M.M. IN MUSIC BUSINESS AND ENTERTAINMENT INDUSTRIES

Overview
In today’s fast changing, multi-billion dollar international music and entertainment industries, there are more record labels, publishers, media companies, distributors, retailers, and product manufacturers actively promoting the sale and use of music than ever before. As the market for music shifts away from physical products and traditional methods to digital online and mobile, a greater number of competent, highly-skilled executives and entrepreneurs will be needed to meet the specialized demands of the new music industry. Since 1964, the Music Business and Entertainment Industries program has been at the forefront of music business education. The MBEI program has been carefully designed to prepare qualified music business students for these emerging opportunities.

Our graduate program, where students earn a Master of Music, focuses primarily on music business courses, with the opportunity to pursue additional coursework in both the School of Business and School of Communications. We also offer the only joint degree Juris Doctor (J.D.) and Master of Music in Music Business and Entertainment Industries (M.M.). For more information, please visit the website for the Music Business program (https://musicbusiness.frost.miami.edu/).

Admission Requirements

On-Campus Programs
The application priority deadline is December 1st.
The supplemental materials deadline is January 1st.

Please click here (https://admissions.frost.miami.edu/graduate/how-to-apply/mmi-applicants/) for special deadlines related to our Arts Presenting, Media Writing, Music Business, and Music Engineering programs.

Step 1 - Apply
• Apply online through CollegeNET (https://www.applyweb.com/miamigrd/)
• Upload a prescreening (if applicable) through SlideRoom (https://fsomgrad.slideroom.com/#/Login) – check the Audition/Portfolio Requirements (https://admissions.frost.miami.edu/graduate/audition-requirements/) page for specific information

Step 2 - Submit Supplemental Materials
All supplemental materials must be submitted either via email to fsom.graddocs@miami.edu or via US Mail to PO Box 248165, Coral Gables, FL 33124.

Required for all applicants:
• Transcripts – an official transcript from ALL post-secondary schools attended, regardless of if a degree was granted or not, must be sent directly to the Frost School of Music from the issuing institution in order to be considered official
  • Applicants with international transcripts, please click here (https://admissions.frost.miami.edu/graduate/how-to-apply/international-applicants/) for specific instructions about approved evaluation services
  • An official transcript is required for every school attended, even if it was only a single class
  • Current University of Miami students applying to a new degree program must provide an official University of Miami transcript
• Three letters of recommendation - sent through CollegeNet as part of application submission. These do not need to be sent separately
• Resume - attached to the application at the time of submission. This does not need to be sent separately

The following supplemental materials may be required for some applicants:
• GRE Score - Please contact your program faculty (https://www.frost.miami.edu/faculty/by-program/) for specific GRE information
• TOEFL/IELTS Score (https://admissions.frost.miami.edu/graduate/how-to-apply/international-applicants/) - Please click here for more specific TOEFL/IELTS information
• Teaching/Conducting Sample
• Writing Sample
• Prescreening/Audition/Interview
• Portfolio

Not all supplemental materials are required for all degree programs. Please see the Degree Program Requirements (https://admissions.frost.miami.edu/_assets/pdf/graduate/grad-admission-reqs-080819.pdf) for specific requirements.
For information regarding specific program requirements, please see Application & Program Requirements (https://admissions.frost.miami.edu/graduate/application-program-requirements/).

Applicants are responsible for tracking the status of their application materials and should do so on CaneLink (https://m.canelink.miami.edu/). Please allow at least two weeks for documents to be processed and marked as complete. If you are unable to access your CaneLink account, please check the CaneLink FAQ (https://canelink.it.miami.edu/faq/).

**Step 3 - Audition/Interview/Upload Portfolio**

Audition - If your program requires an audition, you will be contacted after the December 1st deadline to schedule a date. All performance programs require a prescreening and invitations to audition will be extended to those applicants approved by faculty review. Check the Audition/Portfolio Requirements (https://admissions.frost.miami.edu/graduate/audition-requirements/) page for specific requirements. Do not make travel plans until you receive a confirmation email from Frost Admissions.

