

All You Need to Know About the Music Business

EIGHTH EDITION

- Up-to-date information on new business models,
including music streaming services and cloud lockers
- The latest developments in digital rights
- Updated numbers and statistics for the traditional industry

Donald S. Passman

**"Any creative person who's considering working in the music business
should read this book." —Jimmy Iovine, chairman, Interscope Geffen A&M Records**

All You Need To Know About The Music Business Eighth Edition

Ivan L Pitt



All You Need To Know About The Music Business Eighth Edition:

All You Need to Know About the Music Business Donald S. Passman, 2012-12-04 Through seven editions and twenty years All You Need to Know About the Music Industry has been the essential go to reference for music business pros musicians songwriters entertainment lawyers agents concert promoters music publishers record company execs and music managers as they try to navigate the rapid transformation of their industry Now in its eighth edition revised and updated with crucial information on the industry's major changes in response to rapid technological advances and economic uncertainty this book is still the definitive essential guide to the music industry Author Donald Passman one of the most influential figures in the business has been in the thick of this transformation and understands that anyone involved in the music business is feeling the deep far reaching effects of it Drawing on his unique professional experience as one of the most trusted advisors in the business Passman offers authoritative information on assembling a winning team of advisors negotiating deals music publishing and copyrights new digital streaming services and much more The new edition includes up to date information on the new business models including music streaming services and cloud lockers developments in new legislation and industry wide deals concerning piracy and digital rights new challenges in performing rights and updated numbers and statistics for the traditional industry This book called the industry bible by the Los Angeles Times is a comprehensive guide to the legal and financial aspects of the music world an indispensable tool that no one who makes their living from music can afford to be without from publisher description

All You Need to Know About the Music Business Donald S. Passman, 2023-10-24 Dubbed the industry bible by the Los Angeles Times All You Need to Know About the Music Business by veteran music lawyer Donald Passman is the go to guide for everyone in the music business through ten editions over thirty years and over a half a million copies sold Now with updates explaining why musicians have more power today than ever in history discussion of the mega million dollar sales of artists songs and record catalogs how artist access to streaming media and particularly TikTok has completely reshaped the music business the latest on music created by AI and a full update of the latest numbers and trends For more than thirty years All You Need to Know About the Music Business has been universally regarded as the definitive guide to the music industry Now in its eleventh edition Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls streaming For the first time in history music is no longer monetized by selling something it's monetized by how many times a listener streams a song And also for the first time artists can get their music to listeners without a record company gatekeeper creating a new democracy for music The industry bible Los Angeles Times now updated is essential for anyone in the music business musicians songwriters lawyers agents promoters publishers executives and managers and the definitive guide for anyone who wants to be in the business So whether you are or aspire to be in the music industry veteran music lawyer Passman's comprehensive guide is an indispensable tool He offers timely information about the latest trends including the reasons why

artists have more clout than ever in history the massive influence of TikTok the mega million dollar sales of artists songs and record catalogs music in Web3 and the Metaverse music created by AI and a full update of the latest numbers and practices

Understanding the Music Business Richard Weissman,2015-09-30 Understanding the Music Business offers students a current overview of the music business Going beyond what most music business texts offer Weismann delivers a contemporary approach that addresses the unanswered questions for today s music students such as Is it really possible to make a living as musician Understanding the Music Business covers the basics in the first part of the text This first section deals with the fundamentals of the industry including recording music publishing agents managers radio and television unions the internet and new technology and regional and international music markets However it is the second half of the text that breaks new ground by covering the career paths of new artists in the industry the development and need for entrepreneurial skills and the ways that individuals forge careers in the industry

The Music Industry Handbook Paul Rutter,2016-06-17 The Music Industry Handbook Second edition is an expert resource and guide for all those seeking an authoritative and user friendly overview of the music industry today The new edition includes coverage of the latest developments in music streaming including new business models created by the streaming service sector There is also expanded exploration of the music industry in different regions of the UK and in other areas of Europe and coverage of new debates within the music industry including the impact of copyright extensions on the UK music industry and the business protocols involved when music is used in film and advertising The Music Industry Handbook Second edition also includes in depth explorations of different elements of the music industry including the live music sector the recording industry and the classical music business analysis of business practices across all areas of the industry including publishing synchronisation and trading in the music industry profiles presenting interviews with key figures workings in the music industry detailed further reading for each chapter and a glossary of essential music industry terms

Understanding the Music Business Richard Weissman,2015-09-30 Understanding the Music Business offers students a current overview of the music business Going beyond what most music business texts offer Weismann delivers a contemporary approach that addresses the unanswered questions for today s music students such as Is it really possible to make a living as musician Understanding the Music Business covers the basics in the first part of the text This first section deals with the fundamentals of the industry including recording music publishing agents managers radio and television unions the internet and new technology and regional and international music markets However it is the second half of the text that breaks new ground by covering the career paths of new artists in the industry the development and need for entrepreneurial skills and the ways that individuals forge careers in the industry

