

Thursday 25/11/2021

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# UNIT 1 WHISTLE STOP TOUR:

- Venues
  - Health and Safety/ Risk Assessments
  - Job Employment – different types of employment. Adv and Dis of Permanent and Casual Work
  - Roles
  - Recording Companies/ Record Labels – Major and Independent
  - Music Publishing – royalties
  - Music Publishing – major publishing house/ self publishing house
  - PR and Marketing Companies
  - Hire and Transport Companies
  - Agencies
  - Unions
  - Trade Bodies
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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# LARGE VENUES:

## Advantages:

- They have excellent sound and technical facilities
- More publicity and promotion available
- Charge higher fees for tickets
- More seats available to purchase

## Disadvantages:

- Large costs of hiring such a large venue
- Would have to have a certain level of fame in order to attract the amount of people needed to make a profit.
- Less intimate
- More people required to organise so money split more ways

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# SMALL/ MEDIUM VENUES:

## Advantages:

- Intimate atmosphere
- More accessible to local bands
- Caters more to the community
- Can be cheaper to hire

## Disadvantages:

- Poor sound quality and technical facility
- Limited audience due to venue size
- Less opportunity to publicise and promote the event
- Less opportunity to make significant amounts of money.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# TASK:

Answer the following 8 mark question.

Reminder: 8 marks – needs at least 8 points to be made and a conclusion.

Please write in full sentences, pay attention to your grammar/ punctuation.

**Abbie is Stormzy's manager. She needs to hire a venue. Discuss the reasons for and against hiring a small/medium venue or a large venue. (8 MARKS)**

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# 8 MARK QUESTION:

Often:

- Advantages and Disadvantages
- Opportunities and Challenges

All answers should have a clear structure with a conclusion.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

## Abbie is Stormzy's manager. She needs to hire a venue. Discuss the reasons for and against hiring a small/medium venue or a large venue. (8 MARKS)

Stormzy is a very famous act, therefore he has a lot of fans so hiring a large venue would mean that there are **more tickets/ seats available so more money could be made due to higher ticket sales and higher ticket prices**. However, despite being able to make more money due to higher ticket prices and sales, there is a **higher cost involved with hiring a large venue, due to having to pay more staff such as catering staff, security and carpark staff**. This would lower the amount of profit that would be made which is a disadvantage.

An **advantage of a small venue is it is cheaper because there are less costs involved once the venue is hired as there are less staff to pay**. However **ticket prices are lower so less money can be made**, and secondly as there are **capacity restrictions and therefore less tickets available** fans may not get tickets and therefore this is a **wasted opportunity to make more money**.

Secondly, hiring a small venue has a **disadvantage as the sound quality/ systems in small venues are often not as modern or high quality due to have less technical facilities or a smaller budget compared to large venues**.

Thirdly, when hiring a large venue there are **more opportunities to promote and publicise the event due to the services that large venues offer with this**, this could draw more people in.

Finally, if Abbie were to book a small/medium venue for Stormzy **this would be very profitable for this venue and the surrounding community**. This venue would do very well, and **potentially attract new customers for the future, and the surrounding community could also benefit from an influx of people due to the gig, for example, taxi companies, local hotels and takeaways/ restaurants**.

# EIGHT MARK QUESTION

<b>Marks</b>	<b>Descriptor</b>
<b>0 marks</b>	<b>No rewardable material</b>
<b>1-3 marks</b>	<b>A few key points identified, or one point described in some detail. 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.</b>
<b>4-6 marks</b>	<b>Some points identified, or a few key points described. The answer is unbalanced. Most points made will be relevant to the situation in the question, but the link will not always be clear.</b>
<b>7-8 marks</b>	<b>Range of points described, or a few key points explained in depth. The majority of points made will be relevant and there will be a clear link to the situation in the question.</b>



Thursday 01/12/2021

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

Starter: Swap books with another person.  
Read through their 8 mark answer from last less  
Using the criteria can you give them a mark and explain  
why you are giving them that mark

What have they done well in their writing

What could they improve on to gain more mark

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Paul needs to book a venue for the band he manages. They have an expanding fan base, and have moderate success. Discuss what type of venue Paul should book for the band. (8 Marks)

2 advantages of a small/medium venue and how this links to the question

2 disadvantages of a large venue and how this links to the question

2 disadvantages of a small/medium venue and how this links to the question

2 advantages of a large venue and how this links to the question

Conclusion:



07/12/2021

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

Starter: Look at the picture - Can you circle and label any hazards.

