

**Bossier Parish Community College  
Master Syllabus**

**Course Prefix and Number:** MUSC 108 / COMM 108 **Credit Hours:** 3

**Course Title:** Marketing of Recorded Music

**Course Prerequisites:** None

**Textbook:** Rolston, Clyde P., Macy, Amy, Hutchison, Tom, & Allen, Paul.  
*Record Label Marketing Handbook. 3<sup>rd</sup> Edition.*

**Course Description:** Students will learn movement of the recorded and printed product from the studio to the ultimate consumer. Includes market structure and analysis, distribution patterns, promotional strategies, charts, airplay, pricing, and legal aspects. Design advanced level business incubators where students screen and select original songs and artists; produce, manufacture, and market recorded product. Special emphasis is placed on all related contracts, cash flow management, and accounting. MUSC 108 and COMM 108 are cross-listed courses – only one of these designated courses will be accepted for credit.

**Learning Outcomes:**

At the end of this course the student will

- A. demonstrate an understanding of marketing concepts and definitions;
- B. understand the market structure and promotional strategies associated with producing music; and
- C. determine the current direction of marketing techniques and apply them to further the business of recorded music.

To achieve the learning outcomes, the student will

(The letter designations at the end of each statement refer to the learning outcome(s).)

- 1. participate in class discussions and complete assessments. (A)
- 2. produce a written marketing plan for a hypothetical recording project. (B)
- 3. critique a current marketing plan being implemented in the “real world” of recorded music. (C)

**Course Requirements:** This course requires attendance, class participation, assignments, exams, and projects as determined by the instructor.

<b>Course Grading Scale:</b>	90 – 100	A
	80 – 89	B
	70 – 79	C
	60 – 69	D
	0 – 59	F

**Attendance Policy:** The college attendance policy is available at <http://www.bpcc.edu/catalog/current/academicpolicies.html>

### **Nondiscrimination Statement**

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