Direct Licensing and the Music Industry Ivan L Pitt,2015-10-13 This book discusses the economics of the music industry in the context of the changing landscape brought about by innovation technological change and rapid digitization The ability of digital technology to reduce the transaction costs of music copyright licensing has all but

destroyed the traditional media business models of incumbent Performance Rights Organizations PROs music publishers record labels and radio and television stations In a climate where streaming services are rapidly proliferating and consumers prefer subscription models over direct ownership new business models such as direct licensing are developing This book provides an overview of the economics of the traditional music industry the technology induced changes in business models and copyright law and the role of publishers copyright holders and songwriters in the emerging direct licensing model In Part One the author examines the economic aspects of direct licensing as an alternative to the traditional blanket license for copyrighted musical compositions with an emphasis on the often monopolistic nature of PROs In Part Two the author focuses on the music publisher and the role direct licensing and competition may play in the changing business models in the music industry and the potential benefits this may bring to copyright holders such as songwriters To compliment this model the author proposes a maximum statutory fixed rate for musical performances to further streamline the royalty process especially where distributors such as Google and YouTube are concerned This book adds to the growing body of literature on the economics of music licensing in the digital age It will be useful to those in the fields of economics and law as well as music executives musicians songwriters composers and other industry professionals who are interested in understanding how technology innovation and competition have reshaped the music industry

All You Need to Know about the Music Business Donald S. Passman, 2006 A guide to the music business and its legal issues provides real world coverage of a wide range of topics including teams of advisors record deals songwriting and music publishing touring and merchandising

All You Need to Know About the Music Business Donald S. Passman, 2013-11-05 The definitive essential guide to the music industry now in its eighth edition revised and updated with crucial information on the industry's major changes in response to rapid technological advances and economic uncertainty For the first time ever the guide also includes advice on the Canadian music scene from entertainment lawyer Chip Sutherland The past two decades have seen file sharing technology and digital streaming services transform the music business across the continent and the changes keep coming at breakneck speed How are record labels adapting to the demand for instantly accessible low cost music while coping with piracy How can Canadian musicians break into the global market And what does it all mean for aspiring and established artists today Donald Passman one of the most trusted music lawyers in the United States offers his sage advice for creating selling sharing and protecting your music in the Information Age in this updated Canadian edition of All You Need to Know About the Music Business And now Canadian musicians have a voice of their own as Chip Sutherland one of Canada's most distinguished entertainment lawyers offers insight into the industry trends and particulars of the Great White North Executives and artists experts and novices alike will benefit from these detailed yet easy to understand explanations of the latest technologies legalities and practices shaping the music business such as Royalties for music transmitted via digital downloads streaming services cloud lockers and apps Updated licensing regulations and industry agreements Selecting and

hiring a winning team of advisors personal and business managers agents and attorneys and structuring their commissions percentages and fees in a way that will protect you and maximize these relationships Mastering the major and the finer points of contract negotiations In a bonus Canadian content section at the end of each chapter they give guidance on the basics such as how to Navigate the Canadian marketplace and the transition to a global presence Find Canadian financial grants and bursaries Understand regulations governing Canadian content development Recognize the unique features of Canadian deal structures Maximize concert touring and merchandising agreements in Canadian and American market places Anyone interested in making and marketing music musicians songwriters agents promoters publishers managers and record company executives needs this crucial text to keep up with the frenetic pace of technological and legal change No one understands the music business on both sides of the border better than Passman and Sutherland Let them show you how to make it in one of the world's most dynamic and challenging industries

Reference Sources for Small and Medium-sized Libraries, Eighth Edition Jack O'Gorman, 2014-02-25 Focusing on new reference sources published since 2008 and reference titles that have retained their relevance this new edition brings O'Gorman's complete and authoritative guide to the best reference sources for small and medium sized academic and public libraries fully up to date About 40 percent of the content is new to this edition Containing sources selected and annotated by a team of public and academic librarians the works included have been chosen for value and expertise in specific subject areas Equally useful for both library patrons and staff this resource Covers more than a dozen key subject areas including General Reference Philosophy Religion and Ethics Psychology and Psychiatry Social Sciences and Sociology Business and Careers Political Science and Law Education Words and Languages Science and Technology History and Performing Arts Encompasses database products CD ROMs websites and other electronic resources in addition to print materials Includes thorough annotations for each source with information on author editor publisher cost format Dewey and LC classification numbers and more Library patrons will find this an invaluable resource for current everyday topics Librarians will appreciate it as both a reference and collection development tool knowing it's backed by ALA's long tradition of excellence in reference selection

