**BTEC Music**

**Unit 1: Music Industry**

Practice Question Booklet

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

**JOB Categorisation:**

Sort the job roles listed below into the correct area of the industry. There are 3 for each sector. Can add more job roles?

Venue Composer/Songwriter Journalist Producer

Live Sound tech Broadcaster Roadie Promoter

A&R Session Musician Studio Tech Retail

|  |  |
| --- | --- |
| **Performance & Creative** |  |
| **Management** |  |
| **Recording & Media** |  |
| **Other** |  |

**Venue Manager v’s Live Sound Technician:**

Read the job responsibilities and decide which ones belong to a Venue Manager and which ones belong to a Live Sound Technician

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|  | **Venue Manager** | **Live Sound Technician** |
| Check Health & Safety is in place for clients and employees |  |  |
| Complete Soundchecks |  |  |
| Provide background/entry music for the audience and any special effects. |  |  |
| Book artists for the venue |  |  |
| Choose suitable microphones and equipment |  |  |
| Give consistent and excellent level of service |  |  |
| Operate the sound desk throughout the shows/recording. |  |  |
| Assist with preparations of shows and supervise the process |  |  |
| Position & rig-up microphones |  |  |
| Ensure all services are opened and fully functional during scheduled times |  |  |

**Live Sound:**

**Explain** two reasons why the soundcheck is important

1. ………………………………………………………………………………………………………………………………………………………………………………………………………
2. ………………………………………………………………………………………………………………………………………………………………………………………………………

**Venues:**

Justify why it is important for a venue to have a ticket booking system in place

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**JOB ROLES:** Match the job to the description:

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| **Musician** |  | Work with stores to promote client albums |
| **Distributor** |  | Ensure the smooth running of events and profitable business. |
| **Record Producer** |  | This person controls the sound at live events in theatres or music concerts. |
| **Venue Manager** |  | Someone who performs through playing an instrument or singing. |
| **Composer** |  | Oversees & manages the recording of the artist/band’s music |
| **Artist & Repertoire** |  | The person who directs a musical performance. |
| **Live Sound Technician** |  | Talent scouting and overseer of artistic development |
| **Conductor** |  | This person writes the music. It can be for an orchestra, band, for film/tv/events. |

**Venues/Promotion Scenario:**

A pub is re-opening under new management in a small rural town with a local band performing. What would be the best ways to promote attendance? Give 3 examples with explanations for your choices.

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**Making money: (Artists who aren’t signed to a record label yet)**

The artist usually makes money directly from the performance in one of two ways:

\* A cut of the admission price. This can be the cover charge for a bar or nightclub (usually known as "playing for the door"), or if the band is the sole reason for the event, from the sale of tickets to said event.  
  
\* A guaranteed flat fee. No matter how many or how few come in the door, the band's walking away with a pay-check with a known number of zeroes, negotiated up front.  
  
Journeyman acts sometimes negotiate a hybrid; a percentage of the door, with a minimum guarantee, so they get a bonus for bringing in patrons but know they'll have the gas money to move on if the night doesn't pan out well.  
  
In addition to the direct fee they are paid to play, an act can make a little on top by selling merchandise; CDs, T-shirts, stickers, etc.   
  
How the venue makes money depends on what the venue is.   
  
\* A bar or nightclub will usually make their bucks from sale of alcohol while the band's playing; if the band packs the house, the owner rakes it in even if the band's taking home all the cover charge money. Obviously if the act is getting a guaranteed rate, the bar's hoping for a good showing.

**TASK:**

You are the band going to a local venue. List the advantages & disadvantages of these money-making methods. What option would you prefer to take?

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|  | **A cut of the admission** | **A guarantee flat fee** | **% door & flat fee (hybrid)** |
| **Advantages** |  |  |  |
| **Disadvantages** |  |  |  |
| **Other** |  |  |  |

**My preferred choice would be:**

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**Promotion:** Give two reasons why an artist would consider

buying on to a tour.

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2. ……………………………………………………………………………………………………………………………………

**Promotion:**

A niche rock band are releasing new music and want to do it the most cost-effective way. What would you suggest they could do and why?

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**Working hours:** What might work best for each role?

(full-time, part-time, or freelance). Justify your choice.

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| **JOB** | **Full/part, freelance** | **Why this option?** |
| Session Musician |  |  |
| Live-Sound Technician |  |  |
| Roadie |  |  |

**JOBS:** Why would someone choose to be a session musician and not an artist in their own right?

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**Other Practice Questions**

**Venues**

Explain two reasons why a Youtube artist would benefit from performing in smaller venues initially.

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If hosting an event outside of town, what do you need to consider for your audience attendance?

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What are the benefits of performing in large venues?

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Why might a Venue Manager contact and use a journalist at an event?

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What equipment does a Live Sound Technician handle?

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**Health & Safety:**

How can electricals be made safer on stage?

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What are the dangers of over-populating a ‘standing area’ at a gig?

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2…….…………………………………………………………………………………………………………………………………

A high street venue is hosting a live band ticket event in a function room, and a football match in their regular area for the public. Why should they consider hiring security?

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**Record Labels:**

Compare the pros and cons of being a niche style artist signed with an Independent record label.

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Explain one reason why an artist might change from a Major record label to an Independent record label after becoming financially successful.

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**Publishing:**

Publishers take care of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to allow composers and songwriters to concentrate on their creative role.

What is the danger of publishing moving more online?

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Why might a conductor need to contact a publisher?

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**Promotion companies & Marketing:**

What difficulties can a promotions company have & why?

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Identify the 3 types of concert promoters and how they are different.

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2…………………………………………………………………

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3…………………………………………………………………

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What type of promoter will most likely work free-lance and why?

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How can magazines, radio and TV help an artist in different ways?

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| **Magazines** |  |
| **Radio** |  |
| **TV** |  |

Why might a broadcaster have contractual conditions in interviews & topics to discuss with an artist?

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Why would the Heavy Metal genre not be played on ClassicFM?

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**Distribution**

Compare two methods of distributing new music & their effectiveness.

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What do you think is the most effective method of distribution to reach an older audience?

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**Service Companies**

You have a growing set of studio equipment at home that you have to set-up & pack-down when you want to use. What would be the benefits of buying a studio for your use, and renting it out part-time?

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What are the pros & cons of having your own studio team?

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Which two **Service** roles might you have for extra support on a tour?

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2. …………………………………………………………………………………

Your band are going on tour. What are the pros and cons of using a transport company for your sound & lighting equipment compared to each venue’s own?

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In what circumstances would it be better to buy your own lighting/ sound equipment?

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**Agencies/Organisations:**

Give two reasons why a professional musician might join a union.

1. ………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………
2. ………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………

Give two reasons why an independent music producer would buy and use a music software package.

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2. ……………………………………………………………………………………………………………………………………………………………………

Give two advantages of networking within the music industry.

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2. ……………………………………………………………………………………………………………………………………………………………………

Give two benefits for being the Promoter of a successful marketing or promo campaign.

1. ……………………………………………………………………………………………………………………………………………………………………
2. ……………………………………………………………………………………………………………………………………………………………………

Give two characteristics of freelance employment.

1. ……………………………………………………………………………………………………………………………………………………………………
2. ………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………

**JOBS:** Choose a role and create a mind-map of how it links to other roles in the industry (1 x within same & 1 x different category)