MUSIC BUSINESS II: MUS 3321-001  
Spring 2017

3 Credit Hours  
Day & Time: Tuesday & Thursday 2:00 –3:15 AM  Room PAC-306
Instructor: Dr. Dan T. Sipes  
Bay Hall, Room 1.11  
361-825-5659  
dan.sipes@tamucc.edu
Office Hours:  
M-F 11:00 – 12:00 pm

COURSE DESCRIPTION:
An in depth examination of the practices and procedures of the music industry that pertain to accounting, taxes, copyright, licensing, marketing and contracts.

COURSE OBJECTIVES:
The primary objective of this course is to develop a working knowledge of the music industry and to remain in compliance with the U.S. legal system.

STUDENT LEARNING OUTCOMES:

At the conclusion of the course, the student will be able to:

• Demonstrate knowledge of tax law as it pertains to the music industry.
• Describe accounting procedures that apply to the music industry.
• Describe how music is licensed for mechanical, print, performance and synchronization usages.
• Build basic marketing campaigns for performers, recordings and products.
• Demonstrate knowledge of contracts and contract negotiations as it pertains to the music industry.

REQUIRED TEXT & MATERIALS:

ASSIGNMENTS & PROJECTS:
Weekly assignments and readings will be given as new techniques and principles are discussed in class. Assignments will be due weekly and discussed in depth. The assignment topics will include copyright, publishing, and performance rights;

• Personal and property rights, trademark, copyright and contract rights
• Music publishing, recording artist, artist-management and performance agreements
• Business entities including sole-proprietorships, corporations, limited liability companies, joint ventures and non-profit corporations.
• Accounting and finance including income and cash flow statements.

There will be a midterm test and a final test that cover basic terminology and procedures in the music industry.
Two projects will be assigned.
The first project will be a research assignment that addresses copyright, taxing and licensing issues that are specifically geared to the interests and needs of each student. These could include:
- Obtaining various permissions to record or perform several compositions.
- Obtaining copyrights for compositions created by the student.
- Organizing a tax structure for a music business or performing group.

The second project will be a research assignment dealing with business entities, accounting and marketing. These could include:
- Establishing an accounting system for a music business or performing group.
- Creating a marketing strategy for a music product or performing group.
- Establish a business entity for a music business or performing group.

GRADING PROCEDURES & POLICIES:
Assessment of the student's work is based on the following criteria:
- Command and application of the material covered in the class room.
- Command of terminology.

GRADING SYSTEM:
The student's final grade will be drawn from grades received for each component of the course:

<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assignments</td>
<td>36</td>
</tr>
<tr>
<td>Portfolio Project</td>
<td>20</td>
</tr>
<tr>
<td>Research Project</td>
<td>20</td>
</tr>
<tr>
<td>Midterm</td>
<td>12</td>
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<tr>
<td>Final</td>
<td>12</td>
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<tr>
<td>Total</td>
<td>100</td>
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COURSE OUTLINE:
This is subject to change, dependent on the needs and progress of the class.

ATTENDANCE
Students are expected to treat this course as a job simulation; you will be expected to attend every workday (class) unless you have a very good reason or make prior arrangements.
- You will be allowed 4 “sick days.”
- If you must miss class due to an illness or emergency, please email, call me, or leave a message on my voice mail prior to class.
- After 4 absences, each unexcused absence will drop your final grade 4 points.
- After 6 absences, your grade will be an automatic F.
  - This is a music department policy.

PERFECT ATTENDANCE will be rewarded with 2 points being added to your final grade. Only one absence will be rewarded with 1 point being added to your final grade.

TARDINESS
If you are late for class, minimize your entrance and don’t disturb your classmates. Tardiness will count as ½ an absence.

Course Schedule
- Week 1-2: A Legal Primer: Rights, Trademarks and Copyright
- Week 3: Defining Goals and Choosing a Business
- Week 4: Music publishing, recording artist agreements
- Week 5: Artist-management and performance agreements
- Week 6: Forms of Ownership: Sole Proprietorship, Partnership, Corporation or Non-Profit.
- Week 7: Accounting and Finance
- Week 8-9: Balance Sheets, Income Statements and Cash Flow Statements
- Week 10-11: Dispute Resolution: Arbitration and Mediation
- Week 12-13: Electronic Media Regulations
- Week 14: Current and Future Trends in the Music Industry
- Week 15: Project Presentations

GRADE APPEALS PROCESS
As stated in University Procedure 13.02.99.C2.01, Student Grade Appeal Procedures, a student who believes that he or she has not been held to appropriate academic standards as outlined in the class syllabus, equitable evaluation procedures, or appropriate grading, may appeal the final grade given in the course. The burden of proof is upon the student to demonstrate the appropriateness of the appeal. A student with a complaint about a grade is encouraged to first discuss the matter with the instructor. For complete details, including the responsibilities of the parties involved in the process and the number of days allowed for completing the steps in the process, see University Procedure 13.02.99.C2.01, Student Grade Appeal Procedures (available at [http://academicaffairs.tamucc.edu/rules_procedures/assets/13.02.99.C2.01_student_grade_appeal_procedure.pdf](http://academicaffairs.tamucc.edu/rules_procedures/assets/13.02.99.C2.01_student_grade_appeal_procedure.pdf)). For complete details on the process of submitting a formal grade appeal, please visit the College of Liberal Arts website, [http://cla.tamucc.edu/about/student-resources.html](http://cla.tamucc.edu/about/student-resources.html). For assistance and/or guidance in the grade appeal process, students may contact the Associate Dean’s Office.

ACADEMIC ADVISING
The College of Liberal Arts requires that students meet with an Academic Advisor as soon as they are ready to declare a major. Degree plans are prepared in the CLA Academic Advising Center. The University uses an online Degree Audit system. Any amendment must be approved by the Department Chair and the Office of the Dean. All courses and requirements specified in the final degree plan audit must be completed before a degree will be granted. The CLA Academic Advising Office is located in Driftwood #203. For more information, please call 361-825-3466.

DISABILITY SERVICES
The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you believe you have a disability requiring an accommodation, please call or visit Disability Services at (361) 825-5816 in Corpus Christi Hall, Room #116.
If you are a returning veteran and are experiencing cognitive and/or physical access issues in the classroom or on campus, please contact the Disability Services office for assistance at (361) 825-5816.