higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

N1210**(E)**(N30)H

NATIONAL CERTIFICATE

MUSIC BUSINESS AND STYLES N5

(3030605)

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09:00–12:00

This question paper consists of 11 pages.

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DEPARTMENT OF HIGHER EDUCATION AND TRAINING
REPUBLIC OF SOUTH AFRICA

NATIONAL CERTIFICATE
MUSIC BUSINESS AND STYLES N5
TIME: 3 HOURS
MARKS: 300

INSTRUCTIONS AND INFORMATION

1. Answer ALL the questions.
2. Read ALL the questions carefully.
3. Number the answers according to the numbering system used in this question paper.
4. Write neatly and legibly.

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SECTION A

QUESTION 1

Various options are given as possible answers to the following questions. Choose the answer and write only the letter (A–D) next to the question number (1.1–1.25) in the ANSWER BOOK.

1.1 Sound engineering is a career path in …

A music education.
B music production.
C graphic design.
D chemical engineering.

1.2 With the advancement of technology music can be bought …

A on radio stations.
B at shebeens.
C at local restaurants.
D online.

1.3 Copyright infringement is to … copyrighted works without permission.

A compose
B listen
C use
D perform

1.4 Penalties for copyright infringement can go up to … of imprisonment.

A five years
B six months
C one month
D forty-five years

1.5 An artist suffers statutory damages if he/she cannot prove the actual … caused by the infringer.

A recordings
B sales
C damages
D profit

1.6 A judge can raise the statutory damages to $50 000 if the infringement was …

A wilful.
B a mistake.
C piracy.
D a recording.

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1.7 If artists have bargaining power they can say that they will get their song back when their … is reverted at the end of the term.

A music
B soloist
C violin
D harmony

1.8 The right to … work publicly applies to paintings.

A record
B display
C perform
D score

1.9 … music revenue comes from sheet music.

A CD
B Cassette
C Printed
D Performed

1.10 An artist has a right to … his/her work at night clubs.

A announce
B dance
C decompose
D perform

1.11 Artists control the right to display their … publicly.

A CDs
B statues
C T-shirts
D Performance

1.12 The term signed for is usually one year with the …, having two to four additional years to clear stock.

A company
B pianist
C dealer
D publisher

1.13 … can be geared towards the delivery of songs.

A Composing
B Distribution
C Gigs
D Advances

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1.14 A … is the chief executive officer of the professional team during a tour.

A promoter
B marketer
C backing vocalist
D personal manager

1.15 … of people and equipment during a tour is arranged by the personal manager.

A Payments
B Marketing
C Transportation
D Organising

1.16 The business manager is in charge of the … aspects during a tour.

A financial
B technical
C advanced
D profit

1.17 A digital sampler takes any sound and makes a perfect … copy.

A CD
B digital
C video
D vinyl

1.18 Replays eliminate the need to … the master copy.

A copy
B duplicate
C record
D license

1.19 The range to buy out rights for a well-known song is … or more.

A $5 000
B $50 000
C $15 000
D $500 000

1.20 Merchandisers have no right to …, but can sell remaining CDs.

A manufacture
B sing
C compose
D record

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1.21 Merchandisers should avoid … sales, which means selling goods at a low price to get rid of it.

A distress
B bargain
C special
D discounted

1.22 The music supervisor, film producer and … work out the type of music needed.

A artist
B pianist
C manager
D director

1.23 The film director and producer make the final decision on the music to be used in a …

A competition.
B concert.
C composition.
D movie.

1.24 Good music supervisors … merge music and films, unifying the two industries on a business level.

A carelessly
B creatively
C graciously
D smoothly

1.25 Royalties are paid at the same time as the … of the film producers.

A soundtrack
B deal conclusion
C recoups
D claims

(25 × 2) **[50]**

GCE

QUESTION 2

Indicate whether the following statements are TRUE or FALSE. Choose the answer and write only 'True' or 'False' next to the question number (2.1–2.25) in the ANSWER BOOK.

