         |            |
| Health and Safety |            |
| Risk Assessment   |            |