

Legal & Business Affairs

1 October - Sound Advice

11am-1pm, 2pm-4pm Unit 31

Amanda Gentle:

Business Development training

Negotiation, Sales

Client targeting and management
influencing and effective pitching

8 October

12-2pm Unit 31

Autonomy

David Rowell & Richard Engler

Business Development

3-5pm

Steve Cole

Tileyard Education

Assessment briefing

15 October

2pm-6pm TYe Classroom

Rick Blaskey

Business Development Case Studies

22 October - Ian Penman Ally Clark New Media Law

1-5pm TYe Classroom

New Media Law:

Basic contract law, terms, jargon

Copyright lecture

Trademark lecture

29 October - Ian Penman Ally Clark New Media Law

1-5pm TYe Classroom

New Media Law:

Music

IP: Trade Marks and Passing Off

5 November - Ian Penman Ally Clark New Media Law

1-5pm TYe Classroom

New Media Law:

Social Media: lecture on digital media, social media

Films and TV: sync rights and music in film

12 November - Reading Week

19 November

10am-2pm TYe Classroom

Cliff Fluett (AM):

Sponsorship and Endorsement deals
Legal and Digital Start Up business dev

Nigel Dewar-Gibb (PM):

Live concert work, ticketing contracts

26 November

10am-2pm TYe Classroom

Cliff Fluett (AM):

Blockchain
Business development skills, deal brokering, negotiation

Nigel Dewar-Gibb (PM):

Artist Development and self promotion

3 December

10-2pm TYe Classroom

Sound Advice

Management contracts
Recording / 360 contracts

10 December

10-2pm TYe Classroom

Sound Advice

Publishing / songwriting contracts
Music industry disputes