Extension - Comment on how the hazards could be avoided.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.



**MS**  
Multiple Sclerosis Society

**GENTS**

**EMERGENCY EXIT**

**CAR PARK 1000m**

**FIRE**

**FIRST AID**

**TEA**

**WASTE**

R. EDWARD DUSZCZAK

# HEALTH, SAFETY AND SECURITY

**Answer the following question:**

**What health and safety measures does a venue need to have in place before putting on a live performance?**

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**LEARNING OBJECTIVE:** To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation

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LEARNING OBJECTIVE: To recap unit 1 knowledge.



# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
- Electrical equipment safe

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
- Electrical equipment safe
- Hygienic toilets and clean drinking water
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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
- Electrical equipment safe
- Hygienic toilets and clean drinking water
- First Aid qualified staff

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
- Electrical equipment safe
- Hygienic toilets and clean drinking water
- First Aid qualified staff
- Emergency exits in case of a fire

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
- Electrical equipment safe
- Hygienic toilets and clean drinking water
- First Aid qualified staff
- Emergency exits in case of a fire
- Effective fire safety evacuation procedure

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation - Obstacles appropriately highlighted
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- 

LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- Obstacles appropriately highlighted
  - Adequate parking

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- Obstacles appropriately highlighted
  - Adequate parking
  - Flow of people coming in and out of the venue
- 

LEARNING OBJECTIVE: To recap unit 1 knowledge.



# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- Obstacles appropriately highlighted
  - Adequate parking
  - Flow of people coming in and out of the venue
  - Secure ramps/ scaffolding

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

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- Heating, lighting and ventilation
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- Obstacles appropriately highlighted
  - Adequate parking
  - Flow of people coming in and out of the venue
  - Secure ramps/ scaffolding
  - Disability access and mobility of venue

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# HEALTH, SAFETY AND SECURITY

- Heating, lighting and ventilation
  - Electrical equipment safe
  - Hygienic toilets and clean drinking water
  - First Aid qualified staff
  - Emergency exits in case of a fire
  - Effective fire safety evacuation procedure
- Obstacles appropriately highlighted
  - Adequate parking
  - Flow of people coming in and out of the venue
  - Secure ramps/ scaffolding
  - Disability access and mobility of venue
  - Adheres to maximum people in venue
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LEARNING OBJECTIVE: To recap unit 1 knowledge.

**Can you list the different types of employment.**

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**LEARNING OBJECTIVE:** To recap unit 1 knowledge.

# Types of Employment

- Full time – 37-40 hours a week
- Part time
- Permanent job
- Casual work
- Self-employed
- Volunteers
- Zero hours contract

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

Create a table. Can you list the advantages and disadvantages of being Part time, full time or freelance

Type of employment	Advantages	Disadvantages
Part time		
Full time		
Freelance		

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

09/12/2021

Starter: Continue to complete your 8 Mark answer based on your table from last lesson.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

