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KEY=MANAGEMENT - BUCK CAMILA

This Business of Artist Management

Watson-Guptill Publications Establishing the artist-manager relationship -- Planning the artist's career -- Making the career plan work -- Career maintenance and control.

Artist Management for the Music Business

Taylor & Francis Allen prepares you for the realities of successfully directing the careers of talented performers in the high-risk, high-reward music business. You will learn to prepare yourself for a career in artist management - and then learn the tools to coach, lead, organize time, manage finances, market an artist, and carve out a successful career path for both yourself and your clients. The book features profiles of artist managers, an exclusive and detailed template for an artist career plan, and samples of major contract sections for artist management and record deals. Updated information including a directory of artist management companies is available at the book's companion website. A peer reviewer for Artist Management for the Music Business proclaimed ".this is going to be an excellent text. It contains many unique insights and lots of valuable information. This is essential reading for managers, students, and artists in the music business.

Artist Management for the Music Business 2e

CRC Press Artist Management for the Music Business provides clear in depth information on what to do as an artist manager and how to do it. The book looks at the application of classic management theory to artist management, includes profiles of successful artist managers as well as offering skill development for planning, coaching, and leading.

Artist Management for the Music Business

Routledge Anyone managing an artists career needs to be well versed and have a savvy understanding of the moving parts of the music business. Learn how and why those moving parts "move," as well as how to manage and navigate a music-based career. Artist Management for the Music Business gives a comprehensive view of how to generate income through music and how to strategically plan for future growth. The book is full of valuable practical insights. It includes interviews and case studies with examples of real-world management issues and outcomes. Updates to this new edition include the importance of online streaming to music careers, how anyone can effectively network, tools for successful negotiation, ways to identify and manage income sources, and guidance on the ever-changing social media landscape of the music business. This book gives access to resources about artist management and the music business at its companion website.

This Business of Artist Management

The Standard Reference to All Phases of Managing a Musician's Career from Both the Artist's and Manager's Point of View

Billboard Books This authoritative reference on artist management in the music industry is the standard for all phases of managing a musician's career from both the artist's and manager's point of view. This substantially updated edition covers the major changes that

have transformed the business world and music industry over the past six years. Particular emphasis is given to the impact of the Internet, including the MP3 controversy and its lingering ramifications, copyright licensing on the Web, navigating trade identity issues on the Net, domain names, and the high-tech fight against cyberpiracy. Included are real-world examples-as well as new interviews with top booking agents, personal managers, concert promoters, record company executives, road managers, and artists. • For aspiring and professional managers in the music/entertainment field as well as musicians, music publishers, and record company personnel • Winner of the prestigious ASCAP Deems Taylor Award for excellence in music publishing • This replaces 0-8230-7705-5, which sold more than 25,000 copies

The Music Business for Artist Managers & Self-managed Artists

All You Need to Know to Get Started, Get Noticed & Get Signed

Createspace Independent Publishing Platform Find out all you need to know to get started, get noticed, and get signed in the music business from the advice of over 30 music industry experts spanning from radio promoters to A&R reps to tour managers. Artists & Managers, are you... Wishing to get your music heard by booking agents, record labels, music supervisors, and radio programmers but have no idea how? Wondering what the heck it is that they look for in the artists they sign and/or work with? Tired of feeling like everyone in the music business is ignoring you? Not sure how to contact music business people? Worried that you'll make a bad first impression? Stressed out over trying to book shows with no clue how to negotiate fees? Sick of music business people telling you to do the work on your own first, without giving advice on HOW? Feel like you're not learning fast enough about the music business in general? Get overwhelmed at the thought of releasing your album because you have no idea how? Wow, talk about someone doing all the work for you! Jamie has done some amazing research of all facets of the music industry. Radio is only part of the equation and I was grateful to read about some areas of the music business I was unfamiliar with! - Peter Michael, On-Air Talent and Program Director, 106.7 The Drive This book is a thorough look at the players involved in today's music industry and offers managers and self-

