

## UNIVERSITY OF SOUTH ALABAMA

**COURSE:** Principles of Music Business I, MUS 304; MWF, 9:05-9:55 a.m., LPAC 1230  
**INSTRUCTOR:** Dr. Greg Gruner  
**OFFICE:** LPAC 1072, 460-6136, [ggruner@jaguar1.usouthal.edu](mailto:ggruner@jaguar1.usouthal.edu); Office Hours: By appt.  
**REQUIRED TEXT:** Halloran, Mark, ed., *The Music Business and Legal Guide*, 4<sup>th</sup> edition, Upper Saddle River, NJ: Pearson-Prentice Hall, 2008.  
**RECOMMENDED:**

Baskerville, David, *Music Business Handbook and Career Goals*, 8<sup>th</sup> edition, Thousand Oaks, CA: Sage Publications, Inc., 2006.

Passman, Donald S., *A Guide to Successful Instrumental Conducting*, 5<sup>th</sup> edition, Free Press, Simon Schuster, Inc., New York, NY, 2003.

Epstein, Adam, *Entertainment Law*, 1<sup>st</sup> edition, Pearson-Prentice Hall, 2006.

### COURSE DESCRIPTION

This offering will place emphasis on the legal aspects of the music industry and is a continuation of MUS 204.

### DETAILED STATEMENT OF INTENT

The main purpose of this course is to bring students to a satisfactory level of competency with regard to:

1. acquire insight into the complex legalities of the entire music business enterprise.
2. provide accurate and authoritative information regarding legal aspects of the music industry.

### SYLLABUS

#### **Week 1 (8-18-08)**

Course overview and expectations. Getting Started: Music As A Business  
Entertainment Group Names, pg. 2-13  
Business Entities & Money Deals, pg. 14-34  
Attorneys & Mediation, pg. 35-48

#### **Week 2 (8-25-08)**

Copyrights  
Protect Your Copyrights, pg. 49-56  
Copyrights: The Law and You, pg. 58-73  
Copyright Infringement, pg. 74-81

#### **Week 3 (9-3-08, No Class Monday, 9-1-08)**

Copyrights  
Sampling, pg. 82-93  
Collaborator/Songwriter Agreements, pg. 94-98  
Digital Downloads & Streaming, pg. 99-112

#### **Week 4 (9-8-08)**

Copyrights  
International Copyright, 113-124

#### **Week 5 (9-15-08)**

Exam 1, Copyright Project due

#### **Week 6 (9-22-08)**

Music Publishing  
Performing Rights Organizations, pg. 125-134  
Music Licensing, pg. 135-138

#### **Week 7 (9-29-08)**

Music Publishing  
Music Publishing, pg. 139-155  
Exclusive Term Songwriter & Copublishing Agreements, pg. 156-183  
Contemporary Songs & Recordings for Soundtracks, pg. 184-198

**Week 8 (10-6-08)**

Managers, Agents, and Unions

Managers and Management Agreements, pg. 199-224

Business Managers, Talent Agents, pg. 225-243

Club Contracts & Music Unions, pg. 244-270

**Week 9 (10-13-08)**

Exam 2, Music Publishing Project due

**Week 10 (10-20-08)**

Recording

Record Deals, pg. 271-281

Analysis of Recording Contract, pg. 282-352

**Week 11 (10-27-08)**

Recording

Analysis of Recording Contract, pg. 282-352

Royalty Statements, pg. 353-372

**Week 12 (11-3-08)**

Recording

Analysis of a Record Producer Agreement, pg. 373-386

**Week 13 (11-10-08)**

Recording

Recording and Distribution Contracts, pg. 387-393

**Week 14 (11-17-08)**

Recording

Contracts & Relationships between Labels, pg. 394-415

**Week 15 (11-24-08)**

No Class

**Finals Week (12-1-08)**

Exam 3, Recording Contracts Project due

**COURSE REQUIREMENTS****Evaluation**

Your grade will be determined by the following criteria:

1. Three Written Exams – 70%
2. Three Class projects – related readings and articles, 30%.
3. Daily attendance, punctuality, and class preparation.
4. Make-up exams and assignments should be prearranged prior to an absence.

**Grading Scheme**

A = 90-100%

B = 80-89%

C = 70-79%

D = 60-69%

F = 0-59%

**Attendance**

Attendance is required. No more than two absences will be allowed in this course unless due to verifiable illness or family emergency. Each absence beyond two will lower your final grade by one letter grade. All anticipated absences should be prearranged. Lack of preparation or delayed completion of assignments will result in a lowered grade.

**In accordance with the Americans with Disabilities Act, students with bona fide disabilities will be afforded reasonable accommodation. The Office of Special Student Services will certify a disability and advise faculty members of reasonable accommodations. If you have a specific disability that qualifies you for academic accommodations, please notify me and provide certification from the Disability Services (Office of Special Student Services). The Office of Special Student Services is located in the Student Center, Room 270, Phone 460-7212.**

**Students will be given adequate notification in writing prior to any changes in course requirements and/or expectations.**

**The University of South Alabama is committed to the fundamental values of preserving academic honesty as defined in the Student Handbook: The Lowdown. Plagiarism is a form of academic dishonesty and must be avoided. Plagiarism is using somebody else's ideas in your writing without correctly identifying such sources. As one resource for helping students avoid plagiarism, your written work in this class may be submitted to Turnitin.com, or a similar detection service, or require you to do so, for an evaluation of originality and proper use and attribution of sources. Assignments submitted to Turnitin.com will be included as source documents in a restricted access database solely for the purpose of detecting possible plagiarism in such documents. As part of this process, you may be required to submit electronic as well as hard copies of your writing. You agree that by taking this course all assignments are subject to submission for originality review. A paper not submitted according to procedures set by the teacher will normally be penalized or not be accepted at all.**