Type of Employment	Advantages	Disadvantages
Part time (between 1-4 days a week)	<p>SAME AS FULL TIME WORK.</p> <ul style="list-style-type: none"> <li>- Time to pursue hobbies as have more time.</li> </ul>	<ul style="list-style-type: none"> <li>- Might not have enough hours</li> <li>- Therefore might not earn enough money.</li> </ul>
Full time (37-40 hours a week)	<ul style="list-style-type: none"> <li>- Annual Reliable salary with holiday/ sick pay / pension</li> <li>- Tax/national insurance paid automatically</li> <li>- Regular pay</li> <li>- Long term</li> <li>- Legal Contract</li> <li>- Potential promotion and training opportunities</li> </ul>	<ul style="list-style-type: none"> <li>- Don't have time to pursue own projects.</li> <li>- Tied down</li> <li>- Less free time</li> </ul>
Freelance/ Self Employed	<ul style="list-style-type: none"> <li>- Flexible</li> <li>- Can earn lump sums of money</li> <li>- Not committed to a particular employer</li> <li>- You can be your own boss</li> <li>- Potentially have time to pursue hobbies.</li> </ul>	<ul style="list-style-type: none"> <li>- No paid sick/ holiday leave</li> <li>- Can be unreliable</li> <li>- Continually looking work due to short contracts/ projects</li> <li>- Have to sort your own tax/ national insurance/ pension</li> </ul>



What is the role of a music publisher?

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# Major Publishing House

A music publisher is responsible for ensuring the songwriters and composers receive payment when their compositions are used commercially.

A songwriter or composer "assigns" the copyright of their composition to a publishing company. In return, the company licenses compositions, helps monitor where compositions are used, collects royalties and distributes them to the composers.

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**LEARNING OBJECTIVE:** To recap unit 1 knowledge.

# Self-Publishing House

When composers/ artists carry out the publishing roles (developing, protecting and valuing the music) for themselves.

This is now easier due to the advancements in technology/ the internet.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

Create a table. Can you list the advantages and disadvantages of a major publishing house and self publishing

	Advantages	Disadvantages
Self publishing		
Major publishing house		

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# MUSIC PUBLISHING

## Major Publishing House

Advantages	Disadvantages
Better equipped to distribute music, through funds they have available and connections they already have.	Artists usually need to go through an agent who will take a percentage of the money you earn.
The music published is associated with a certain quality (the music publishing house) and can be packaged and printed to reflect this.	It is harder to have music published when the company is large.
There are a lot more opportunities for marketing and promotion as the publishing house will do this for you and have greater funds to do this more extensively.	The company may insist on editing your music.

## Self-Publishing

Advantages	Disadvantages
Don't need to go through an agent as you can send your work directly to them.	Less marketing and promotion through online publishing. This will need to be carried out by a composer.
You are more in control of the editing process.  It can be a stepping stone to a larger company.	You are likely to make less money, especially in the short term.
May cater to a specific genre that is different from the style required of major publishing houses.	

## 8 Mark Question Practice

James is signed to an independent record label and wants to publish and promote his music for an upcoming concert. James is unsure if he wants to use a major publishing house or to self publish. Discuss the different options James has.

**REMEMBER: 2 advantages of a major publishing house and 2 disadvantages  
2 advantages of self publishing and 2 disadvantages.**

**Explain the roles of each and how they can advantage or disadvantage James**

**Conclusion - Overall and summing up points discuss. Always relate back to the question.**

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**LEARNING OBJECTIVE: To recap unit 1 knowledge.**

Starter - What is the purpose of Royalties?

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LEARNING OBJECTIVE: To recap unit 1 knowledge.



# ROYALTIES:

An amount of money paid to the composer/ performer when the song/performance of the song is played.

**Performance Royalties**: The fees music users pay when music is performed publicly. The use of music over the radio, in a restaurant or bar, or over a service like Spotify is considered a public performance.

**Mechanical Royalties**: A mechanical royalty is a royalty that is paid on a physical (or digital) copy of a recorded song. For example if you buy a CD or stream a song online.





# Record Labels

A record label, or record company, is a brand or trademark of music recordings and music videos, or the company that owns it.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

What is the difference between a major record label  
and an independent record label?