*managed artists the information they will need to establish and expand their career. A must for anyone looking to build a career in the music industry! - Tim Des Islets, Noisemaker Management Jamie has spent the past 5 years of her career working in the artist management world through managing artists, working with music associations, and working with artist managers of Juno and Grammy Award winning artists. She has independently co-managed internationally touring artists as well as launched a Canadian female pop artist into national success resulting in a Gold single and radio chart-topping single in Canada. Who are the music business expert contributors? Adam Kreeft, United Talent Agency Adam Oppenheim, Stampede Entertainment Alexa Shoenfeld, Live Nation Entertainment Chris McCrone, Partner Craig Laskey, The Horseshoe Tavern Denny Carr, Open Road Recordings Dondrea Erauw, Instinct Entertainment Geoff Clodd, Editor Graham Tait, 93 The Peak Grant Paley, Paquin Artists Agency Janet Trecarten, 101 The Farm Jason Manning, Z95 Jesse Mitchell, Kim Mitchell Tour Manager Jodi Ferneyhough, CCS Rights Management Joel Baskin, The Feldman Agency Mallory Boutilier, Editor Michael Donley, Streaming Caf☛ Mike Campbell, The Carlton Mike Rice, RPM Promotion Paul Hinrichs, Spirit Bar Paul Parhar, Flow 93.5 Peter Michael, 106 The Drive Rob Murray, Jack FM Ron Lopata, Warner Music Canada Sam Pickard, Strut Entertainment Sari Delmar, AB Co. Stephanie Mudgett, Editor Steve, The Railway Club Tim Des Islet, Noisemaker Management Troy Arseneault, Talent Buyer Along with a handful of contributors who chose to remain nameless from additional booking agencies, Universal, Sony, radio stations, and venues. Thanks to the help of the above music business experts this book will show you how to: **Develop your craft into a commercially viable business **Start earning money from your music **Get signed by a booking agent **Get a record label deal **Get your music placed in television and film **Get your music on the radio **Book on profitable tours And MUCH, much more smartbandmanagement.com*

Successful Artist Management

Bpi Communications Offering parallel viewpoints of the manager and the entertainer, all aspects of career planning and development are examined from establishing the artist-manager relationship to coping with fame

Artist Management for the Music Business

Manage Your Career in Music: Manage the Music Careers of Others

CRC Press Anyone managing an artist's career needs to be well versed and have a savvy understanding of the moving parts of the music business. Learn how and why those moving parts "move," as well as how to manage and navigate a music-based career. *Artist Management for the Music Business* gives a comprehensive view of how to generate income through music and how to strategically plan for future growth. The book is full of valuable practical insights. It includes interviews and case studies with examples of real-world management issues and outcomes. Updates to this new edition include a new chapter for independent, self-managing artists, expanded and updated sections on networking, social media, and streaming, and a basic introduction to data analytics for the music business. This book gives access to resources about artist management and the music business at its companion website, www.artistmanagementonline.com.

The Live Music Business

Management and Production of Concerts and Festivals

Routledge *The Live Music Business: Management and Production of Concerts and Festivals, Third Edition*, shines a light on the enigmatic live music business, offering a wealth of inside advice and trade secrets to artists and bands looking to make a living in the industry. Previously published as *The Tour Book*, this new edition has been extensively revised, reorganized, and updated to reflect today's music industry. This practical guidebook examines the roles of the key players - from booking agents to concert promoters, artist managers to talent buyers - and the deals, conventions, and processes that drive this global business. Written by a touring professional with over 25 years of experience, this book elucidates why playing live is crucial to the success of any musician, band, or artist, explaining issues like: what managers, promoters, and agents do and how they arrange shows and tours; how to understand and negotiate show contracts; how to create a contract rider, and how the rider affects the money you earn from a show; how to appear professional and knowledgeable in an industry with its own conventions, language, and baffling technical terms; and a three-year plan using live performance to kickstart your music career. Intended for music artists and students, *The Live Music Business*

presents proven live-music career strategies, covering every aspect of putting on a live show, from rehearsing and soundchecks to promotions, marketing, and contracts. In an era when performing live is more essential than ever, this is the go-to guidebook for getting your show on the road and making a living from music.

