



**BTEC Level 2**  
**Unit 2: Music Industry**  
**Revision & Workbook**



*In this booklet...*

- You have Music Industry tasks to complete.
- Each one is written as it would be in your exam paper.
- Use the revision guides I have provided for you, as well as your own research to answer the questions.

**TO SUBMIT WORK:**

- Once you have completed each section (each section consists of 5-10 questions), submit your work via Microsoft Teams or via email.

**Sections in this booklet:**

1. Organisations
2. Job roles
3. Promotion
4. Performance
5. Unions
6. Events
7. Venues



1. Which **one** of the following organisations is responsible for delivering CDs to high street stores?
  - a. Distribution company
  - b. Hire company
  - c. Licensing company
  - d. Marketing company
  
2. Identify and describe the main role of a marketing company. Which other organisations within the music industry do they work with?
  
  
  
  
  
  
  
  
  
  
3. Identify the organisation typically responsible for publishing a music event
  - a. Promotion company
  - b. Publishing company
  - c. Recording company
  - d. Service company
  
  
  
  
  
  
  
  
  
  
4. Identify 2 types of organisation involved in creating publicity for a new album.
  
  
  
  
  
  
  
  
  
  
5. Identify 2 services that a hire company might provide in the music industry.

### **BGB Records**

Brenna set up her own small independent record label, BGB Records, 18 months ago. The label was started with the help of a business loan from Brenna's bank. A small number of staff are employed by Brenna to help her scout talent, develop the artists, create and sell music. At the moment, the label has five artists/bands signed.

6. Identify 3 types of music industry organisation that might work with Brenna and BRG Records.
7. Identify 2 ways BGB Records generates income.
8. Explain 2 ways that artists can make themselves more appealing to a record label such as BGB records.
9. Brenna is considering adding one or more new artists to help label in the hope of increasing profit in the future. Discuss the opportunities and challenges for Brenna and BGB Records of adding a new artist.  
*This is an 8-mark question. You need to identify four considerations and explain them in detail.*
10. Describe the 3 main responsibilities of the following companies:
  - a. PPL
  - b. PRS

1. Identify **one** job role that arranged tours for an artist in the music industry.
2. Choose **one** responsibility each from the list below for the following two job roles: **Live Sound Technician** and **Roadie**
  - a. Assisting with get-in & get-out
  - b. Hiring Musicians
  - c. Liaising with recording companies
  - d. Pitching ideas to clients
  - e. Sound checking
3. Which **one** of the following is not a responsibility of a promoter?
  - a. Identifying performance opportunities
  - b. Liaising with venues and artists
  - c. Maintaining equipment
  - d. Securing finance for events
4. Identify the role responsible for performing given music in a recording studio?
  - a. Instrumental support
  - b. Mastering engineer
  - c. Session musician
  - d. Sound engineer
5. Which one of the following is the responsibility of a union in the music industry?
  - a. Demographic targeting
  - b. Distributing work
  - c. Handling disputes
  - d. Sample clearance

6. Identify one payment that a self-employed musician must make to the government.
  
7. What are the definitions of the following employment patterns.
  - a. Full time
  - b. Part time
  - c. Freelance
  - d. Self-employed
  - e. Permanent
  - f. Casual
  - g. Suggest 1 job for each of the employment patterns above
  
8. Name 3 job roles within the Music Industry that are involved with the Media.
  - a. Identify 3 responsibilities for each of the job roles above.
  
9. Give 2 responsibilities of a live sound technician.
  
10. Give 1 responsibility of a session musician.
  
11. Which 1 of the following is responsible for representing an artist in contract negotiations?
  - a. A&R
  - b. Agent
  - c. Roadie
  - d. Stylist
  
12. Identify 2 ways a songwriter generates income.

1. Which 1 of the following is not a responsibility of a promoter?
  - a. Identifying performance opportunities
  - b. Leasing with venues and artists
  - c. Maintaining equipment
  - d. Securing finance for events
  
2. Identify the organisation typically responsible for publishing live music events.
  - a. Promotion company
  - b. Publishing company
  - c. Recording company
  - d. Service company
  
3. Identify 2 types of organisation involved in creating publicity for a new album.

### **The creative partnership**

Tom and Sam are a musical duo called Etuo and are also good friends. They have worked together for a number of years and have a loyal fanbase who loved their style. Tom and Sam have always written their songs together collaboratively. They are signed to a small but supportive record label and make a living through touring and selling their own brand of music. However, Sam has recently begun to feel unhappy with their style of music. He is thinking about going solo to follow a different musical direction.

