Master Course Syllabus

This master course syllabus is meant simply as a guide and overview of the course. Each instructor will further clarify their criteria for grading, classroom procedures, attendance, exams and dates, etc. on his/her course syllabus.

Course Title: Music Publishing II
Credits 3  
Class Hours 3
Course description from catalog including prerequisites and co-requisites. A continuation of MST 1340. Topics include getting songs to the right people, indie markets and foreign markets. Students write and issue licenses and agreements, and acquire new copyrights.
Prerequisite(s): MST 1340
Not part of a Tennessee Transfer Pathway

Instructor Information:
Name:
Email:
Office Phone:
Office Location:
Office Hours:

Textbook and Other Materials:
Textbook: None
Reference Materials: TBD
Supplies: TBD

Course Outcomes:
Upon successful completion of this course, students should be able to:
1. Operate and manage a small self-owned music publishing company.
2. Negotiate and administer music publishing contracts and licenses.
3. Conduct song pitch meetings.
4. Exercise professional and ethical standards.

Course Competencies:
The following are detailed course competencies intended to support the course outcomes:
1. Prepare and file the forms required when affiliating with a performing rights organization.
2. Assess whether or not they are qualified to affiliate with specific performing rights organizations.
3. Prepare and file the forms required to affiliate with the Harry Fox Agency.
4. Possess the ability to accurately calculate and report mechanical licensing data.
5. Perform the services that song pluggers provide.
6. Conduct one’s own self ethically when negotiating music publishing agreements.
7. Operate basic office and audio equipment expected of music publishing personnel.
8. Perform the services that music publishers provide songwriters, artists, and the entertainment industry.
10. Acquire songs and build a publishing catalog.
11. Explain the distribution of publishing royalties.
12. Interpret performance logs and cue sheets.
13. Align publishing catalog content with industry song requests.
14. Determine the appropriate licensing option for given situations.
15. Prepare and file a clearance form with a PRO.
16. Describe the manner in which publishing advances are recovered.
17. Prepare and file appropriate copyright forms.
18. Identify instances of copyright infringement.
19. Mechanical, sync, print, and performance royalties for a number of hypothetical and real world situations.
20. Describe the factors that help a music publisher develop leverage when negotiating a publishing agreement.
22. Determine whether or not a song is the public domain.
23. List the contractual protections a music publisher should request when negotiating a licensing agreement.
24. Explain the standard practices of collecting foreign royalties.
25. Describe the impact that new technologies are having on the music publishing industry.
26. Write electronic and other communications without spelling or grammatical errors.
27. Conduct themselves professionally and competently in role-play activities.

The following are general education competencies intended to support the course outcomes:
1. Write clear, well-organized business communications consistent with music industry standards when communicating with the instructor, peers, and industry.
2. Locate, evaluate, and use multiple sources of information to identify and cultivate potential music publishing opportunities.
3. Prepare and deliver well-organized song-pitch presentations
4. Calculate the distribution of publishing royalties.
5. Use and adapt current technologies to market and promote a student-owned music publishing company.

Topics to Be Covered:
1. Keys to Success
2. Utilizing Industry Resources and Contacts
3. Song Plugging
4. Pitch Meetings
5. Finding Songs and Writers
6. Finding Artists to Record Your Material
Course Assessments:
The following performance assessments will be used to demonstrate students’ understanding, knowledge and skills:
Exams, quizzes, assignments, and in-class activities

Grading Scale:
Quiz and exam grade scale: 100-90=A 89-80=B 79-70=C 69-60=D 59 and lower=F

Make-up procedures for missed assignments and work.
Students should contact the instructor regarding opportunities to make-up missed assignments, labs, quizzes, and exams.

Attendance Policy
A student is expected to attend all scheduled classes and laboratories. Each instructor will formulate an attendance policy and provide it on the course syllabus. Absences are counted from the first scheduled meeting of the class, and it is the responsibility of each student to know the attendance policy of each instructor in whose class he/she is enrolled. If a student is absent from a class, he/she should give an advanced explanation to the instructor. Absences in a course may affect a student’s final grade. The student is responsible for all assigned work in the course regardless of excused or unexcused absences. Tardiness may also affect a student’s final grade.

