



PAPER OUTLINE

Paper Code and Title: NZSM 192 Music Business
CRN: 13687/13982 **Campus:** WN, AK
Year: 2007 **Trimester:** 1+2/3
Points Value: 15

Pre-requisites (P)
Restrictions (R)

Co-requisites (C)
None

Paper Co-ordinator: Andy Mafua
Contact phone: 6914 **Email:**
Office located at: 1D30, Block 1 Mt. Cook Campus
Office hours: By appointment
Other staff member(s):
Contact phone: **Email:**
Office(s) located at:

Class times: 2 – 4, Wed **Venue:** 1D18, Block 1, Mt. Cook Campus
Workshops/ Rehearsals: **Venue:**
Tutorial times: **Venue:**

PAPER PRESCRIPTION

Development of knowledge and skills in areas that will provide appropriate contextual support for professional music practice.

LEARNING OUTCOMES

By the end of the paper students should be able to:

1. Show understanding of the requirements of entering the music profession
2. Prepare a music CV
3. Prepare an effective marketing plan for a professional music project
4. Use appropriate strategies to achieve good interpersonal relationship in a working musical situation
5. Show understanding of bookkeeping and tax issues for musicians.

PAPER CONTENT

Music CV preparation.

Basic business structures, contracts and marketing.

Stress, time management, interpersonal relationships.

Bookkeeping; self-employed tax returns.

MATERIALS

Some materials will be handed out in class. There is no required text for this paper.

ASSESSMENT REQUIREMENTS

This paper is 100% internally assessed. There are two assessments:

1. Four written assignments @20% each: 80%

Assessment item one relates to learning outcomes 1 to 5 and assessment item two to learning outcome 1 and 4. Students must complete all assignments and achieve an overall pass in order to pass this paper.

Deposit and collection of written work

Hand in assignments to Lecturer

Dates assignments are due/ dates of in-class tests

Assignment due dates will be advise on the first day of classes

Deadlines for written work:

Written work must be handed in by the due dates. In fairness to other students, unless a medical certificate is produced, work handed in after 5pm on the due date will be subject to a 5% demerit on your grade, increasing by 5% each further working day it is overdue.

Students, who for exceptional reasons can justify an extension for the assignment, must apply to the Paper Co-ordinator before the due date.

Bibliographic Style:

Assignments must be presented according to the guidelines set down in the *NZSM Handbook 2007*. A fuller version entitled *NZSM Guidelines for Academic Work*, can be downloaded as a pdf file from the NZSM Website [http://www.nzsm.ac.nz/Study/Programmes of Study](http://www.nzsm.ac.nz/Study/Programmes%20of%20Study) page. Five percent (5%) will be deducted for written work that does not conform.

MANDATORY PAPER REQUIREMENTS

Attending at least 80% of your lectures is a mandatory requirement for this paper. If for health reasons you are unable to complete all the work required for assessment purposes by the due date you may, on presentation of a medical certificate, have the date for submission extended by the Director of the New Zealand School of Music.

GENERAL NZSM POLICIES AND STATUTES

Students should familiarise themselves with the NZSM's policies and statutes, especially those regarding Personal Courses of Study, Academic Integrity and Plagiarism, Academic Grievances, and Student Conduct. Please see Statutes and Policies on the NZSM website ([http://www.nzsm.ac.nz/About/Statutes and Policies](http://www.nzsm.ac.nz/About/Statutes%20and%20Policies)).

Information about Student Services, including Academic Mentoring for Maori and Pacific Students, and support for Students with Disabilities, is to be found in the *NZSM Student Handbook 2007* (available from the NZSM offices on each campus).

COMMUNICATION OF ADDITIONAL INFORMATION, OR INFORMATION ON CHANGES

Official notices issued after the paper has commenced will be posted on the board outside the NZSM office on the Kelburn/Mt Cook/campus.

Events

Regular events are held during trimesters one and two at both the Kelburn and Mt Cook campuses. These events are for the benefit of all students, and include performances, masterclasses, special lectures and workshops given by staff, students and visiting artists.

All students are expected to obtain a copy of the current event brochure (published twice yearly) and keep time free to attend the weekly lunchtime concert on Friday at 1.10pm, along with other events as required.

Event manager Debbie Rawnsley. Phone: (04) 463-6050 Email: debbie.rawnsley@nzsm.ac.nz
 website: <http://www.nzsm.ac.nz/events/>