4. Etuo work with various organisations.
  - a. Give 2 responsibilities of a public relations (PR) company working for Etuo.
  - b. Name 1 type of organisation that Etuo might use to help them with their equipment needs while on tour.

### The creative partnership

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5. Tom and Sam's work includes songwriting.

Identify two responsibilities of a songwriter apart from composing music/ songs and writing lyrics.

6. Explain two ways that PRS for Music supports artists such as Tom and Sam.

7. Before Sam discuss is his plan to go solo, Etuo achieve unexpected success in Japan. This there is the opportunity for the Etuo to go on a tour in Japan and further promote their music.

Evaluate whether it would be better for Sam to stay with the band or go solo.

*This is an 8-mark question. You need to identify two reasons for and against and explain each of them detail.*



Watch the performance using the link below:

<https://www.youtube.com/watch?v=nKp0uwiD6uc>

1. What performance techniques have been used?

Describe as many as possible, using timestamps from the video if needed.

2. What style of music would this be described as?

3. What would this artists target audience be?

### **The auditions**

Adam and Les are putting on a live entertainment show that will include performances of their arrangements of popular songs, They plan to hold auditions for the performers they need. They are looking for talented vocalists with the ability to harmonise. They will also require instrumentalists for the backing band, which will provide live accompaniment for vocalists. The instrumentalist's music be able to read sheet music.

4. Identify 1 type of small venue suitable for holding the vocal auditions.

5. Explain one way that Adam and Les might advertise the auditions to target appropriate applicants.

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6. Auditions require advance preparation from those holding the auditions as well as those attending.
  - a. Explain 1 way a performer might prepare for an audition.
  - b. Explain 2 things that Adam and Les may need to have in place ready for the auditions.

7. Adam and Les are considering options for the backing band.

Option 1: hire an existing band

Option 2: hire each instrumentalist separately to form a new band.

Evaluate the advantages and disadvantages of each option for Adam and Les.

*This is an 8-mark question. You need to identify four considerations and explain them in detail.*

**Your own Performance abilities:**

8. Consider your own performance abilities. On what instrument do you perform music? How long have you performed on your instrument? Describe your progress on your instrument.

9. What performance skills are linked with your instrument? Describe each one. Example: Guitar; strumming. Strumming is when you hit all strings as you move your hand up and down in front of the sound hole....

10. How would you like to progress further on your instrument? How will you achieve these goals?

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11. Identify the job role responsible for the day-to-day appearance of a performer, selecting suitable clothes and hairstyles.

- a. Creative manager
- b. Musical director
- c. Producer
- d. Stylist

1. What do the following acronyms stand for?
  - a. BETCU
  - b. PPL
  - c. PRS
  - d. MCPS
  - e. MU
  
2. Which of the following unions protects the interests of those working in technical roles in the music industry?
  - a. BTECU
  - b. PRS
  - c. MCPS
  - d. PPL
  
3. Give 3 roles of the Musicians Union.
  
4. Explain 2 ways a union might support a guitar teacher.
  
5. Explain 2 ways a union might support a composer.
  
6. Explain 2 ways a union might support a travelling musician.
  
7. Give 2 roles of the MCPS
  
8. Give 2 roles of BETCU

**Music on the beach**

A small team of volunteers is planning a weekend music festival in the seaside resort of Chinton-on-Sea. The event is planned for the summer when more tourists will be visiting the town. The team would like to hold the festival on the beach and charge an entrance fee. The team has a small budget and is planning to include local bands, artists and music students. The event will be family-friendly and aimed at all age groups.

1. The team has invited two professionals to attend the festival. Identify each job role from the job description provided.

Job Description	Job Role
Doing research and writing a review of the event for publication	
Attending the live event to scout for talent and reporting back to a record company.	

2. Give 3 ways the team might find musical acts for the festival.
3. The team would like to attract a large audience to the festival. Explain two ways the could could make the festival appeal to a wide range of people.

**Lewis's Career**

Lewis produces his own dance music. He has been playing medium-sized gigs in his city. The local music press has criticised Lewis's particular style of music, but it seems popular with audiences. Lewis is planning his largest gig yet and wants to hire a suitable venue. To save money he is organising the show himself.

