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DONALD S. PASSMAN

All You Need To Know About The Music Business 5th Edition

Walt F.J. Goodridge



All You Need To Know About The Music Business 5th Edition:

All You Need to Know About the Music Business Donald S. Passman, 2013-11-05 The definitive essential guide to the music industry now in its eighth edition revised and updated with crucial information on the industry's major changes in response to rapid technological advances and economic uncertainty For the first time ever the guide also includes advice on the Canadian music scene from entertainment lawyer Chip Sutherland The past two decades have seen file sharing technology and digital streaming services transform the music business across the continent and the changes keep coming at breakneck speed How are record labels adapting to the demand for instantly accessible low cost music while coping with piracy How can Canadian musicians break into the global market And what does it all mean for aspiring and established artists today Donald Passman one of the most trusted music lawyers in the United States offers his sage advice for creating selling sharing and protecting your music in the Information Age in this updated Canadian edition of All You Need to Know About the Music Business And now Canadian musicians have a voice of their own as Chip Sutherland one of Canada's most distinguished entertainment lawyers offers insight into the industry trends and particulars of the Great White North Executives and artists experts and novices alike will benefit from these detailed yet easy to understand explanations of the latest technologies legalities and practices shaping the music business such as Royalties for music transmitted via digital downloads streaming services cloud lockers and apps Updated licensing regulations and industry agreements Selecting and hiring a winning team of advisors personal and business managers agents and attorneys and structuring their commissions percentages and fees in a way that will protect you and maximize these relationships Mastering the major and the finer points of contract negotiations In a bonus Canadian content section at the end of each chapter they give guidance on the basics such as how to Navigate the Canadian marketplace and the transition to a global presence Find Canadian financial grants and bursaries Understand regulations governing Canadian content development Recognize the unique features of Canadian deal structures Maximize concert touring and merchandising agreements in Canadian and American market places Anyone interested in making and marketing music musicians songwriters agents promoters publishers managers and record company executives needs this crucial text to keep up with the frenetic pace of technological and legal change No one understands the music business on both sides of the border better than Passman and Sutherland Let them show you how to make it in one of the world's most dynamic and challenging industries

All You Need to Know About the Music Business Donald S. Passman, 2023-10-24 Dubbed the industry bible by the Los Angeles Times All You Need to Know About the Music Business by veteran music lawyer Donald Passman is the go to guide for everyone in the music business through ten editions over thirty years and over a half a million copies sold Now with updates explaining why musicians have more power today than ever in history discussion of the mega million dollar sales of artists songs and record catalogs how artist access to streaming media and particularly TikTok has completely reshaped the music business the latest on music created by AI and a

full update of the latest numbers and trends For more than thirty years *All You Need to Know About the Music Business* has been universally regarded as the definitive guide to the music industry Now in its eleventh edition Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls streaming For the first time in history music is no longer monetized by selling something it s monetized by how many times a listener streams a song And also for the first time artists can get their music to listeners without a record company gatekeeper creating a new democracy for music The industry bible *Los Angeles Times* now updated is essential for anyone in the music business musicians songwriters lawyers agents promoters publishers executives and managers and the definitive guide for anyone who wants to be in the business So whether you are or aspire to be in the music industry veteran music lawyer Passman s comprehensive guide is an indispensable tool He offers timely information about the latest trends including the reasons why artists have more clout than ever in history the massive influence of TikTok the mega million dollar sales of artists songs and record catalogs music in Web3 and the Metaverse music created by AI and a full update of the latest numbers and practices

All You Need to Know about the Music Business Donald S. Passman,2006 A guide to the music business and its legal issues provides real world coverage of a wide range of topics including teams of advisors record deals songwriting and music publishing touring and merchandising

All You Need to Know About the Music Business Donald S. Passman,2019-12-03 *All You Need to Know About the Music Business* by veteran music lawyer Don Passman dubbed the industry bible by the *Los Angeles Times* is now updated to address the biggest transformation of the music industry yet streaming For more than twenty five years *All You Need to Know About the Music Business* has been universally regarded as the definitive guide to the music industry Now in its tenth edition Donald Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls For the first time in history music is no longer monetized by selling something it s monetized by how many times listeners stream a song And that completely changes the ecosystem of the business as Passman explains in detail Since the advent of file sharing technology in the late 1990s to the creation of the iPod the music industry has been teetering on the brink of a major transformation and with the newest switch to streaming music this change has finally come to pass Passman s comprehensive guide offers timely authoritative information from how to select and hire a winning team of advisors and structure their commissions and fees navigate the ins and outs of record deals songwriting publishing and copyrights maximize concert touring and merchandising deals and how the game is played in a streaming world If you want to be in music you have to read this book says Adam Levine lead singer and guitarist of Maroon 5 With its proven track record this updated edition of *All You Need to Know About the Music Business* is more essential than ever for musicians songwriters lawyers agents promoters publishers executives and managers anyone trying to navigate the rapid transformation of the industry

