

# MUSIC INDUSTRY (MIN)

## Music Industry

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 Industry program has been at the forefront of music industry education. This program has been carefully designed to prepare qualified students for these emerging opportunities.

Our graduate program, where students earn a Master of Arts, focuses primarily on music industry 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 Arts in Music Industry (M.A.). For more information, please visit the website for the Music Industry program (<https://musicindustry.frost.miami.edu/>) (<https://musicindustry.frost.miami.edu/>).

## Masters Programs:

- M.A. in Live Entertainment Management (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/live-entertainment-management-ma/>)
- M.A. in Live Entertainment Management (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/live-entertainment-management-ma-online/>)
- M.A. in Music Industry (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/music-industry-ma/>)
- M.A. in Music Industry (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/music-industry-ma-online/>)

## Certificate Programs:

- Certificate in Arts Leadership (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/arts-leadership-certificate/>)
- Certificate in Arts Management (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/arts-management-certificate/>)
- Certificate in Arts Presenting Fundamentals (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/arts-presenting-fundamentals-certificate/>)
- Certificate in Legal Aspects of Music Business (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/legal-aspects-of-music-business-certificate/>)
- Certificate in Music Business Fundamentals (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/music-business-fundamentals-certificate/>)
- Certificate in Music Entrepreneurship (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/music-entrepreneurship-certificate-online/>)
- Certificate in Music Rights Administration and Licensing (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/music-rights-administration-licensing-certificate-online/>)
- Certificate in Tour and Live Entertainment Administration (Online) (<http://bulletin.miami.edu/graduate-academic-programs/music/music-industry/tour-and-live-entertainment-administration-certificate-online/>)

### MIN 632. Arts Leadership. 3 Credit Hours.

Course explores critical concepts of leadership, decision-making, and teamwork in wide-ranging arts presentation setting. Through experiential learning, students practice and acquire the knowledge and skills vital for effective navigation through the dynamic arts industry.

Requisite: Must have a Plan of MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA OR PMPDO\_MA.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

### MIN 637. Recorded Music Operations. 3 Credit Hours.

This course provides a study of the activities involved in commercially exploiting recorded music. The course includes an analysis of activities involved in the production, manufacturing, distribution, and marketing of a recorded music product; as well as related royalty accounting, mechanical licensing and master-use licensing activities.

Requisite: Must have a Plan of MBEI\_MM OR MBEO1\_MM OR MBEO2\_MM OR JDMM\_JD OR JDML\_JD OR MPRS\_MA OR MPRO1\_MA OR MPRO2\_MA OR MBFO\_CMUB OR MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA AND Pre-requisite MMI 774.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 641. Tour Management and Production. 3 Credit Hours.**

Students will become familiar with the responsibilities of a tour planner. Individual tour planning projects are assigned which will give the students insight into the management and production of a tour.

Requisite: Must have a Plan of MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA OR PMPDO\_MA.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 643. Marketing in the Music Industry. 3 Credit Hours.**

Students learn how to fulfill demand and influence consumer behavior through effective marketing techniques. The course provides the students with information on the latest technologies being employed to reach and communicate with target consumers.

Requisite: Must have a Plan of MUEO\_CMUB OR MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA or PMPDO\_MA.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 645. Music Placement. 3 Credit Hours.**

This course provides an in-depth study of the creative and business aspects involved with the discovery, placement and exploitation of music in the current entertainment business. Students explore the processes of how music is placed in television, film, commercials, video games, with new media and recording artists. This course covers the roles of the various players in the music placement business and studies creative approaches, negotiation techniques and licensing practices. The DIY music creator, both the songwriter and recording artist, and their music representative will learn how to prepare, package, present, place and exploit their music as well as how to build a fan base. Students will learn how to locate resources for licensable music, offer creative options, select and license appropriate music, combine music with a variety of media, negotiate with a variety of rights holders, and generate license requests, agreements, and cue sheets.

Requisite: Must have a Plan of MBEI\_MM OR MBE01\_MM OR MBE02\_MM OR JDMM\_JD OR JDML\_JD OR MPRS\_MA OR MPRO1\_MA OR MPRO2\_MA OR MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA AND Prerequisite: MIN 673 or MMI 673 and MIN 774 or MMI 774.

**Components:** LEC.

**Grading:** GRD.

**Typically Offered:** Fall.

**MIN 673. Music Publishing. 3 Credit Hours.**

This course provides an in-depth study of the creative and business aspects, concepts and practices of the music publishing industry. The course covers the acquisition, exploitation, administration and protection of songs in the contemporary music publishing business. Students will also study the income sources, royalty rates and payment procedures currently used in the music industry as they apply to musical compositions. Music publishing agreements currently used for the acquisition and administration of songs are reviewed in-depth. Foreign music publishing issues are explored as related to domestic music publishing. Students will also learn how to create and operate their own music publishing company.

Requisite: Must have a Plan of MBEI\_MM, MBE01\_MM, MBE02\_MM, JDMM\_JD, JDML\_JD, MPRS\_MA, MPRO1\_MA, MPRO2\_MA, MBFO\_CMUB, MIND\_MA, MINDO\_MA, JDMI\_MA, MLEM\_MA or MLEMO\_MA, JDML\_MA AND Co-Requisite MIN 673 or MMI 673 AND Co-Requisite MIN 774 or MMI 774.

**Components:** LEC.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 680. Advanced Analysis of Current Topics in the Music Industry. 3 Credit Hours.**

This course provides students with in-depth study of advanced topics in the music business, including recent developments in the areas of music licensing, copyright, international markets, live music, artist development, data management, and others. Particular focus is placed on ways to meet the current challenges facing the industry.

