

Music Industry – Music Business

AQF VET qualification: Certificate III in Music Business (CUS30309)

Training Package: Music (CUS09) version 1.2

BOS course name	Pattern of study	BOS course number	Schools Online (Administration) entry advice
Music Industry (120 hours)	2 units x 1 year	65172	Enter this course number for either Preliminary (Year 11) or HSC (Year 12)
Music Industry (240 hours)	2 units x 2 years	65173	Enter this course number for both Preliminary (Year 11) and HSC (Year 12)
	or		
	4 units x 1 year	65174	Enter this course number for either Preliminary (Year 11) or HSC (Year 12)

Eligibility: Nil

Exclusions: Music Industry – Music
Music Industry – Technical Production

HSC course requirements

Music Industry (120 indicative hours)

- the possible qualification outcome is a Statement of Attainment towards Certificate III in Music Business (CUS30309)
- accredited for a total of 2 units at the Preliminary and/or HSC level
- attempt core and/or elective units of competency to a minimum of 120 HSC indicative hours.

Music Industry (240 indicative hours)

- the possible qualification outcome is a Certificate III in Music Business (CUS30309)
- accredited for a total of 4 units at the Preliminary and/or HSC level
- attempt all core units of competency and elective units of competency to a minimum of 150 HSC indicative hours and to meet qualification packaging rules.

The requirements for the completion of an HSC VET course are different to the requirements for AQF VET qualification completion. Registered Training Organisations (RTOs) need to ensure that delivery of courses meets HSC course requirements and complies with Training Package rules.

For a course to count towards the HSC program of study, students must satisfy the course completion criteria as required by the Board of Studies. (Refer to the [Assessment Certification Examination \(ACE\) website](#).)

There must be sufficient evidence that the student has:

- followed the course developed by the Board
- applied themselves with diligence and sustained effort to the set tasks and experiences provided in the course
- achieved some or all of the course outcomes
- (where applicable) undertaken the mandatory work placement.

Unit credit for the Higher School Certificate

Music Industry HSC VET courses count as Board Endorsed unit credit for the HSC but do not contribute towards an Australian Tertiary Admission Rank (ATAR).

To facilitate flexibility of VET in the HSC, courses may be delivered as Preliminary, as HSC or as a combination of Preliminary and HSC units.

The HSC credit units will be allocated to students' Preliminary and/or HSC patterns of study as required.

The pattern of study (BOS course number) entered on *Schools Online (Administration)* should reflect the delivery of the HSC VET course over successive years. For example, delivery of a 240 HSC indicative hour course over two years should be entered as 2 units x 2 years. Students will be credentialled for the HSC credit units entered each calendar year, provided they have satisfactorily completed the course requirements for that calendar year as determined by the school, college or RTO.

Course content**CORE**

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
BSBSMB302A Develop a micro business proposal	core	30
CUFCMP301A Implement copyright arrangements	core	10
CUSIND301B Work effectively in the music industry	core	20
CUSIND302A Plan a career in the creative arts industry	core	15
CUSOHS301A Follow occupational health and safety procedures	core	15

Total HSC indicative hours for core units of competency: 90

ELECTIVE

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
Creative process		
BSBCRT301A Develop and extend critical and creative thinking skills	elective – Group A	20
Digital content and imaging		
CUFDIG201A Maintain interactive content	elective – Group A	15
CUFDIG302A Author interactive sequences	elective – Group B	20
CUFDIG303A Produce and prepare photo images	elective – Group B	15
Event management		
CUSEVT301A Book performance venues	elective – Group A	15
CUEFOH04C Usher patrons	elective – Group B	10
SITTVAF001A Provide venue information and assistance	elective – Group B	15
SITXEVT002A Provide event staging support	elective – Group B	20
SITXEVT003A Process and monitor event registrations	elective – Group B	15
SITXEVT004A Coordinate on-site event registrations	elective – Group B	15
General administration		
CUSADM301A Administer operations for rehearsals and performances	elective – Group A	15
BSBADM307B Organise schedules	elective – Group B	15