2.1 Getting an injunction means the court enjoins the infringing work.

2.2 There is no way an artist can recover the infringer's profit.

2.3 The court does not have the power to destroy any infringing copies.

2.4 Reversion and termination of copyright are two different things.

2.5 Reversion of copyrights means giving the artist a contract.

2.6 The majority of printed music revenue comes from folios.

2.7 Twenty per cent of market retail price royalties is paid to the publisher for a single sheet of music.

2.8 Printed music licences have no time-frame limit.

2.9 Stockpiling occurs when the printer has printed less stock.

2.10 VAT is paid to assist new artists with their recordings.

2.11 The range of royalties for superstars is always higher.

2.12 Foreign deals are now moving towards a split of net profit.

2.13 New artists are not allowed to wear designer clothes because they are expensive.

2.14 A member of a group signed by a record company cannot leave the group until the contract expires.

2.15 An artist does not have the right to reproduce his/her work.

2.16 The right to perform allows one to perform in night clubs.

2.17 It can take up to three years after the end of the term to clear stock which was already manufactured.

2.18 A promoter’s duties include hiring venues and the smooth functioning of the crew.

2.19 An artist with bargaining power cannot get his/her song back.

2.20 It is the artist’s responsibility to know what is stated in the contract regarding reassignment.

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2.21 Royalties are paid to the best artist.

2.22 Manufactured items that remain 12 months after the term has ended should be trashed.

2.23 Gross sales are the selling price to the public less VAT.

2.24 Tax does not have a crediting system.

2.25 Publishers must approve a song before they allow it to satisfy delivery requirements.

(25 × 2) **[50]**

QUESTION 3

Choose a description from COLUMN B that matches a term in COLUMN A. Write only the letter (A–T) next to the question number (3.1–3.20) in the ANSWER BOOK.

COLUMN A		COLUMN B	
3.1	Distress sales	A	selling price to the public less tax
3.2	Digital sampler	B	real copyright original
3.3	Recording companies	C	collection of songs by different artists
3.4	Rolling payment	D	lower the artist's royalties
3.5	Artist	E	can claim back his/her songs unless the recording is done by a major artist
3.6	Film production	F	recoupable when no recording costs incurred
3.7	Producer and director	G	sales at concert based on a percentage of net profits
3.8	Top supervisors	H	selling goods below wholesale retail price
3.9	Box-office bonuses	I	right to purchase merchandise at the end of the term
3.10	Royalties for film	J	may use the services of a soloist who leaves the signed group
3.11	Union fees	K	flat payment based on a number of sales
3.12	Recovering statutory damages	L	royalties on a soundtrack album
3.13	Reversion of copyright		
3.14	Songwriter with bargaining powers		

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3.15	Sheet music	M	heavily relies on music and should involve the supervisor well in advance
3.16	Mixed folio	N	want to release records with cleared samples
3.17	Gross sales	O	printed music for a single song
3.18	Souvenir items	P	hit songs are always higher
3.19	Designer clothes	Q	based on gross sales for the picture
3.20	Companies	R	device capable of taking any sounds and making a perfect digital copy
		S	final decision for the recording of music for the film
		T	different from the termination of copyrights under copyright law

(20 × 2) **[40]**

QUESTION 4

Define each of the following terms:

4.1 Advance

4.2 Profit

4.3 Term

4.4 Reversion

4.5 Songwriter

(5 × 2) **[10]**

TOTAL SECTION A: 150

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SECTION B

QUESTION 5

5.1 During a band's tour a lot of activities must be arranged.

Discuss the role of a personal manager and business manager during a band's tour. (30 × 2) (60)

5.2 Which role does a music supervisor play in the life of an artist and which fees are payable to him/her? (40)
[100]

TOTAL SECTION B: 100

SECTION C

QUESTION 6

Choose ONE question between 6.1 and 6.2.

6.1 Briefly discuss the different types of printed music available.

Include royalties and the terms attached to each type. **[30]**

OR

6.2 You work for a company which is currently recording a film. Your task is to look into licensing the music that will be used in the film.

Explain each of the following terms used when dealing with the master licence fees using existing music in films.

6.2.1 Master licence fee (include how the importance of use affects fees) (12)

6.2.2 Royalties (10)

6.2.3 Recoupment (8)
[30]

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QUESTION 7

7.1 Define *reversion of copyright.* (4)

7.2 Give the conditions for the reversion of copyright. (6)

7.3 Give the conditions for automatic reversion of copyright. (10)
[20]

TOTAL SECTION C: 50
GRAND TOTAL: 300

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