Artist Management

Agility in the Creative and Cultural Industries

Routledge Artists are creative workers who drive growth in the creative and cultural industries. Managing artistic talent is a unique challenge, and this concise book introduces and analyses its key characteristics. Artist Management: Agility in the Creative and Cultural Industries makes a major contribution to our understanding of the creative and cultural industries, of artistic and managerial creativities, and of social and cultural change in this sector. The book undertakes an extensive exploration of the increasingly pivotal role of artist managers in the creative and cultural industries and argues that agile management strategies are useful in this context. This book provides a comprehensive and accessible account of the artist-artist manager relationship in the twenty-first century. Drawing from research interviews conducted with artist managers and self-managed artists in five cities (New York, London, Toronto, Sydney and Melbourne), this book makes an original contribution to knowledge. Nation-specific case studies are highlighted as a means of illuminating various thematic concerns. This unique book is a major piece of research and a valuable study aid for both undergraduate and postgraduate students of subjects including arts management, creative and cultural industries studies, arts entrepreneurship, business and management studies and media and communications.

Managing Artists in Pop Music

What Every Artist and Manager Must Know to Succeed

Skyhorse Publishing Inc. Law, taxes, and finances.

How To Make It in the New Music Business: Practical Tips on Building a Loyal Following and Making a Living as a Musician (Second Edition)

Liveright Publishing Hailed as an “indispensable” guide (Forbes), How to Make It in the New Music Business returns in this extensively revised and expanded edition. When How to Make It in the New Music Business hit shelves in 2016, it instantly became the go-to resource for musicians eager to make a living in a turbulent industry. Widely adopted by music schools everywhere and considered “the best how- to book of its kind” (Music Connection), it inspired thousands to stop waiting around for that “big break.” Now trusted as the leading expert for “do it yourself” artists, Ari Herstand returns with this second edition, maintaining that a stable career can be built by taking advantage of the many tools at our fingertips: conquering social media, mastering the art of merchandising, embracing authentic fan connection, and simply learning how to persevere. Comprehensively updated to include the latest online trends and developments, it offers inspiring success stories across media such as Spotify and Instagram. The result is a must- have for anyone hoping to navigate the increasingly complex yet advantageous landscape that is the modern music industry.

Music Management, Marketing and PR

SAGE This book is your guide to the study and practice of music management and the fast-moving music business of the 21st century. Covering a range of careers, organisations, and practices, this expert introduction will help aspiring artists, managers, and executives to understand and succeed in this exciting sector. Featuring exclusive interviews with industry experts and discussions of well-known artists, it covers key areas such as artist development, the live music sector, fan engagement, and copyright. Other topics include: Managing contracts and assembling teams. Using data audits of platforms to adapt campaigns. Shaping opinions about music, musicians, events. How the music industry can be more diverse, inclusive, and equitable for the benefit of all. Working with venues, promoters, booking agents, and tour managers. Branding, sponsorship, and endorsement. Funding, crowdsourcing and royalty collection. Ongoing digital developments such as streaming income and algorithmic recommendation. Balancing the creative and the commercial, it is essential reading for students of music management, music business, and music promotion – and anybody looking to

build their career in the music industries. Dr Chris Anderton, Johnny Hopkins, and James Hannam all teach on the BA Music Business at the Faculty of Business, Law and Digital Technologies at Solent University, Southampton, UK.