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
General administration cont/d		
BSBADM311A Maintain business resources	elective – Group B	15
Marketing		
CUSMKG301A Assist with the promotion of creative acts	elective – Group A	15
Music literacy		
CUSMLT301A Apply knowledge of genre to music making	elective – Group A	25
CUSMLT302A Develop and apply aural-perception skills	elective	30
CUSMLT303A Notate music	elective	30
Product skills and advice		
BSBPRO301A Recommend products and services	elective – Group A	20
Purchasing and contracting		
BSBPUR301B Purchase goods and services	elective – Group A	20
Customer service		
BSBCMM301A Process customer complaints	elective – Group B	20
BSBCUS301A Deliver and monitor a service to customers	elective – Group B	20
Diversity		
BSBDIV301A Work effectively with diversity	elective – Group B	15
Financial administration		
BSBFIA301A Maintain financial records	elective – Group B	30
ICT use		
BSBITU301A Create and use databases	elective – Group B	20
BSBITU302A Create electronic presentations	elective – Group B	20
BSBITU303A Design and produce text documents	elective – Group B	25
BSBITU304A Produce spreadsheets	elective – Group B	20
BSBITU306A Design and produce business documents	elective – Group B	25
BSBITU309A Produce desktop published documents	elective – Group B	25
ICAU3019B Migrate to new technology	elective – Group B	20
ICAU3126B Use advanced features of computer applications	elective – Group B	30
Industry context		
CUFIND201A Develop and apply creative arts industry knowledge	elective – Group B	20
CUFIND301A Work effectively in the screen and media industries	elective	20

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
Information management and research		
BSBINM301A Organise workplace information	elective – Group B	20
BSBINM302A Utilise a knowledge management system	elective – Group B	20
CUFRES201A Collect and organise content for broadcast or publication	elective – Group B	15
Innovation		
BSBINN301A Promote innovation in a team environment	elective – Group B	30
Small and micro business		
BSBSMB301A Investigate micro business opportunities	elective – Group B	30
BSBSMB304A Determine resource requirements for the micro business	elective – Group B	20
BSBSMB305A Comply with regulatory, taxation and insurance requirements for the micro business	elective – Group B	30
Sustainability		
BSBSUS201A Participate in environmentally sustainable work practices	elective – Group B	15
Writing		
BSBWRT301A Write simple documents	elective – Group B	20
CUFWRT301A Write content for a range of media	elective – Group B	20
Audio/sound		
CUESOU01C Repair and maintain audio equipment	elective	20
CUESOU03C Operate professional audio equipment	elective	30
CUESOU07B Apply a general knowledge of audio to work activities	elective	10
CUESOU08B Select and manage microphone and other audio input sources	elective	25
CUESOU09B Manage and compile audio replay material	elective	20
CUFSOU204A Perform basic sound editing	elective	20
CUFSOU301A Prepare audio assets	elective	20
CUSSOU202A Mix sound in a broadcasting environment	elective	25
CUSSOU301A Provide sound reinforcement	elective	20
CUSSOU302A Record and mix a basic music demo	elective	25
CUSSOU303A Set up and disassemble audio equipment	elective	30
CUSSOU304A Restore audio tracks	elective	25

Stage 6 Board Endorsed VET Course Description

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
Audio/sound cont/d		
CUSSOU305A Analyse soundtracks	elective	20
Construction		
CPCCOHS1001A Work safely in the construction industry	elective	10
Design process		
BSBDES305A Source and apply information on the history and theory of design	elective	20
First aid		
HLTFA301B Apply first aid	elective	20
General maintenance		
MEM18001C Use hand tools	elective	20
MEM18002B Use power tools/hand held operations	elective	20
Lighting		
CUFLGT101A Apply a general knowledge of lighting to work activities	elective	10
CUFLGT302A Record and operate standard lighting cues	elective	30
CUFLGT303A Install and operate follow spots	elective	20
Music composition		
CUSMCP301A Compose simple songs or musical pieces	elective	30
CUSMCP302A Write song lyrics	elective	30
CUSMCP303A Develop simple musical pieces using electronic media	elective	25
Music performance		
CUSMPF202A Incorporate music technology into performance	elective	20
CUSMPF203A Develop ensemble skills for playing or singing music	elective	20
CUSMPF301A Develop technical skills in performance	elective	30
CUSMPF302A Prepare for performances	elective	25
CUSMPF303A Contribute to backup accompaniment	elective	25
CUSMPF304A Make a music demo	elective	25
CUSMPF305A Develop improvisation skills	elective	20
Staging		
CUESTA02C Operate staging elements	elective	25

Unit code and title	Status for AQF VET qualification	HSC indicative hours of credit
Staging cont/d		
CUESTA05C Apply a general knowledge of staging to work activities	elective	10
Vision systems		
CUEAUD06B Apply a general knowledge of vision systems to work activities	elective	10
Workplace effectiveness		
BSBWOR203A Work effectively with others	elective	15
CUECOR01C Manage own work and learning	elective	5
Other		
CUEIND01C Source and apply entertainment industry knowledge	elective	25

AQF VET qualification

Qualification packaging rules are contained in the [Music Training Package \(CUS09\)](#) at <http://training.gov.au>.