Requisite: Must have a Plan of MRAO\_CMUB OR MIND\_MA OR MINDO\_MA OR JDMI\_MA AND Co-Requisite MIN 673 or MMI 673 AND Pre-requisite MIN 774 or MMI 774.

**Components:** LEC.

**Grading:** GRD.

**Typically Offered:** Fall.

**MIN 694. Special Topics in Music Industry. 1-3 Credit Hours.**

Advanced group/classroom instruction pertaining to faculty member's expertise and students' areas of interest.

**Components:** SEM.

**Grading:** GRD.

**Typically Offered:** Offered by Announcement Only.

**MIN 726. Global Live Entertainment. 3 Credit Hours.**

Students learn the many aspects of managing a live entertainment and performing arts center facility. Logistics, management, budgeting, marketing and programming within a live entertainment and performing arts facility are addressed.

Requisite: Frost School of Music only.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 736. Financial Management in Live Entertainment. 3 Credit Hours.**

Students learn how to write and present a line-item budget for an arts presentation event, arts presenting organization, and an arts facility. Specific techniques and methods that are used to reduce event risk and safety are discussed.

Requisite: Frost School of Music only.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 738. Legal Aspects of the Live Entertainment Industry. 3 Credit Hours.**

Students become familiar with various Artist, Client, Production, Vendor and Facility Contracts and Agreements commonly used in the industry.

Requisite: Frost School of Music only.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 741. Project in Music Industry. 3 Credit Hours.**

Requisite: Graduate Plan of MIND\_MA OR MINDO\_MA OR JDMI\_MA. However, it also should require instructor consent.

Graduate Plan of MIND\_MA OR MINDO\_MA OR JDMI\_MA and Instructor Consent.

**Components:** IND.

**Grading:** SUS.

**Typically Offered:** Offered by Announcement Only.

**MIN 750. Music Industry Agreements. 3 Credit Hours.**

This course explores the legal agreements between different parties in the music business, such as record companies, recording artists, music producers, and licensees. Emphasis is placed on the different ways of contractually addressing intellectual property ownership and usage, compensation, and exclusive services.

Requisite: Must have a Plan of MRAO\_CMUB OR MIND\_MA OR MINDO\_MA OR JDMI\_MA AND Co-Requisite MIN 673 or MMI 673 AND Pre-requisite MIN 774 or MMI 774.

**Components:** LEC.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 752. Music Licensing. 3 Credit Hours.**

This course provides an in-depth exploration of an extensive variety of music licenses and international licensing concepts. Students acquire practical experience utilizing licensing parameters. Students will also be able to identify, explain, and apply music licensing terms and procedures. The licensing of music in print, sound recordings, the Internet, commercial productions, electrical transcriptions, synchronization for theatrical films and television programs, public performances and theatrical music productions are among the areas covered in this course. Students will also be able to identify and explain the various revenue streams and collection procedures of the international music business.

Requisite: Must have a Plan of MRAO\_CMUB OR MIND\_MA OR MINDO\_MA OR JDMI\_MA AND Co-Requisite MIN 673 or MMI 673 AND Pre-requisite MIN 774 or MMI 774.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 774. Music Copyright Law. 3 Credit Hours.**

This course provides an in-depth study of the essential provisions of the U.S. copyright law as they are related to music.

Requisite: Must have a Plan of MBEI\_MM, MBEO1\_MM, MBEO2\_MM, JDMM\_JD, JDML\_JD, MPRS\_MA, MPRO1\_MA, MPRO2\_MA, MBFO\_CMUB, MRAO\_CMUB, MUEO\_CMUB, MIND\_MA, MINDO\_MA, JDMI\_MA, MLEM\_MA or MLEMO\_MA or JDML\_MA AND Co-Requisite MIN 673 or MMI 673.

**Components:** DIL.

**Grading:** GRD.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 793. Special Projects in Music Industry. 1-3 Credit Hours.**

Advanced individual instruction pertaining to faculty member's area of expertise and student's area of interest. This course includes a culminating project.

**Components:** IND.

**Grading:** GRD.

**Typically Offered:** Offered by Announcement Only.

**MIN 794. Special Topics in Music Industry. 1-3 Credit Hours.**

Advanced group/classroom instruction pertaining to faculty member's expertise and students' areas of interest.

**Components:** SEM.

**Grading:** GRD.

**Typically Offered:** Offered by Announcement Only.

**MIN 802. Music Industry Practicum. 3 Credit Hours.**

Practical experience in different areas of the music business under the supervision of professional firms and the university.

Requisite: Must have a Plan of MBEI\_MM OR MBEO1\_MM OR MBEO2\_MM OR JDMM\_JD OR JDML\_JD OR MIND\_MA OR MINDO\_MA OR JDMI\_MA OR MLEM\_MA or MLEMO\_MA or JDML\_MA.

**Components:** THI.

**Grading:** SUS.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 804. Live Entertainment Practicum. 3 Credit Hours.**

Practical experience in different areas of arts presenting under the supervision of professional firms and the university.

Requisite: Must have a Plan of MLEM\_MA or MLEMO\_MA or JDML\_MA.

**Components:** PRA.

**Grading:** SUS.

**Typically Offered:** Fall, Spring, & Summer.

**MIN 840. Project in Live Entertainment. 3 Credit Hours.**

Provides for learners the opportunity to engage in the exploration, creation, and assessments of wide varieties of projects found in the live entertainment industry.

Requisite: Must have a Plan of MLEM\_MA or MLEMO\_MA or JDML\_MA.

**Components:** PRA.

**Grading:** SUS.

**Typically Offered:** Fall & Spring.