This Business of Global Music Marketing

Global Strategies for Maximizing Your Music's Popularity and Profits

Billboard Books Think BIG—capture the global music market. Worldwide tours, internet downloads, international album distribution—the global market for music is expanding with lightning speed, and that means big opportunities for everyone in the music business. The main obstacle? Lack of knowledge. The world market is packed with opportunity, but it's also full of cultural, regulatory, administrative, legal, political, and logistical pitfalls. This Business of™ Global Music Marketing offers a map of the world, with full information on how to break into the global market, how to distribute records abroad, how to find an audience, how to package records to appeal to local markets, how to establish partnerships with foreign businesses, how to deal with different rules of trade, and much more. A companion volume to author Tad Lathrop's top-selling This Business of™ Music Marketing and Promotion, This Business of™ Global Music Marketing offers everyone in the music business a chance to go global.

Music Business Handbook and Career Guide

SAGE Publications This powerhouse best-selling text remains the most comprehensive, up-to-date guide to the music industry. The breadth of coverage that Music Business Handbook and Career Guide, Eleventh Edition offers surpasses any other resource available. Readers new to the music business and seasoned professionals alike will find David Baskerville and Tim Baskerville's handbook an indispensable resource, regardless of their specialty within the music field. This text is ideal for introductory courses such as Introduction to the Music Business, Music and Media, and Music Business Foundations as well as more specialized courses such as the record industry, music careers, artist management, and more. The fully updated Eleventh Edition includes coverage of key topics such as copyright, licensing, songwriting, concert venues, and the entrepreneurial musician. Uniquely, it provides career-planning insights on dozens of job categories in the diverse music industry.

Music Business For Dummies

John Wiley & Sons Start your music career off right with this fun guide to the music industry Music Business For Dummies explains the ins and outs of the music industry for artists and business people just starting out. You'll learn how file-sharing, streaming, and iTunes have transformed the industry, and how to navigate your way through the new distribution models to capitalize on your work. It all begins with the right team, and this practical guide explains who you need to have on your side as you begin to grow and get more exposure. Coverage includes rehearsing, performing, recording, publishing, copyrights, royalties, and much more, giving you the information you need to start your career off smart. Music industry success has never been easy to achieve, and recent transformations and disruptions to the business side have made the whole idea even more daunting than before. This guide gives you a roadmap around the landmines, and provides expert advice for starting out on the right foot. Find the right players, agents, and business managers Make more money from your work with smart distribution Build your brand and get people talking about you Get gigs, go on tour, and keep on growing If music is your calling, you need to plan your career in a way that sets you up for success from the very beginning. Put the right people in place, get the most out of your investments, and learn how to work the crowd both virtually and in person. Music Business For Dummies is your companion on your journey to the music career you want.

Just Get Out There

Achieving Abundance, Self-Empowerment and Professional Success as an Artist Entrepreneur

Warrior Girl Music GILLI MOON, Author, Artist, singer/songwriter, record label owner, certified professional coach and "Artist Entrepreneur", takes you on an enriching journey of artistic and professional discovery with her second book JUST GET OUT THERE, (her first book is I AM A Professional Artist - the Key To Survival and Success In The World of the Arts). JUST GET OUT THERE is the Artist's bible to achieving abundance, self-empowerment and professional success as an Artist entrepreneur. 300+ pages filled with in-depth tips, tools, steps and resources on getting out there as an Artist, all the while achieving personal, financial and professional success and joy. JUST GET OUT THERE covers topics such as defining your uniqueness; building your dream and creating a plan

around your goals; balancing the art with the 'business' through time management and prioritization techniques; fundamentals in producing, releasing, marketing, promotion, performing and touring; using the Internet; and a plethora of in-depth tips, tools, steps and resources on getting out there as an Artist. Throughout this book, Gilli is guiding you, asking you questions, giving you exercises, and making you think and act the way a strong business savvy Artist should, leading you to the Artist you ultimately want to become. JUST GET OUT THERE provides Artists inspiration: a sense of hope and assurance through anecdotal stories (some about Gilli's personal life), motivational messages and real, practical, tried and tested strategies. Ultimately it's about enjoying the journey along your path to creative success. More info at www.justgetoutthere.net

Artist Development Essentials

The Key to Structuring a Sustainable Profile in the Music Industry

Business Expert Press As a constantly evolving and developing industry, the music business environment continues to establish new standards in terms of operational efficiency, dynamics between the different parties involved in the professional cycles, and constructing and performing methodologies in the process of achieving the desired results that all the participants in the music world have to adapt to in order to establish a sustainable career. Hence, the main purpose of this book is to provide practical advice suitable to both aspiring music professionals and artists that need detailed guidance in the process of developing the basis of a fruitful, promising, and sustainable profile, not only in terms of business performance, but psychologically as well.