In summary, to attain Certificate III in Music Business (CUS30309) students must achieve 11 units of competency including:

- a) 5 core units of competency
- b) 4 Group A units of competency
- c) 2 elective units of competency.

Other information

Criteria for the endorsement of Board Endorsed VET courses (VET BECs)

The criteria for endorsement of VET BECs are outlined in the *Guidelines for Stages 5 and 6 Board Endorsed VET Courses* available on the Board's website at www.boardofstudies.nsw.edu.au/voc_ed/board-endorsed-courses.html.

HSC VET course delivery

HSC VET courses can only be delivered by an RTO with the relevant qualification and units of competency on their scope of registration. Scope of registration can be checked at <http://training.gov.au>.

RTOs offering training programs for the delivery and assessment of Music Industry HSC VET courses must meet the requirements of the VET Quality Framework, the [Music Training Package \(CUS09\)](#) and the HSC course.

Information about the delivery of HSC VET courses by RTOs other than school system RTOs or TAFE NSW institutes is contained on the Board's [Assessment Certification Examination \(ACE\) website](#).

Non-government schools outsourcing delivery of HSC VET courses to external providers also need to refer to the *Registered and Accredited Individual Non-government Schools (NSW) Manual* or *Registration Systems and Member Non-government Schools (NSW) Manual* which are available on the Board's website at www.boardofstudies.nsw.edu.au/manuals/#regaccredsystemsmanuals.

Allocation of HSC indicative hours of credit

Units of competency drawn from Training Packages are not defined in terms of duration. The amount of time required by individual students to achieve competency will vary according to their aptitude and experience. Where a training program is designed for delivery by an RTO, the RTO will specify the length of the training program according to the delivery strategies and/or curriculum resources chosen.

However, for the purposes of the HSC, VET courses must be described in terms of their indicative hours. For this reason, indicative hours for unit credit towards the HSC have been assigned to each unit of competency. It is emphasised that the assignment of indicative hours does not imply that all students will fulfil all requirements of a unit of competency within these hours. RTOs may determine that additional or fewer hours are required for the achievement of particular competencies. However, this does not alter the HSC indicative hours allocated, only the delivery hours.

Students may need to spend additional time practising skills in a work environment and completing projects and assignments, in order to fulfil Training Package assessment requirements.

Exclusions

Where there is significant overlap between an HSC VET course and other HSC VET or general education courses, the Board has an exclusion between the courses. Exclusions are applied at a course level rather than at the unit of competency level.

Students can only undertake the Music Industry (120 indicative hours) course or the Music Industry (240 indicative hours) course.

Schools should check all course exclusions when determining an appropriate pattern of study for their students.

Course exclusions for Music are detailed on the first page of this course description.

Recognition of Prior Learning (RPL) and credit transfer within VET courses

Students who have current knowledge, skills or experience relevant to a VET course may be granted credit towards the course requirements.

Arrangements for RPL and credit transfer within VET courses, including processes, application forms and examples of possible scenarios, are detailed on the Board's website at www.boardofstudies.nsw.edu.au/voc_ed/rpl.html.

School-based apprentices and trainees

Information regarding provision for school-based apprentices and trainees within the HSC is available on the Board's website at www.boardofstudies.nsw.edu.au/voc_ed/apprenticeships-traineeships.html.

Information on requirements and arrangements for NSW school-based apprenticeships and traineeships is available at www.training.nsw.gov.au/individuals/apprenticeships_traineeships/school_based/index.html.

Students with special education needs

Students with special education needs may access a VET course in one of two ways:

- by undertaking the course under regular course arrangements, or
- by undertaking selected units of competency within the course that have been identified through the collaborative curriculum planning process.

For more information, see the [VET Courses and Students with Special Education Needs](#) fact sheet on the Board's website.

Students in Years 9 and 10 (Stage 5)

In certain circumstances students in Years 9 and 10 (Stage 5) may access Stage 6 VET courses. Further information is available on the Board's website at www.boardofstudies.nsw.edu.au/voc_ed/stage-5.html.