Interview - If your program requires an interview, you will be contacted by department faculty to schedule a date.

Portfolio - If your program requires a portfolio, please upload it through SlideRoom (https://fsomgrad.slideroom.com/#/Login) Check the Audition/Portfolio Requirements (https://admissions.frost.miami.edu/graduate/audition-requirements/) page for specific requirements.

**Music, Media, & Industry Application Deadlines** (https://admissions.frost.miami.edu/graduate/how-to-apply/mmi-applicants/)

If you are applying to Music Business & Entertainment Industries, Arts Presenting & Live Entertainment Management, JD/MM, or JD/MA programs, the following deadlines apply:

- December 1 - International applicants and priority domestic applicants
- April 1 - All JD/MM and JD/MA applicants
- June 1 - Final application and supplemental materials deadline for domestic applicants

If you are applying to Music Engineering Technology or Media Writing and Production, the following deadlines apply:

- December 1 - International applicants and priority domestic applicants
- February 1 - Priority portfolio deadline
- April 1 - Final application and portfolio deadline - all applications/supplemental materials/portfolios are due by this date

**International Applicants** (https://admissions.frost.miami.edu/graduate/how-to-apply/international-applicants/)

- TOEFL/IELTS - Test scores are required for international applicants whose native language is not English and who have not received a degree from an accredited English-speaking institution. Additional information can be found under International Applicants (https://admissions.frost.miami.edu/graduate/how-to-apply/international-applicants/).
- Applicants must submit a copy of their passport before a decision can be made. The name on your passport must match the name with which you apply.

If accepted, you will be contacted by the Office of Admission to submit documentation of financial responsibility.

**Documents Required**

Submit the following educational documents to an approved international credentialing evaluation service:

a) Official original diplomas and certificates in the original language, and

b) Official original transcripts in the original language (names of courses, grades, and hours of instruction) for every year of study.

Documents in a language other than English must be accompanied by professional, certified English translations. Translations supplement but do not replace, the official documents.

**Type of Evaluation Required**

The Frost School of Music is requiring international applicants to their programs to complete a course-by-course evaluation with GPA.

**Where to Submit Documents for Evaluation**


World Education Services (WES) is the second preferred evaluation service for international applicants to the University of Miami. Click here (https://www.wes.org/) for more information, including the Application for Evaluation of Foreign Educational Credentials (https://www.wes.org/#get-started).

Please note that international applicants are not required to use the services of JS&A or WES exclusively, but the University of Miami requires that an international credential evaluation must be done by one of the approved evaluation vendors found on this list (http://naces.org/members.html).
Evaluation Fee
Applicants are responsible for the evaluation fee.

Submission of Evaluation
The evaluation vendor is required to send all official copies of related documents to:

Frost School of Music
PO Box 248165
Coral Gables, FL 33124-7610

or electronically to:
fsom.graddocs@miami.edu

• Please click here (http://grad.miami.edu/apply/on-campus-graduate-programs/frost-school-of-music-international-applicants/Frost%20School%20of%20Music%20International%20Applicants.html) for additional details
• Applicants who are applying with a current degree in progress will be required to have their final transcripts and diploma evaluated upon arrival at the Frost School. If applicants use Josef Silny for the initial evaluation, the Frost School will cover the evaluation. If applicants choose a different vendor, they will be responsible for the cost of the re-evaluation.

Decisions
Students are recommended for admission to the Frost School of Music by the faculty and admission committees. Final acceptance to the Graduate program is made after all materials requested by the Frost School of Music have been received and evaluated. Scholarships and/or Assistantships are awarded based on faculty recommendation. Admission decisions are sent out starting in late March.