Kohn on Music Licensing, 5th Edition (Plan IL) Kohn,2019-01-01 Whether you are a music publisher or

songwriter looking to maximize the value of your music catalog or a producer ad agency or internet music service seeking to clear music rights for products performances and other uses the new Fifth Edition of Kohn On Music Licensing offers you comprehensive and authoritative guidance This one of a kind resource takes you through the various music licensing processes type by type and step by step In clear coherent language the author a seasoned attorney and executive in both the entertainment and high tech industries provides detailed explanations of the many kinds of music licenses identifies the critical issues addressed in each and offers valuable strategy and guidance to both rights owners and prospective licensees Kohn on Music Licensing Fifth Edition Walks the reader through the history of the music publishing business from Tin Pan Alley to the user generated content phenomena of the present Dissects the songwriter agreement providing the reader with a clause by clause analysis and offering the best negotiating strategies to achieve the best possible outcome for their clients Analyses the newly enacted Music Modernization Act signed into law in September 2018 which significantly changed the way music is licensed in sound recordings in the United States Guides the reader through the complexities of co publishing agreements administration agreements and international subpublishing agreements with a report on the rapidly changing music licensing landscape in Europe Takes on the intricacies of licensing music in sound recordings from the traditional CD format to the newer delivery methods including downloads streams ringtones and ringbacks including the rates and terms used in the U S Canada and the United Kingdom Confronts the pitfalls of licensing music for audiovisual works synchronization licenses using history as a guide from the early talkies through streaming internet content Explores new media and its impact on the licensing process Technological developments have forced the industry to rethink licenses when dealing with video games computer software karaoke and digital print including downloadable sheet music lyric database websites and digital guitar tabs Sizes up the digital sampling controversy and offers up suggestions for negotiating licenses for digital samples Explores the ever evolving concept of Fair Use and its application to the music industry Provides the reader with a look at the landscape of licensing fees including going rates for synch print radio TV advertising new media and other licenses to assist in negotiating the best rates for their clients Proven tips and suggestions along with the most up to date analysis are given for the technical aspects of music licensing from the perspective of both the rights owners and prospective licensees including How to clear a license Advice on maximizing the value of your music copyrights Formalities of licensing Duration of copyright renewal and termination of grants Typical fees And much more Every chapter of Kohn on Music Licensing has been completely updated in this expanded Fifth Edition New topics include The Music Modernization Act enacted in 2018 which changed the way music is licensed in sound recordings in the United States Mechanical license fee regimes including rates for ringtones and on demand streaming for U S Canada and U K Webcasting rates in the U S Canada and U K A discussion of the right of publicity in the context of digital sampling Print License chapter has an updated discussion on adaptation right as well as examines terms for digital print digital guitar tabs etc Custom musical

arrangements are also covered Synch License chapter now covers terms for downloading and streaming of video Previous Edition Kohn on Music Licensing Fourth Edition ISBN 9780735590908 Music Business Handbook and Career Guide David Baskerville,2006 The new eighth edition of the Music Business Handbook And Career Guide maintains the tradition of this classic text as the most comprehensive up to date guide to the 100 billion music industry More than 100 000 students and professionals have turned to earlier editions of the Baskerville Handbook to understand the art profession and business of music Thoroughly revised the eighth edition includes complete coverage of all aspects of the music industry including songwriting publishing copyright licensing artist management promotion retailing media and much more There is a complete section on careers in music including specific advice on getting started in the music business Generously illustrated with tables and photographs the Guide also contains a complete appendix with sample copyright forms writing and publishing agreements directories of professional organizations and a comprehensive glossary and index The eighth edition has been completely updated with particular emphasis on online music and its impact on the rest of the industry **The Future of the Music Business** Steve Gordon,2005 Aimed at songwriters recording artists and music entrepreneurs this text explains the basics of digital music law Entertainment attorney Gordon offers practical tips for online endeavors such as selling song downloads or creating an Internet radio station Other topics include for example web site building promoting through peer to peer networks etc **All You Need to Know About the Music Business** Donald S. Passman,2015-11-10 All You Need to Know About the Music Business by veteran music lawyer Don Passman dubbed the industry bible by the Los Angeles Times is now updated to address the biggest transformation of the music industry yet streaming For more than twenty five years All You Need to Know About the Music Business has been universally regarded as the definitive guide to the music industry Now in its tenth edition Donald Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls For the first time in history music is no longer monetized by selling something it s monetized by how many times listeners stream a song And that completely changes the ecosystem of the business as Passman explains in detail Since the advent of file sharing technology in the late 1990s to the creation of the iPod the music industry has been teetering on the brink of a major transformation and with the newest switch to streaming music this change has finally come to pass Passman s comprehensive guide offers timely authoritative information from how to select and hire a winning team of advisors and structure their commissions and fees navigate the ins and outs of record deals songwriting publishing and copyrights maximize concert touring and merchandising deals and how the game is played in a streaming world If you want to be in music you have to read this book says Adam Levine lead singer and guitarist of Maroon 5 With its proven track record this updated edition of All You Need to Know About the Music Business is more essential than ever for musicians songwriters lawyers agents promoters publishers executives and managers anyone trying to navigate the rapid transformation of the industry **Understanding the Music Business** Dick Weissman,2017-05-12 In