Inside the Music Business

Routledge This book is a comprehensive guide to a career in the music industry. Offering advice as to how to get into the business, it explains the main features of a wide range of jobs, such as management, production, promotion and merchandise through to the working lives of recording artists and session musicians.

Visual Arts Management, 2nd Edition

Routledge The arts sector is of vital importance to the global economy and students aspiring to a career in the visual arts are increasingly required to gain an understanding of the business side of the arts world. This textbook introduces the field of arts management with a focus on visual arts. *Visual Arts Management* provides the first comprehensive textbook to the art business. The book covers the full range of the art world from contemporary galleries, secondary market, auction houses, art fairs, and museums. Topics include overviews of the distinct sectors of the business, but also delves in to technical topics: curatorship, antiques, cultural heritage compliance, marketing, art criticism, taxation, customs, insurance, transportation, appraising, conservation, and connoisseurship. Each chapter concludes with a real-world case study to provide cautionary tales of the dangers and pitfalls of the art business. This unique textbook, authored by an experienced instructor, presents a global perspective on the rapidly developing art business in a way that is relevant for arts management classes and art professionals worldwide.

Designing the Music Business

Design Culture, Music Video and Virtual Reality

Springer Nature This book addresses the neglect of visual creativities and content, and how these are commercialised in the music industries. While musical and visual creativities drive growth, there is a lack of literature relating to the visual side of the music business, which is significant given that the production of meaning and value within this business occurs across a number of textual sites. Popular music is a multimedia, discursive, fluid, and expansive cultural form that, in addition to the music itself, includes album covers; gig and tour posters; music videos; set, stage, and lighting designs; live concert footage; websites; virtual reality/augmented reality technologies; merchandise designs; and other forms of visual content. As a result, it has become impossible to understand the meaning and value of music without considering its relation to these visual components and to the interrelationships between them. Using design culture theory, participant observation, interviews, case studies, and a visual methodology to explore the topic, this research-based book is a valuable study aid for undergraduate and postgraduate students of subjects including the music business, design, arts management, creative and cultural industries studies, business and management studies, and media and communications.

This business of artist management

Establishing the artist-manager relationship. Planning the artist's career. Making the plan work. Career maintenance and control. Mastering success

Understanding International Art Markets and Management

Psychology Press "Understanding International Art Markets and Management focuses on the visual art market--sculpture, paintings, drawings, prints--and examines the major transitions that have affected this market." -- t.p. verso.

How to Make a Living from Music

WIPO This guide is designed for musicians and music professionals who wish to hone their knowledge of the music business. It is intended as a practical tool to help composers, performers and all those involved in the music world get into the specifics of the management of their intellectual property rights. The guide aims to provide instructive advice on how to build a successful career in music in both developed and developing countries, by generating income from musical talent.

Arts and Business

Building a Common Ground for Understanding Society

Taylor & Francis Arts and Business aims at bringing arts and business scholars together in a dialogue about a number of key topics that today form different understandings in the two disciplines. Arts and business are, many times, positioned as opposites. Where one is providing symbolic and aesthetic immersion, the other is creating goods for a market and markets for a good. They often deal and struggle with the same issues, framing it differently and finding different solutions. This book has the potential of offering both critical theoretical and empirical understanding of these subjects and guiding further exploration and research into this field. Although this dichotomy has a well-documented existence, it is reconstructed through the writing-out of business in art and vice versa. This edited volume distinguishes itself from other writings aimed at closing the gap between art and business, as it does not have a firm standpoint in one of these fields, but treating them as symmetrical and equal. The belief that by giving art and business an equal weight, the editors also create the opportunity to communicate to a wider audience and construct a path forward for art and business to coexist.

