



# Syllabus

15800 Calvary Rd  
Kansas City, MO 64147

COURSE: MU410D.DN Music Business and Law  
CREDIT: 3 Credit Hours  
SEMESTER: Spring 2022/Cycle 4  
DAY/TIME/ROOM: Monday/1pm to 4pm/E. Ed. 109  
INSTRUCTOR: Dr. Tom Stolberg  
Office (816) 425-6195  
Email: tom.stolberg@calvary.edu

## I. DESCRIPTION

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

## 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.
  - 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.

*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
- 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: 10th Edition** 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 as a business. 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. Prepare a detailed business plan and supporting presentation for yourself that can be implemented after completion of this class.
- E. Attendance is required for this course. One or more absences will reflect negatively on your final grade.

### 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	40%
Business Plan and presentation	40%

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

### VI. MATERIALS

#### *The Bible*

**All You Need to Know About the Music Business: 10th Edition** by Passman, Donald S.  
Published by Simon & Schuster; 10 edition (October 29, 2019)

**ISBN-10: 1501122185**

**ISBN-13: 978-1501122187**

New: \$35.00

## 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](mailto:aso@calvary.edu)) of any disabling condition that may require support.

*Plagiarism is defined as copying any part of a book or paper without identifying the author. This also includes taking another person's ideas and presenting them as your own.*

The Clark Academic Center ([learning@calvary.edu](mailto: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.

In-class attendance and discussion is mandatory and is part of the student's overall final grade.

Grading Scale: See grading scale in the university catalog.

### \*Carnegie Unit Worksheet

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

Assignments	External/Online	
	Hours	Assigned
"Seat Time" in class	24	
Reading (pages)	39	500 pages
Weekly Homework	12	

Business Plan and Presentation	30	
Research Project and Presentation	30	
Total	135	