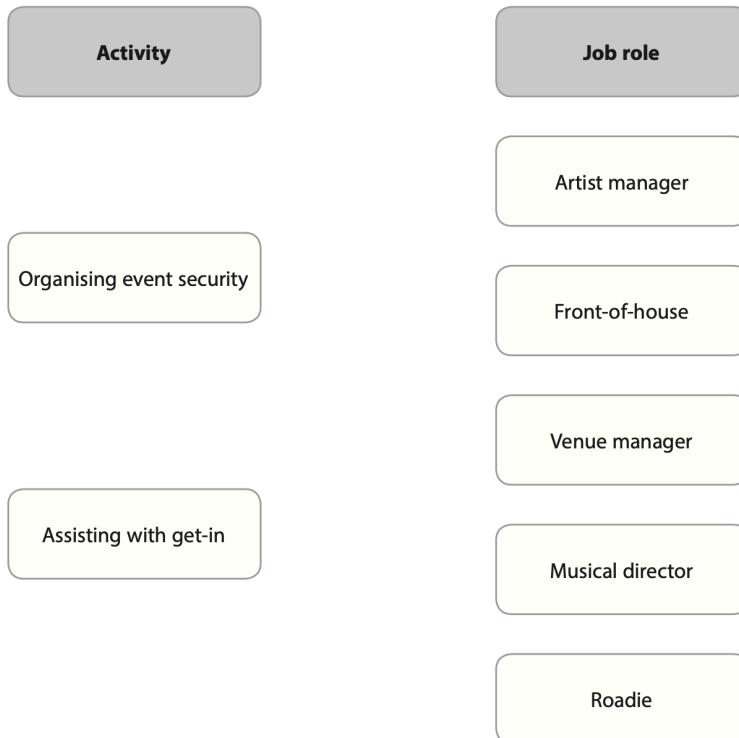
4. Lewis is choosing a venue for his club dance night. Explain 2 factors that might influence his choice of venue.

5. Lewis has decided to produce the tickets and promotional materials himself.

- a. Explain 1 reason why it is important for Lewis to print the correct number of tickets for the gig.
- b. Give 1 ways Lewis could promote his gig cheaply.

6. The diagram shows 2 activities happening in the venue before Lewis's gig.

Draw a line from each activity to the job role responsible for that activity.



7. Lewis is offered a full-time job producing music for advertising. He has 2 options: he can take this job, or he can continue his dance music career.

Discuss the opportunities and challenges of both options.

*This is an 8-mark question. You need to identify 2 opportunities and 2 challenges and explain your choices.*

1. Identify 1 action a venue can take to ensure the health and safety of its employees in each of the following 3 areas;

Health and safety area	Action taken
Fire safety	<hr/> <hr/> <hr/>
Electrical safety	<hr/> <hr/> <hr/>
Noise	<hr/> <hr/> <hr/>

**The community arts centre**

Delyth is a musician who works part-time at a community arts centre where she runs workshops. Delyth runs daytime music workshops three times a week for adults as well as several after-school groups for under 16s and a Saturday club. She also helps with the lighting and sound equipment whenever there is an event.

2. Identify one way the community arts center manager could raise money to cover the cost of running Delyth’s workshops
3. Explain one task that Delyth’s should undertake before beginning a performance workshop.

4. Explain two reasons why a community arts center is a suitable venue for these music workshops.

5. Delyth has been offered a full-time job at the arts centre, which would leave less time for her own creative work as a musician. Discuss the factors that Delyth needs to consider when deciding whether to accept the job.

*This is an 8-mark question. You need to identify four considerations and explain them in detail.*

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6. Give 2 reasons why it is important for a venue to comply with PRS for Music licensing requirements.

7. Which 1 of these is the responsibility of a promoter working in a large venue?

- a. Organising sample clearance
- b. Running dress rehearsals
- c. Securing finance for events
- d. Setting up lighting

8. Identify 2 factors to consider when matching a touring orchestra to an appropriate venue.

9. Name 1 organisation a new venue might consider in order to comply with health and safety regulations.



10. It is important to ensure that artists perform in appropriate venues.

Draw a line to connect each artist to the **most suitable** venue.

**Artist**

**Most suitable venue**

Arena

A brass band

Nightclub

Park

A DJ with a good local following

Restaurant

Theatre