today's fast moving music industry what does it take to build a life long career Now more than ever all those working in music need to be aware of many aspects of the business and take control of their own careers Understanding the Music Business offers students a concise yet comprehensive overview of the rapidly evolving music industry rooted in real world experiences Anchored by a wealth of career profiles and case studies this second edition has been updated throughout to include the most important contemporary developments including the advent of streaming and the shift to a DIY paradigm A new Both Sides Now feature helps readers understand differing opinions on key issues Highly readable Understanding the Music Business is the perfect introduction for anyone seeking to understand how musical talents connect to making a living

Direct Licensing and the Music Industry Ivan L Pitt, 2015-10-13 This book discusses the economics of the music industry in the context of the changing landscape brought about by innovation technological change and rapid digitization The ability of digital technology to reduce the transaction costs of music copyright licensing has all but destroyed the traditional media business models of incumbent Performance Rights Organizations PROs music publishers record labels and radio and television stations In a climate where streaming services are rapidly proliferating and consumers prefer subscription models over direct ownership new business models such as direct licensing are developing This book provides an overview of the economics of the traditional music industry the technology induced changes in business models and copyright law and the role of publishers copyright holders and songwriters in the emerging direct licensing model In Part One the author examines the economic aspects of direct licensing as an alternative to the traditional blanket license for copyrighted musical compositions with an emphasis on the often monopolistic nature of PROs In Part Two the author focuses on the music publisher and the role direct licensing and competition may play in the changing business models in the music industry and the potential benefits this may bring to copyright holders such as songwriters To compliment this model the author proposes a maximum statutory fixed rate for musical performances to further streamline the royalty process especially where distributors such as Google and YouTube are concerned This book adds to the growing body of literature on the economics of music licensing in the digital age It will be useful to those in the fields of economics and law as well as music executives musicians songwriters composers and other industry professionals who are interested in understanding how technology innovation and competition have reshaped the music industry

Artist Management for the Music Business Paul Allen, 2014-07-17 With the evolution of the music business and the shifting influence of large record labels the artist manager is now more than ever at the center of an artist's career Artist managers are tasked with keeping abreast of the music industry and supporting the artists under their management while simultaneously managing their own careers Including key industry insights exclusive planning guidance management tools and strategies for a successful career Artist Management for the Music Business has the tools to support any new or experienced artist manager Through its analysis of over a dozen case studies lessons and contract examples author Paul Allen provides a focused look at managing artists careers This follow

up to the best selling second edition features a new chapter on entrepreneurship including detailed information on how to run an artist management enterprise as a business and includes coverage of anticipating risks reacting to challenges and basic money management The chapter also contains additional sections on the effective use of social media the Web and handling online promotion For additional resources visit the book s website at www.artistmanagementonline.com

Understanding the Music Business Richard Weissman,2015-09-30 *Understanding the Music Business* offers students a current overview of the music business Going beyond what most music business texts offer Weismann delivers a contemporary approach that addresses the unanswered questions for today s music students such as Is it really possible to make a living as musician *Understanding the Music Business* covers the basics in the first part of the text This first section deals with the fundamentals of the industry including recording music publishing agents managers radio and television unions the internet and new technology and regional and international music markets However it is the second half of the text that breaks new ground by covering the career paths of new artists in the industry the development and need for entrepreneurial skills and the ways that individuals forge careers in the industry *The New Songwriter's Guide to Music Publishing* Randy Poe,2005-11-16 Learn How to Make Money with Your Songs If you re a songwriter your job is to be an expert at crafting songs but to be successful you also need to have a sound working knowledge of music publishing This easy to read book leads you through the music publishing maze taking the mystery out of one of the most lucrative but least understood areas of the entertainment industry Learn how songwriters and music publishers earn royalties the most common types of music publishing contracts offered to songwriters the inner workings of a typical music publishing company and even how to start your own music publishing company In this newly revised and expanded edition of his award winning book Randy Poe president of Leiber how the internet and other new technologies are impacting the rights and income of songwriters and music publishers and all the very latest information and insider secrets you need to know about today s music publishing world ***This Game of Hip Hop Artist Management*** Walt F.J. Goodridge,2021-06-10 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 ***The Music Industry Handbook*** Paul Rutter,2016-06-17 *The Music Industry Handbook* Second edition is an expert resource and guide for all those seeking an authoritative and user friendly overview of the music industry today The new edition includes coverage of the latest developments in music streaming including new business models created by the streaming service sector There is also expanded exploration of the music industry in different regions of the UK and in other areas of Europe and coverage of new debates within the music industry including the impact of copyright extensions on the UK music industry and the business