Music Money and Success

Schirmer Trade Books The Insider's Guide to Making Money in the Music Industry. Millions dream of attaining glamour and wealth through music. This book reveals the secrets of the music business that have made fortunes for the superstars. A must-have for every songwriter, performer and musician.

Career Management for Artists

A Practical Guide to Representation and Sustainability

for Your Studio Practice

Routledge Both pragmatic and motivational, this book addresses what it means to have a successful long-term career in the arts, taking stock of the current landscape of the art world, introducing new venues in the field, reflecting on issues of social media and exhibition, and ultimately encouraging artists to take control of their professional lives. Weaving conversations from a range of internationally based artists who have negotiated alternative paths to success, lauded artist and teacher Stacy Miller provides a practical, lively reflection on what it takes to be an artist in our new global landscape. This book covers practical needs, different approaches, and philosophical ways of creating a life and career in the arts. It lays out conventional and nonconventional means to representation, describes being an entrepreneur versus funding independent creative projects, and examines social media for the potential powerhouse it is. Most importantly, it gives artists a way to think about being a professional and the different paths to a successful career in the arts. Perfect for emerging, mid-career, and experienced artists, this book encourages readers to redefine personal success and to act locally, nationally, and internationally in an expanding art world.

Music Management for the Indie Artist

Everything You Need to Know about Managing Your Music Career, Exploding Your Popularity and Getting Discovered by a Top Manager

Are you struggling to get your music heard? Have you ever felt lost or directionless on how to manage your career? Inside "Music Management for the Indie Artist", you'll discover: How to gain a crystal-clear vision of your future in music. The single most important thing you can do to start getting calls from music managers. Why you need a business and marketing plan and how to write it. How to protect yourself from falling victim to unscrupulous managers. What music management is all about and why it pays to self-manage your career. Whether you just released your first song or are a seasoned musician ready to take your music career to the next level, this book is for you. You should already know how to manage your music career before you decide to get a manager. Because only

then will you be perceived as desirable to work with. But the sad thing is... most artists have no clue when it comes to the most important aspects of managing a music career. Many artists think they just have to get their music heard to be successful. Believe it or not, that's really just the tip of the iceberg. If you believe you can carve out a successful music career all on your own - without any help, you are basically committing career suicide. You need to find others who have made it and follow in their footsteps. But if you don't know how to get (and deal) with a manager, you might find yourself getting ripped off. Simply put... Most indie artists don't have a real strategy for building a successful music career. Many struggle for years going nowhere, achieving nothing... and end up returning to (or staying stuck at) an unfulfilling day job barely earning enough money to support themselves and their family living a life of quiet desperation with their hopes and dreams crushed. It's a terrible thing to see! But we've got good news for you... You do not have to end up like most struggling artists because for the first time ever, we've together the ultimate roadmap to help you take control of your own music career. And guess what? It's going to help you look INFINITELY more attractive to any potential manager. This is a complete, step-by-step 228 page blueprint which contains a "treasure trove" of the best kept marketing & business secrets for indie musicians, artists and bands who want to start managing their music career like a pro, become a music phenomenon and attract a top music manager.

Project Management for Musicians

Recordings, Concerts, Tours, Studios, and More

Hal Leonard Corporation (Berklee Press). Get organized, and take charge of your music projects! This book will help you harness your creativity into clear visions and effective work plans. Whether you are producing a recording, going on tour, developing a studio, launching a business, running a marketing campaign, creating a music curriculum, or any other project in the music industry, these road-tested strategies will help you to succeed. Music projects come in all sizes, budgets, and levels of complexity, but for any project, setting up a process for planning, executing, and monitoring your work is crucial in achieving your goals. This book will help you clarify your vision and understand the work required to complete it on time, within budget, and to your highest possible quality standard. It is a comprehensive approach, with hundreds of music industry-specific tools for keeping your work on track, mitigating risk, and reducing stress, so that you can complete your project successfully. You will learn to: develop work strategies; delegate tasks; build and manage teams; organize your project office; develop production schedules; understand and organize contracts; analyze risk; and much more.

