



# CUS50309 Diploma of Music Business

**In the Diploma of Music Business students will:**

**Learn how the music industry works from the ground up.**

**Run the class business Urchin Entertainment**

**Participate in practical projects such as:**

- **Managing music performances**
- **Acting as A&R on a compilation album project**
- **Planning and managing a music TV show**
- **Evaluating and managing music artists**

**Program description:** Would you like to manage a band or work in the music industry? The Diploma of Music Business gives you the opportunity to gain skills to work in or run a small business in the music industry.

You will learn in an environment consisting of real industry situations and tasks and will be responsible for the management of the class business Urchin Entertainment

The course acts as an incubator for students to gain practical experience in working in a music business environment. Students will experience important practical skills in project management, artist management, digital delivery of music, marketing and publicity, copyright, law and will manage teams of music and assistant music business students. It will teach you to be creative, informed and connected as a music business professional.

Students will be given access to digital learning tools such as a class forum board to assist their learning and networking, class business website to practice web skills and a cutting edge ePortfolio tool which will be used in career planning and management of a personal portfolio of work.

**Career Opportunities:** Independent record label manager, licensing manager, music merchandiser, music promoter, music publisher, music/artist manager, independent musician/artist, booking agent, event manager, venue manager, small business owner.

**Course Duration:** 18 months full time.

**Course costs:** Fees include tuition and textbooks.

Students must successfully complete Certificate III/IV before continuing on to Diploma and can exit at the end of Certificate III, Certificate IV or Diploma

Certificate III/IV:	Full fee - \$2220.00
	Concession - \$1520.00
Diploma:	Full fee - \$1550.00
	Concession - \$900.00

All fees approximate – subject to changes in material and tuition costs. Students can apply for a payment plan.

1300 657 613  
www.msit.tafe.qld.gov.au

## Units of study:

### Semester One:

CUSOHS301A Follow occupational health and safety procedures  
CUSIND301A Work effectively in the music industry  
CUSIND302A Plan a career in the creative arts industry  
CUFCMP301A Implement copyright arrangements  
BSBSMB302A Develop a micro business proposal  
BSBITU303A Design & produce text documents  
CUFDIG201A Maintain interactive content  
CUFDIG303A Produce and prepare photo images  
CUSMLT301A Apply knowledge of genre to music making  
CUSMKG301A Assist with the promotion of creative acts  
CUSADM301A Administer operations for rehearsals and performances

### Semester Two:

BSBSMB405A Monitor and manage small business operations  
CUSMGT401A Manage distribution of music and associated products  
BSBMKG413A Promote products and services  
CUSMGT402A Administer music publishing income  
CUSMGT403A Manage licensing of music  
BSBPUR402B Negotiate contracts  
CUSEVT301A Book performance venues  
CUESOU07B Apply a general knowledge of audio to work activities  
BSBMKG414A Undertake marketing activities  
BSBEBU401A Review and maintain a website  
SITXMPR001A Coordinate the production of brochures and marketing materials

### Semester Three:

BSBSMB401A Establish legal and risk management requirements of small business  
CUSIND501A Apply music knowledge and artistic judgment  
CUFCMP501A Manage and exploit copyright arrangements  
CUSMGT404A Administer artists' royalty income  
CUSMGT503A Develop artists and repertoire  
CUSPUR501A Establish and manage recording contracts  
CUSMGT502A Manage artists and their careers  
CUSMKG501A Manage the promotion of creative acts  
FNSICORG501B Develop a budget  
BSBSUS301A Implement and monitor environmentally sustainable work practices  
BSBPMG510A Manage projects  
BSBPMG503A Manage project time  
BSBWOR502A Ensure team effectiveness  
CUSFIM501A Secure funding for projects  
BSBMKG514A Implement and monitor marketing activities

**Class website:** [www.urchinentertainment.com](http://www.urchinentertainment.com)

**Class forum:** [www.asmith.urchinarts.com](http://www.asmith.urchinarts.com)

In the MSIT Diploma of Music Business students will be taught by teachers who have current industry experience, have opportunities to assist with the management of industry based projects, network within industry and gain real world practical experience.

Learn in an environment consisting of real industry situations and tasks.

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