protocols involved when music is used in film and advertising The Music Industry Handbook Second edition also includes in depth explorations of different elements of the music industry including the live music sector the recording industry and the classical music business analysis of business practices across all areas of the industry including publishing synchronisation and trading in the music industry profiles presenting interviews with key figures workings in the music industry detailed further reading for each chapter and a glossary of essential music industry terms

Become a Successful Designer - Protect and Manage Your Design Rights Internationally Joachim Kobuss,Alexander Bretz,Arian Hassani,2012-11-05 An easy to understand guide for designers on the legal topics that deeply affect their everyday professional activities Become a Successful Designer provides designers with ways to protect and handle their intellectual property rights Focus groups are all kinds of designers of the product furniture interior fashion textile communications graphics and computational design areas The authors Joachim Kobuss Alexander Bretz and Arian Hassani explain the legal framework and the possibilities to act in that field from a completely new point of view The law and its effects on the individual designer are described in the context of designers everyday practice Here the legal aspects of design do not appear in incomprehensible legalese but are rather shown as a strategic instrument for designers which can be fun to handle All topics are discussed from an international and general viewpoint due to the increasing globalization in the design fields

Media & Entertainment Law Ursula Smartt,2025-09-12 Now in its sixth edition this leading Media and Entertainment Law textbook continues to combine comprehensive coverage with rigorous analysis of a key area of the law The sixth edition has been comprehensively updated reflecting in particular the enormous changes brought about by artificial intelligence and how it is influencing not only intellectual property law e g music copyright but also common law development in the UK EU and US Topics covered include the regulation of online harms and new legislation in the form of the Online Safety Act 2023 and the Media Act 2024 This edition also looks across European borders to US legislation in areas such as copyright internet regulation defamation and contempt Case law features noteworthy examples such as Vardy v Rooney the Wagatha Christie Trial 2021 and other topics covered include tweeting jurors and contempt and Prince Harry The Duke of Sussex s legal actions against the tabloid press on phone hacking and invasion of privacy With a variety of pedagogical features to encourage critical thinking this unique textbook is essential reading for media and entertainment law courses at undergraduate and postgraduate levels and an insightful resource for students and reflective practitioners of journalism public relations and media studies

Understanding the Business of Media Entertainment Gregory Bernstein,2019-05-28 This revised edition of Understanding the Business of Media Entertainment is an indispensable guide to the business aspects of the entertainment industry providing the information you need to break in and to succeed Written in a clear and engaging tone the second edition of this book covers the essential topics in a thorough but reader friendly manner and includes plenty of real world examples that bring business and legal concepts to life such as the growing clout of digital companies and the rise of

streaming providers like Netflix and Amazon the transformation of independent film development and distribution and changes to the media ownership landscape Award winning screenwriter and entertainment attorney Gregory Bernstein gives an insider's look at the filmmaking business from copyright law and government media regulation to development distribution revenue the role of agents managers and unions entertainment contracts and more Other topics covered include Hollywood's growth and the current conglomerates that own most of the traditional media How specific entertainment companies operate including facts about particular studios and employee tasks How studios develop projects and engage in marketing and distribution The kinds of revenues studios earn and how they account for these revenues

Performing Popular Music David Cashman, Waldo Garrido, 2019-11-21 This book explores the fundamentals of popular music performance for students in contemporary music institutions Drawing on the insights of performance practice research it discusses the unwritten rules of performances in popular music what it takes to create a memorable performance and live popular music as a creative industry The authors offer a practical overview of topics ranging from rehearsals to stagecraft and what to do when things go wrong Chapters on promotion recordings and the music industry place performance in the context of building a career Performing Popular Music introduces aspiring musicians to the elements of crafting compelling performances and succeeding in the world of today's popular music

Entertainment Law, 2007

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