The Essence of the Music Business

Strategy

Mika Karhumaa Understanding the importance of strategy is the basis for rational advancement. In the music business - strategies are not always perceptible. They are multi-layered, long-lasting, but also instantaneously effective. The ultimate goal often transpires along the way. In order to understand tactics, one has to read between the lines. The reason why different pre-conditions and industrial expectations must always be taken into account is due to conflicts between economic and artistic goals. An artist's progress often depends on their interest groups' comfort to these aspects and is about maintaining the balance between business objectives and the artist's story. This book deals with factors affecting strategy and how it relates to the artist and their management. Since viable passive income generation in the streaming era is what is most sought after, management missions have also changed. Managers, record companies or music publishers are no longer patriarchs as before, but more like partners. This book illustrates the current state in light of new opportunities. 'Strategy' is the final chapter of The Essence of the Music Business Trilogy from Mika Karhumaa.

Arts Management

An entrepreneurial approach

Routledge Arts Management is designed as an upper division undergraduate and graduate level text that covers the principles of arts management. It is the most comprehensive, up to date, and technologically advanced textbook on arts management on the market. While the book does include the background necessary for understanding the global arts marketplace, it assumes that cultural fine arts come to fruition through entrepreneurial processes, and that cultural fine arts organizations have to be entrepreneurial to thrive. Many cases and examples of successful arts organizations from the United States and abroad appear in every chapter. A singular strength of Arts Management is the author's skilful use of in-text tools to facilitate reader interest and engagement. These include learning objectives, chapter summaries, discussion questions and exercises, case studies, and numerous examples and cultural spotlights. Online instructor's materials with PowerPoints are available to adopters.

Managing Your Band

Artist Management : the Ultimate Responsibility

Hal Leonard Corporation (Book). One of the most comprehensive books available covering publicity, touring, contracts, branding, marketing, trademarks, merchandising and record companies, this latest edition includes new business models for succeeding in the virtual world, and new contracts for personal management and artists releasing their own digital product. Also features an expanded chapter on business management, new artist-manager court cases, and updated industry website listings.

The Art of Music Business Management For Artists & Managers

Mika Karhumaa The next generation of music business books is here! Karhumaa's seventh book presents an unprecedented concept - how to understand modern artist management. Traditional and prevailing laws are transmitted, but the development of technology is presented in a way that often goes unnoticed. In a time when technology development is increasingly guiding the formation of new business models, it is important to adapt to the situation. NFTs, web3 or the metaverse is already commonplace. Development plays a huge role in the job description of artists and managers. Nowadays artists more frequently take a more active role in their own management. It's not just the manager that runs intermediation or facilitation, and this includes modern preconditions and their arrangements. The artist needs to be prepared in any case, with consideration as to how resources are allocated to enable goal achievement. To be able to succeed now and in the future, the basics of this book will be needed. This book is a step by step of what you really need to know. It is particularly well suited for educational use. A manager needed to write this book. The author has almost three decades of experience in multiple capacities. Mika Karhumaa is a music business manager - specializing in artist management and contracts & copyright. He lectures on the subject and acts as a strategist in many industrial operations.