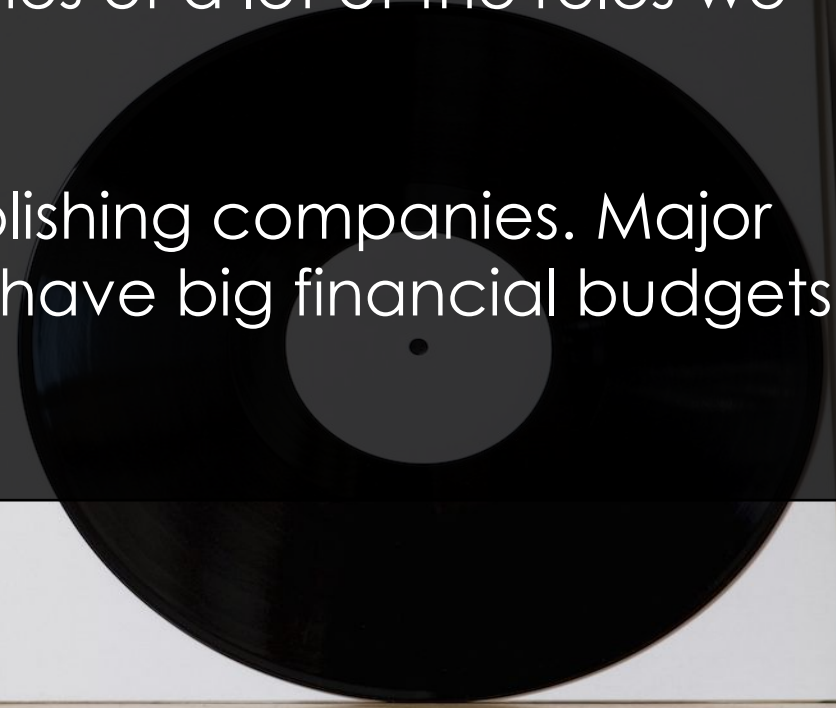
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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# What is a major record label?

A major record label covers the responsibilities of a lot of the roles we have learnt about.

They operate their own distribution and publishing companies. Major record labels are also heavily funded. They have big financial budgets for marketing, production, touring, and more.



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LEARNING OBJECTIVE: To recap unit 1 knowledge.



WARNER MUSIC GROUP



SONY MUSIC



UNIVERSAL MUSIC GROUP

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# MAJOR RECORD LABEL

## ADVANTAGES:

- More money = bigger budgets
- They have many connections with other labels and artists
- Great links when it comes to promotion
- Because of their large size they can get the best deals on manufacturing, advertising and links to media outlets.

## DISADVANTAGES:

- Difficult to stand out in such a big pool of artists
- Deals can be balanced in favour of the record label making money as opposed to the artist. Money minded.
- More mass media driven than interested in your style of music.
- Artist loses a lot of the creative control over the music and may be told what songs they must sing.

# INDEPENDENT RECORD LABELS

- An independent record label (or indie label) is a record label that operates without the funding of major record labels; they are a type of small to medium-sized enterprise.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# INDEPENDENT RECORD LABEL

## • ADVANTAGES:

- Less artists, so more time spent with the artists
- Contracts are more fair to the artist- they get a more even split of the money
- More time spent with the artist = closer personal relationship
- Artist can have creative freedom with the songs chosen and the sound of the music

## • DISADVANTAGES:

- Less funds available to make records
- Less funds to publicise and promote a record
- Organisation of record label can be difficult due to less employees and more informal nature
- Can have less contacts with the media for advertising and promotion.

8 Mark Question - Kaitlyn has composed an album and is wanting to get her music out to a wider audience. Kaitlyn is unsure if she wants to try and sign up to a record label or to promote herself.

Discuss the implications of Kaitlyn working for herself or a record label.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.



