



# Syllabus

15800 Calvary Rd  
Kansas City, MO 64147

COURSE: MU410T.TN Music Business & Law  
CREDIT: 3 Credit Hours  
SEMESTER: FALL 2024  
DAY/TIME/ROOM: MW/9:30-10:50AM/E. ED 107  
INSTRUCTOR: Dr. Ian Guthrie  
[ian.guthrie@calvary.edu](mailto:ian.guthrie@calvary.edu)

## I. DESCRIPTION

An overview of the world of music business and the governing laws.

*\*This course is offered in two formats: in-person and online. Students registered for in-person attend the classes in person, online students attend the classes via the online classroom. For both in-person and online students, assignments and interaction outside of the class period are done in the learning management system.*

## II. OBJECTIVES

### A. General competencies to be achieved—the student will:

1. Establish an overall understanding of music as a business and the function played by various aspects of the music business.
  - i. PLO 1. 3.
  - ii. A, B, C, D, E
2. Understand the laws covering the music business.
  - i. PLO 1. 3.
  - ii. A, B, C, D, E
3. Explore the purpose and design of a basic business plan.
  - i. PLO 1. 2. 3.
  - ii. A, B, C, D, E

### B. Specific competencies to be achieved, the student will:

1. Explore the elements of a successful music business including necessary team members, record deals, marketing, concerts and touring, merchandising, and other critical aspects for the Christian musician.

*Our Mission: "...to prepare Christians to live and serve in the church and in the world according to the Biblical worldview."*

- i. PLO 1. 2. 3.
  - ii. A, B, C, D, E
- 2. Research and demonstrate a sound understanding of the issues of copyright, contract, merchandising, and other areas of law pertaining to the Christian musician.
  - i. PLO 1. 2. 3.
  - ii. A, B, C, D, E
- 3. Create a dynamic business plan and implement it.
  - i. PLO 1. 2. 3.
  - ii. A, B, C, D, E

### III. REQUIREMENTS

- A. You **MUST** purchase the text book: **All You Need to Know About the Music Business: 11th Edition (no earlier editions are permitted)** by Passman, Donald S. Published by Simon & Schuster.
- B. Complete the required weekly reading and writing assignments.  
\* **Assignments** are due at class time or on the date assigned.
- C. Prepare a research project and presentation on an aspect of music law. The paper should be approximately 1250 words long (5 pages, double-spaced, 12 pt. type) with at least 3 sources. The presentation should be 10 minutes long.
- D. A similar paper and presentation on a music business plan.
- E. Attendance is required for this course, and participation is also expected. Excused absences will be dealt with on a case-by-case basis.

### IV. METHODS

- A. In-class teaching methods will include lecture, discussion, demonstration, video, and oral reports.
- B. Out of class methods will include reading, study, written assignments, assigned projects, research, and preparation for oral reports.

### V. GRADING

Weekly assignments and in-class attendance	20%
Research project and presentation	30%
Business Law presentation	20%
Business Plan and presentation	30%

\***Assignments** are due at class time or on the date assigned. Papers and reading assignments must be completed **on time. NO EXCEPTIONS.**

## VI. MATERIALS

- *The Bible*
- **All You Need to Know About the Music Business: 11th Edition** by Passman, Donald S. Published by Simon & Schuster; 10 edition (2023)  
**ISBN-10: 1668011065**  
**ISBN-13: 978-1668011065**  
New: \$27.99

## VII. OTHER IMPORTANT INFORMATION

- The Bible is a required textbook in every course at Calvary University. To facilitate academic level study, students are required to use for assignments and research an English translation or version of the Bible based on formal equivalence (meaning that the translation is generally word-for-word from the original languages), including any of the following: New American Standard (NASB, English Standard Version (ESV), New King James (NKJV), or King James (KJV). Other translations and versions based on dynamic equivalence (paraphrases, and thought-for-thought translations like NLT and NIV) may be used as supplemental sources. Please ask the professor if you have questions about a particular translation or version.
- Students with disabilities have the responsibility of informing the Accommodations Support Coordinator (aso@calvary.edu) of any disabling condition that may require support.
- Plagiarism is defined as copying any content without identifying the source. This also includes taking another person's or AI entity's ideas or constructs and presenting them as your own. The use of AI generated content in student work is prohibited (even if cited) as it does not represent original work created by the student and is an unreliable aggregate of ideas from other sources. Plagiarism of any kind will not be tolerated.
- The Clark Academic Center (learning@calvary.edu) is dedicated to providing free academic assistance for Calvary University students. Student tutors aid with all facets of the writing process, tutor in various subject areas, prepare students for exams and facilitate tests. Please take advantage of this service.
- All class papers must follow the Turabian style according to A Manual for Writers of Research Papers, Theses, and Dissertations, 8th edition and the Calvary Style Guide, 2019 update.
- Grading Scale: See grading scale in the university catalog.

## Course Outline

Week 1:

    Introductions

Weeks 2-5:

    Copyright, and Publishing laws (selections from chapters 15-21)

Weeks 6-8:

    Go Indie or normal with your records? (selections from chapters 7-14)

Weeks 9-12:

    Go independent or with a team? (selections from chapters 2-6 and 22-25)

Weeks 13-14:

    Styles (selections from 26-34)

Weeks 15-16:

    Presentations

### \*Carnegie Unit Worksheet

**Calvary University**  
**Course: MU410 Music Business and Law**

Assignments	External/Online	
	Hours	Assigned
“Seat Time” in class	42	
Reading (pages)	38	500 pages
Homework	15	
Business Plan and Presentation	20	
Research Project and Presentation	20	
Total	135	