All You Need to Know About the Music Business, Seventh Edition

RosettaBooks, LLC No one understands the music industry--from the technology, to the legalities, to the new industry practices--better than veteran music lawyer Donald Passman. In this completely revised and updated seventh edition of All You Need To Know About the Music Business, which the Los Angeles Times called "the industry bible" and which has sold hundreds of thousands of copies, Passman offers executives and artists, experts and novices alike the essential information they need not only to survive in these volatile and exciting times, but also to thrive. Drawing on his unique, up-to-the-minute experience as one of the most trusted advisors in the business, Passman offers advice concerning: - The Copyright Royalty Board's latest decisions regarding online transmissions. - The developing new customs concerning new technologies such as streaming on demand, ringtones, and digital downloads. Passman also gives guidance on other fundamental issues such as how to: - Select and hire a winning team of advisors--personal and business managers, agents, and attorneys--and structure their commissions, percentages, and fees in a way that will protect you and maximize these relationships. - Master the big picture and the finer points of record deals. - Navigate the ins and outs of songwriting, music publishing, and copyright law. - Maximize concert touring and merchandising deals. Almost everyone in the music business, from musicians and songwriters to entertainment lawyers and record company executives, are scrambling to sort out what is going to happen next, and Passman is right in the thick of these changes. Here is a book for anyone interested in a music career: a comprehensive and crucial guide to making it in one of the world's most dynamic industries.

Occupational Outlook Handbook

The Business of Music Management

How To Survive and Thrive in Today's Music Industry

Business Expert Press Readers will gain vital and accurate knowledge about the music business, how musicians get paid, the legal framework for business, and will learn to recognize and leverage opportunities through overcoming the inevitable obstacles to success in a rapidly-changing industry. The author offers valuable insights into the niche readers might fill with their career, and discover their unique path to success. Readers will come away with a greater understanding of the scope and demands of the music and entertainment industry.

The Economics of Music

Agenda Publishing This book offers a concise, rigorous presentation of the economic fundamentals of the music industry in particular and the music economy in general. It highlights the economic principles that govern the music business as an economic good protected by copyright law. The book examines the core sectors of the industry - music publishing, sound recording, the live music market, and secondary markets such as advertising and merchandising - and shows how they operate together. It includes analysis of the income streams of musicians and the wider music lobby. The impact of digitization and the economic relevance of new digital formats is given special attention - download services, streaming platforms, mobile music providers, cloud music services as well as music recognition and recommendation systems are all discussed. The book shows how a combination of established publishers (Universal, Sony/ATV, Warner/Chappell), new promoters (LiveNation), and a new generation of music providers (Apple, Google, Amazon) has created a heady mix of competing and collaborative economic models. Throw in the problem of piracy and ever-changing consumer behavior and, the author shows, we have one of the most dynamic and fascinating business sectors in the world.

The Art Business

Routledge Drawing on the experience of Sotheby's Institute of Art, this text exposes the realities of the commercial trade in fine art, from its structure to legal issues and wider cultural policy, and including interviews with leading experts in the field.

The Routledge Companion to Arts Management

Routledge The Routledge Companion to Arts Management contains perspectives from international scholars, educators, consultants, and practitioners sharing opinions, exploring important questions, and raising concerns about the field. The book will stimulate conversations, foster curiosity, and open pathways to different cultural, philosophical, ideological, political, national, and generational insights. Four broad thematic areas are used to organize current topics in the field of arts and culture management. Part I introduces a mixture of perspectives about the history and evolution of the practice and study of arts management, the role of arts managers, and how arts management is being impacted by the digital age. Part II focuses on the dynamics of entrepreneurship, change processes, and leadership practices. Part III includes globally focused topics on cultural policy, cultural rights, and community building. Part IV examines a sampling of topics related to functional activities that are common to arts and culture organizations around the world such as marketing, planning, increasing diversity, hiring, fundraising, and sustainability. This book builds a comprehensive understanding of what arts management can mean in an international context creating an essential resource for students, scholars and reflective practitioners involved at the intersection of business and the arts.

This Game of Hip Hop Artist Management

The Success Attitude

a company called W Managing Hip Hop artists is NOT the same as managing artists in any other genre. It's unique. There are cultural differences, industry differences and global differences you need to be aware of if you are to be successful. I know, because I've done it! Learn the business basics, as well as the unique success attitude and strategies you need in order to master the game! (220 pages; 8 x 10; ISBN: 978-0974531335) Read more at www.hiphopentrepreneur.com