Failure to attend class will result in a final course grade of “FA” or “FN” (see explanation below) depending on the individual instructor’s course policy.

FA= failure, attendance-related (unofficial withdrawal) Last recorded date of attendance required.
FN= failure, never attended class (unofficial withdrawal)

Student Communication Channels
It is the student’s responsibility to check D2L and MyNSCC email on a regular basis. These are the official communication channels between the college and students. Students are responsible for the information communicated through those channels. D2L contains specific course information and MyNSCC contains information important for other purposes.

ADA Compliance Statement
Nashville State complies with the Americans with Disabilities Act. If you wish to request any special accommodations for any courses in which you are enrolled, contact the Student Disabilities Office at 615.353.3721.
Classroom Misconduct
Nashville State Community College has a zero tolerance policy for disruptive conduct in the classroom. Students whose behavior disrupts the classroom will be subject to disciplinary sanctions. Please consult your Student Handbook for more specific details.

The instructor has primary responsibility for control over classroom behavior and maintenance of academic integrity. He/she can order temporary removal or exclusion from the classroom of any student engaged in disruptive conduct or in conduct which violates the general rules and regulations of the College.

Disruptive behavior in the classroom may be defined as, but is not limited to, behavior that obstructs or disrupts the learning environment (e.g., offensive language, harassment of students and professors, repeated outbursts from a student which disrupt the flow of instruction or prevent concentration on the subject taught, failure to cooperate in maintaining classroom decorum, etc.), the continued use of any electronic or other noise or light emitting device which disturbs others (e.g., disturbing noises from beepers, cell phones, palm pilots, lap-top computers, games, etc.).

Please be aware that children are not allowed in class or unattended on campus.

Academic Dishonesty (Honor Code)
Any form of academic dishonesty, cheating, plagiarizing, or other academic misconduct is prohibited. “Plagiarism may result from: (1) failing to cite quotations and borrowed ideas, (2) failing to enclose borrowed language in quotation marks, and (3) failing to put summaries and paraphrases in your own words (A Writer’s Reference 331). Academic dishonesty may be defined as, but is not limited to, intentionally trying to deceive by claiming credit for the work of another person, using information from a web page or source without citing the reference, fraudulently using someone else’s work on an exam, paper, or assignment, recycling your own work from another course, purchasing papers or materials from another source and presenting them as your own, attempting to obtain exams/materials/assignments in advance of the date of administration by the instructor, impersonating someone else in a testing situation, providing confidential test information to someone else, submitting the same assignment in two different classes without requesting both instructor’s permission, allowing someone else to copy or use your work, using someone else’s work to complete your own, altering documents, transcripts or grades, and forging a faculty/staff member’s signature.

In addition to other possible disciplinary sanctions that may be imposed through regular college procedures as a result of academic dishonesty the instructor has the authority to assign an “F” or a “Zero” for the exercise, paper, or examination or to assign an “F” for the course. Students may appeal through the appropriate college grade appeal procedures.

Inclement Weather Policy
In the event of an inclement weather event, check the Nashville State web site home page at www.nscc.edu for announcements on campus closures. Campus closures will also be announced on local television stations (channels 2, 4, 5, and 17).
When classes are cancelled, an online assignment will be posted in NS Online. Check your NS Online email for a message from your instructor regarding your online assignment requirements. Even though classes may be cancelled, some areas, i.e. Testing Center, may be open. However, you should check before commuting to campus.

The Vice President for Academic Affairs and the Director of Security are responsible for cancellation decisions during an inclement weather event for the Nashville State main campus and the Southeast campus. Cookeville, Waverly, and Dickson Campus Directors will make class cancellation decisions based on conditions in their respective areas. Decisions about class cancellations are based on actual conditions, not forecasts. The perspective used for making decisions is that of the college as an employer, not as a K-12 institution. Students should use their own best judgment in determining whether to report to campus during inclement weather when classes are not cancelled.