Application Guidelines
• Applications are accepted for the fall term only
• Applications are accepted for only one degree program
• Graduate applicants must have a minimum of a 3.0 cumulative GPA for consideration
• Applicants must be in-progress toward completing or have earned the appropriate prior music degree(s) from a regionally accredited institution in order to apply for a graduate level music program. If you are accepted and decide to attend the Frost School, you will be required to provide a final transcript showing a conferred degree.
• The MM in Music Business & Entertainment Industries and the MA in Arts Presenting & Live Entertainment Management do not require prior music degrees. The MS in Music Engineering Technology is open to students who have completed an undergraduate degree in an appropriate engineering/science field.
• Current University of Miami students applying to a new degree program must provide an official University of Miami transcript
• Materials submitted in support of an application cannot be released for other purposes nor returned to the applicant
• For information on where to submit supplemental materials, please see our Contact Information (https://admissions.frost.miami.edu/contact-us/)

Curriculum Requirements

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>MMI 673</td>
<td>Music Publishing</td>
<td>3</td>
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<td>MMI 750</td>
<td>Music Business Agreements</td>
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<tr>
<td>or MMI 738</td>
<td>Legal Aspects of the Live Entertainment Industry</td>
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<tr>
<td>MMI 752</td>
<td>Music Licensing</td>
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<td>MMI 774</td>
<td>Music Copyright Law</td>
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<td>Electives</td>
<td>Select 9 credit hours of approved Graduate Course Electives</td>
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<td>Approved MMI Electives</td>
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<td>Final Project</td>
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<td>MMI 802</td>
<td>Music Business Internship</td>
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<tr>
<td>MMI Elective</td>
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<td>Cumulative Exit Exam</td>
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<td>Total Credit Hours</td>
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### Plan of Study

#### Year One

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<th>Credit Hours</th>
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<tr>
<td>Fall</td>
<td>MMI 774</td>
<td>Music Copyright Law</td>
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<tr>
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<td>MMI 673</td>
<td>Music Publishing</td>
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<tr>
<td></td>
<td>MMI 738</td>
<td>Legal Aspects of the Live Entertainment Industry (or approved graduate</td>
<td>3</td>
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<td></td>
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<td>course elective)</td>
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<td></td>
<td><strong>Credit Hours</strong></td>
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<tr>
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<td>MMI 752</td>
<td>Music Licensing</td>
<td>3</td>
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<tr>
<td></td>
<td>MMI 750</td>
<td>Music Business Agreements (or MMI elective)</td>
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<tr>
<td></td>
<td>Approved Graduate Course Elective</td>
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<td><strong>Credit Hours</strong></td>
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#### Year Two

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<td><strong>Credit Hours</strong></td>
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<tr>
<td>Spring</td>
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<td><strong>Credit Hours</strong></td>
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**Total Credit Hours**: 30

*This is a suggested Plan of Study. Your actual course sequence may vary depending on your previous academic experience as well as current course offerings. Students should meet with their academic advisor each semester to determine the appropriate course selection.*

### Mission

The mission of the Music Business and Entertainment Industries Program is to prepare students for careers in the music business profession, specifically in the areas involving music publishing, the record business, music distribution, music copyright and music licensing. This is accomplished through courses focused on these topics.

### Goals

Students in the Master of Music in Music Business and Entertainment Industries degree program have a passion for music and business and want to pursue careers which combine the two. They come to the Frost School of Music to be with others from across the country who have similar interests and to prepare for a professional career in the music business through study with members of our renowned faculty.

Coursework, extra-curricular participation, and internships are vital components of the degree program. The program is interdisciplinary in nature with emphasis placed upon courses in music business, music, and business. Majors study music business topics such as copyright, music publishing, record companies, entertainment contracts, music licensing, touring, and music marketing, as well as others. Students are also able to take several graduate courses offered outside of the Music Business and Entertainment Industries program as electives, such as courses in our Arts Presenting and Live Entertainment Management program and courses offered in the Herbert Business School or School of Communication.

### Student Learning Outcomes

- Students will demonstrate knowledge of the fundamentals of the music publishing industry, including music licensing, royalties, publishing agreements, and how a song catalog is commercially exploited.
- Students will demonstrate knowledge of the fundamentals of the recorded music industry, including how content is created, distributed, and marketed, and how recording agreements are structured.
- Students will demonstrate knowledge of the fundamentals of music copyright and music licensing, including how it applies to musical works and sound recordings, copyright infringement, the length of copyright protection, and international treatment of music copyrights.