### Training Package: MUSIC INDUSTRY (CUS01)

#### Title:
**DEVELOP AND UPDATE MUSIC INDUSTRY KNOWLEDGE**

#### Unit Code
CUSBGE01A

#### Unit Descriptor:
This unit describes the skills required to develop and maintain current industry knowledge and contacts.

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| Evidence of competency may be obtained through a variety of methods and may include:  
- oral questioning on relevant areas of the industry  
- discussion of the industry and its’ distinguishing features  
- samples of work presented orally or in writing  
- authenticated reports of achievement in relevant courses or training sessions  
- authenticated reports of achievement in relevant artistic or commercial achievement  
- case studies or scenarios as a basis for discussing music industry issues | The following evidence is critical to the judgment of competence in this unit:  
- awareness of the structure of the music industry  
- understanding of customs, rights and obligations in the industry | This unit is core to and may be assessed with other units in the unit banks for Certificate I, II III | This unit of competency must be assessed using:  
Relevant industry information | Key Terms and Concepts:  
- authenticated reports  
- artistic achievement  
- commercial achievement  
- career pathways  
- support networks  
- industry practitioners  
- industry associations and organisations |
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| **1. Develop knowledge of the industry** | • Use relevant sources to learn about the music industry, its sectors, products and organisations  
• Apply industry knowledge to identify work opportunities or career pathways | **Variable**  
*Sources of industry may include:*  
**Scope**  
• courses  
• industry and specialised magazine  
• industry associations and organisations  
• relevant unions  
• workshops  
• businesses  
• online music information  
• libraries  
• music festivals | **UNDERPINNING KNOWLEDGE AND SKILLS:**  
Assessment may include evidence of the following knowledge and skills:  
• Roles of relevant industry and other organisations  
• Roles of practitioners in the industry  
• Employment opportunities and pathways in the music industry  
• Identifying and using appropriate sources of information  
• Seeking feedback and using constructive advice to develop industry knowledge  
• Identifying opportunities to develop awareness of the music industry  
• Communicating properly with musicians and others  
• Awareness of OHS issues relevant to identified work areas in the industry | **Learning experiences for the HSC must address:**  
- Understanding of the following roles and functions within the Music Industry:  
  - Artists, Composers, Arrangers, Producers, Crew, Sound Re-enforcement, Lighting, Artists & Repertoire  
  - Venues, Rehearsal Studios, Recording Studios  
  - Retail: Musical Instruments, Equipment and Accessories, Products (CD's, sheet music)  
  - Managers, Lawyers (Copyright, Contracts)  
  - Live Sound and Recording Engineers (mixing and mastering) |
| **2. Establish and maintain effective industry contacts** | • Identify the general role of support networks within the music industry relevant to area or areas of interest  
• Identify groups and associations relevant to own existing and potential areas of interest in the music industry  
• Seek advice from relevant industry practitioners to assist work and/or career outcomes  
• Use contacts with industry practitioners and others to develop the knowledge needed to work in the industry | **Variable**  
*Industry issues may include ongoing characteristics and changes in:*  
**Scope**  
• sectors of the industry  
• music products and services  
• issues affecting the industry  
• OHS  
• Taxation  
• Insurance  
• changes in technology which may have an impact on the industry | **Variable**  
*Related industries may include:* | **Learning experiences for the HSC must address:**  
- Understanding of how to make contact and maintain professional relationships with industry practitioners  
- Understanding of how to contact representative groups within the industry  
- Knowledge of relevant workshops, courses and opportunities to facilitate voluntary work within the industry and foster networks with industry practitioners |
### ENTERTAINMENT INDUSTRY CURRICULUM FRAMEWORK (DRAFT) FEBRUARY 2002

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| **Scope** | - entertainment  
- film and television  
- media  
- tourism and hospitality  
- retail | | | - Knowledge of how to devise flow charts which outline potential career paths within the music industry |
| **3. Maintain up to date music industry information** | - Continuously develop and maintain an easily accessible industry list of contacts that includes people, associations, organizations and relevant contact details  
- Maintain relevant industry information systematically and in an easily accessible form to use as a reference where relevant to learning about and working in the industry. | | | - Learning experiences for the HSC must address:  
- Understanding of the importance of industry wide publications in communicating information about the music industry  
- Understanding of how to contact networks of industry practitioners who can assist in developing and maintaining up-to-date knowledge of specific sectors within the industry |

### KEY COMPETENCIES

#### KEY COMPETENCY LEVEL

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<td>Using mechanical ideas and techniques</td>
<td>1</td>
</tr>
<tr>
<td>Using technology</td>
<td>1</td>
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