# PR and Marketing Companies:

Their role is to sell and market your product (music/gig tickets/merch)

To do this they:

- Advertise the artist and introduce new music to fans
- Connect with fans through social media
- Grow the sales of the artist
- Target the appropriate audience

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

**Debate - Is it worth hiring a PR  
and marketing company.**

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**LEARNING OBJECTIVE: To recap unit 1 knowledge.**

# DEBATE: Is it worth hiring a PR and Marketing company?

- Save time as the PR company know what they are doing.
  - PR companies already have contacts.
  - “I think some of the biggest struggles are timing, available opportunities, and being the right fit for the publication. There are certain times of the year that lend themselves to being better for record/single releases.”
- Could you do the job yourself?
  - Are the companies honest? Some PR companies have been accused of buying Spotify plays/social media followers
  - You could feel distanced from your fans.
  - Often PR companies can take control of your image which may not suit you

# Promotion Company

- What is a promotion company?
  - A promotion company supports the marketing and promotion of an artist and encourages publicity of an artists product for public awareness.
  - Roles include:
    - Secure a venue for a show
    - Promote the show through media
    - Cover venue costs and promotion costs
    - Work with the artist to cover all needs.
- 

LEARNING OBJECTIVE: To recap unit 1 knowledge.

# Hire and Transport Company

- Very self explanatory....
- A company that musicians can rent equipment from that will also transport the equipment to the venue and help with set up.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# Unions:

- A union is an independent organisation that represents and stands up for the rights of their members.
- This can include legal situations, health and safety conditions in the workplace, fair treatment in the workplace etc

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LEARNING OBJECTIVE: To recap unit 1 knowledge.

# MUSICIANS UNION (MU):

- Represents musicians working in all sectors of the British music business.

Musicians'  
Union



# EQUITY:

- UK trade union for professional performers and creative practitioners.
- Represents artists from across the entire spectrum of arts and entertainment.



# BECTU:

- The Broadcasting Entertainment Cinematographer and Theatre Union.
- Represents the UK's media and entertainment trade union.



# Trade Bodies:

- They act as a representative body for the industry they represent, putting forward the collective view and position of its members. As the 'industry voice', trade associations speak on behalf of their members to government, agencies, regulators, the media and other opinion formers.
- For example: On a much smaller scale: A form rep takes down the opinions/concerns of the form, they then take this to the student council where the forms voice is heard and then something is done about it.

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LEARNING OBJECTIVE: To recap unit 1 knowledge.





- Membership is open to all producers, engineers, mixers, re-mixers, programmers, sound designers, mastering engineers, students, enthusiasts – everyone who shares our delight in the possibilities of music and audio.
- The MPG represent these people on behalf of their members to government, agencies, regulators, the media and other opinion formers.



- Represent those who work in the audio industry in the UK.
- Members include: recording studios, audio engineers and manufacturers



- PLASA is the lead international membership body for those who supply technologies and services to the event and entertainment industries.
- The Association works to ensure that each sector is fully represented and plays an active role in highlighting best practice and safe working conditions.



PRRS  
for MUSIC

# AGENCIES:

- An agency is an organisation that provides a particular service on behalf of a business or an artist.
- The ones we learn about in BTEC are all **ROYALTY** collecting societies, making sure musicians get paid when their music is played/used.



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LEARNING OBJECTIVE: To recap unit 1 knowledge.

PRS = Performing Rights Society

**PRS for Music collects and distributes money on behalf of songwriters, composers and music publishers, for the use of their musical compositions and lyrics for music PLAYED IN A PUBLIC PLACE OR OUTSIDE OF THE HOME.**



**(Performances)**

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**LEARNING OBJECTIVE: To recap unit 1 knowledge.**

**PPL = Phonographic Performance Ltd**

**Licences the right to play recorded music and music videos in public, they then collect royalties for this.**

**(Recorded music).**



MCPS = Mechanical Copyright Protection Society

MCPS pay royalties to their members when their music is:  
copied as physical products, such as CDs and DVDs  
streamed or downloaded used in TV, film or radio.

ROYALTIES FOR PHYSICAL COPIES/ SALES OF THE MUSIC.



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LEARNING OBJECTIVE: To recap unit 1 knowledge.