All You Need to Know About the Music Business Donald S. Passman, 2015-11-10 All You Need to Know About the Music Business by veteran music lawyer Don Passman dubbed the industry bible by the Los Angeles Times is now updated to address the biggest transformation of the music industry yet streaming For more than twenty five years All You Need to Know About the Music Business has been universally regarded as the definitive guide to the music industry Now in its tenth edition Donald Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls For the first time in history music is no longer monetized by selling something it's monetized by how many times listeners stream a song And that completely changes the ecosystem of the business as Passman explains in detail Since the advent of file sharing technology in the late 1990s to the creation of the iPod the music industry has been teetering on the

brink of a major transformation and with the newest switch to streaming music this change has finally come to pass Passman's comprehensive guide offers timely authoritative information from how to select and hire a winning team of advisors and structure their commissions and fees navigate the ins and outs of record deals songwriting publishing and copyrights maximize concert touring and merchandising deals and how the game is played in a streaming world If you want to be in music you have to read this book says Adam Levine lead singer and guitarist of Maroon 5 With its proven track record this updated edition of *All You Need to Know About the Music Business* is more essential than ever for musicians songwriters lawyers agents promoters publishers executives and managers anyone trying to navigate the rapid transformation of the industry

[Introduction to Arts Management](#) Jim Volz, 2017-09-21 *Introduction to Arts Management* offers a unique dynamic and savvy guide to managing a performing or visual arts organization be that an arts center theatre museum art gallery symphony orchestra or other arts company For those training to enter the industry workers in arts administration or those seeking to set up their own company the wealth of expert guidance and direct accessible style of this authoritative manual will prove indispensable Gathering best practices in strategic planning marketing fundraising and finance for the arts the author shares practical proven processes and valuable tools from his work with over 100 arts companies and professional experience producing over 100 music dance theatre and visual arts events Unique features include boilerplate guides for marketing and fundraising a sample Board of Trustees contract specific budget checklists day to day working tools that can be immediately instituted in any arts organization resources at the end of each chapter designed to help readers consider and implement the strategies in their own practice Interviews with arts leaders offer insights into the beginnings and growth of significant arts institutions while examples based on real situations and successful arts organizations from both North America and Britain illustrate and underpin the strategic and practical advice Expanded from the author's highly successful *How to Run a Theatre* this edition offers both trainees and seasoned professionals the hands on strategic leadership tools needed to create build and nurture a successful career in the challenging world of arts administration and management

All You Need to Know About the Music Business Donald S. Passman, 2019-12-03 *All You Need to Know About the Music Business* by veteran music lawyer Don Passman dubbed the industry bible by the Los Angeles Times is now updated to address the biggest transformation of the music industry yet streaming For more than twenty five years *All You Need to Know About the Music Business* has been universally regarded as the definitive guide to the music industry Now in its tenth edition Donald Passman leads novices and experts alike through what has been the most profound change in the music business since the days of wax cylinders and piano rolls For the first time in history music is no longer monetized by selling something it's monetized by how many times listeners stream a song And that completely changes the ecosystem of the business as Passman explains in detail Since the advent of file sharing technology in the late 1990s to the creation of the iPod the music industry has been teetering on the brink of a major transformation and with the newest switch to streaming music

this change has finally come to pass Passman's comprehensive guide offers timely authoritative information from how to select and hire a winning team of advisors and structure their commissions and fees navigate the ins and outs of record deals songwriting publishing and copyrights maximize concert touring and merchandising deals and how the game is played in a streaming world If you want to be in music you have to read this book says Adam Levine lead singer and guitarist of Maroon 5 With its proven track record this updated edition of *All You Need to Know About the Music Business* is more essential than ever for musicians songwriters lawyers agents promoters publishers executives and managers anyone trying to navigate the rapid transformation of the industry *The Complete Guide to Starting a Record Company* Keith Holzman, 2007 **Music Directory Canada** Martin McQuaig, 2001 ***All You Need to Know About the Music Business*** Donald S. Passman, 2009-11-17 This revised and updated edition provides crucial information on the industry's adaptations to today's technological advances and uncertain economy ***Start & Run Your Own Record Label*** Daylle Deanna Schwartz, 2003 An updated guide to becoming a music mogul explores alternative markets for all musical genres utilizing the power of the Internet and offering suggestions for marketing overseas ***Small Business Sourcebook***, 1996 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms ***Music, Money, and Success*** Jeffrey Brabec, Todd Brabec, 2011 This is the industry bible and the ultimate guide to making money in the music business Music is a business of money contracts decisions and making the most of every opportunity To succeed to make money to have a career you have to know what you are doing in both music and business This book tells you how the business works what you must know to succeed and how much money you can make in films television video games ASCAP BMI and SESAC record sales downloads and streams advertising ringtones and ringbacks interactive toys and dolls Broadway new media scoring contracts and synch licenses music publishing foreign countries and much more This reference is written by industry insiders Publisher's description ***Library Journal***, 2000 *Forthcoming Books* Rose Arny, 1992

Reviewing **All You Need To Know About The Music Business Eighth Edition**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is really astonishing. Within the pages of "**All You Need To Know About The Music Business Eighth Edition**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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All You Need To Know About The Music Business Eighth Edition Introduction

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