higher education & training

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

NATIONAL CERTIFICATE

MUSIC BUSINESS AND STYLES N5

(3030605)

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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. Start each section on a new page.
5. Use only a black or blue pen.
6. 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 If the infringer rips the song in a … way, the composer can get back all the money they made.

A marketed
B licensed
C commercial
D non-profitable

1.2 When a … song has been infringed, the owner is entitled to the profit made by the infringer.

A copyrighted
B recorded
C performed
D composed

1.3 … a songwriter's sheet music is a copyright infringement if it is done without his/her permission.

A Hitting
B Copying
C Printing
D Performing

1.4 Any public performance of a copyrighted song requires a ...

A payment.
B study.
C licence.
D rehearsal.

1.5 SAMRO administers performance licences on behalf of …

A artists.
B composers.
C record companies.
D sound engineers.

1.6 … for copyright infringement may include jail time or severe fines.

A Convictions
B Arrests
C Protection
D A lawsuit

1.7 … of copyright-protected content for personal use is permitted.

A Recording
B Downloading
C Licensing
D Copying

1.8 … act as a link in the chain of distribution from the manufacturer to the customer.

A Marketers
B Intermediaries
C Stores
D Warehouses

1.9 In the … of copyright, composers have an opportunity to regain ownership of music.

A signing
B transfer
C reversion
D publishing

1.10 … is/are a handwritten or printed form of music notation that uses modern musical symbols to indicate pitch, rhythm or chords.

A Sheet music
B Tonic solfa
C Intonation
D Lyrics

1.11 Sheet music can refer to the printed … of commercial sheet music in conjunction with the release of a film, television show and record album.

A soundtrack
B script
C case
D publication

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1.12 Music merchandisers use the knowledge they have in business to … the sales of music products.

A manage
B promote
C sell
D track

1.13 Composers must be registered with ...

A SAMRO.
B RISA.
C SABC.
D record companies.

1.14 Merchandisers' royalties are usually a percentage of … sales.

A normal
B gross
C projected
D net

1.15 Stadiums and … are starting to be profit splits.

A audiences
B halls
C programs
D festivals

1.16 Artists like to wear … goods such as an expensive sweater.

A designer
B new
C elegant
D special

1.17 The venue keeps a percentage of the money they made, which is the … fee.

A initiation
B performance
C hall
D income

1.18 A tour merchandiser’s contract requires repayment of …

A debt.
B profit.
C advance.
D royalties.

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1.19 A composer must acquire the services of a/an ...

A personal manager.
B publisher.
C sound engineer.
D agent.

1.20 Financial issues of the tour are dealt with by the … manager.

A financial
B personal
C accounting
D business

1.21 The business manager collects performance fees from the …

A audience.
B promoters.
C spectators.
D supervisors.

1.22 If a member of a band leaves the group, the company can … the remaining members.

A terminate
B sue
C reassemble
D organise

1.23 … eliminate(s) the need to license the master.

A Production
B Promotion
C Replays
D Marketing

1.24 A … payment is a flat amount based on a certain number of sales.

A minimum
B minor
C rolling
D good

1.25 … sales are made at a low price in order to get rid of overproduced goods.

A Distress
B Markdown
C Production
D Purchasing

(25 × 2) **[50]**

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QUESTION 2

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

2.1 Infringement of copyright is the use of music without permission.

2.2 The system in the music industry of buying performance rights, is a process of pay and play.

2.3 The songwriter who created the music is the one who has legal rights to ownership of that music.

2.4 Wilful piracy on copyrighted work is legal.

2.5 When a person wants to perform music publicly, he/she must ask permission to do so from the owner of the music.

2.6 Public performances are done to entertain the artist's social acquaintances.

2.7 It is illegal to upload copyright-protected content for public distribution.

2.8 Composers can automatically have their songs reverted.

2.9 Composers can also get advances on mechanical royalties.

2.10 Film music is written specifically to be played as background music when the film is playing.

2.11 A film director can never be involved when the composer is writing sheet music for the film.

2.12 Songs form part of the film's soundtrack.

2.13 Composers are entitled to receive synchronisation fees.

2.14 Licences for printed music are valid for a lifetime.

2.15 Printers are not given time to sell off the remaining products at the end of the term.

2.16 Merchandising royalties are very difficult to manage compared to royalties for music sales.

2.17 Merchandisers do not hire staff to sell products at the performance venue.

2.18 Artists are not responsible for paying the hall fees.

2.19 A personal manager initiates the right tour for an artist.

2.20 The business manager's duties begin when the tour starts.

2.21 If the group splits, each one can use the name as they wish.

2.22 The songwriter who founded the group and came up with the name of the group can use the name after they have split.

2.23 A business manager ensures that all personnel on the payroll are paid.

2.24 A composer gives radio stations mechanical licences.

2.25 Websites are given digital print rights.

(25 × 2) **[50]**

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QUESTION 3

Choose a description from COLUMN B that matches a term in COLUMN A. Write only the letter (A–O) next to the question number (3.1–3.15) in the ANSWER BOOK.

COLUMN A		COLUMN B	
3.1	Business manager	A	gives the licence holder the right to use a recorded piece of music in a media project
3.2	Personal manager	B	short digital copy of recorded music 
3.3	Charges for statutory damages	C	protected by copyright
3.4	Booking agent's job	D	hire artists to perform at festivals
3.5	Master licence 	E	reassignment of all compositions whether or not they are recorded
3.6	Digital audio	F	takes care of the financial aspects of an artist
3.7	SAMRO	G	to find work for the artist in the music industry
3.8	Sample	H	publisher must give the song back to the composer at some point in future 
3.9	Road manager	I	advises and counsels the artist on all aspects of the artist's career
3.10	Copyright	J	technology that is used to record, store, manipulate, generate and reproduce sound using audio signals that are encoded in digital form
3.11	Songs and recordings	K	takes care of all logistics during the tour
3.12	Agents	L	allow copyright holders who succeed with claims of infringement to receive compensation money per work infringed
3.13	Promoters 	M	collects performance royalties
3.14	Reversion of copyright	N	find work for the artist with promoters
3.15	Automatic reversion	O	legal protection for created works, such as musical composition, lyrics and records.

(15 × 2) **[30]**

QUESTION 4

Complete each of the following sentences by choosing a word from the list below. Write only the answer next to the question number (4.1–4.15) in the ANSWER BOOK.

injunction; collections; contracts; manufactures; published; recorded; devise; printed; label; owned; synchronisation; copyright; commission; destruction; incorporated

4.1 Master licence rights reside with the record … if not the independent artist.

4.2 A/An ... licence is given to film companies.

4.3 Sampling occurs when a portion of a prior recording is … into a new recording.

4.4 … can protect the composer's songs from infringement.

4.5 The personal manager … plans for the artist's long-term career development.

4.6 The agent's … percentage may vary depending on the type of work, the length of time and/or the popularity of the artist.

4.7 Managers and agents require signed … before they represent an artist.

4.8 The copyright to all songs is ... by composers or songwriters.

4.9 The song must revert back to the writer if it is not … and commercially released.

4.10 A person can get a/an … by which the court prohibits the infringer from using the infringing work.

4.11 The court can order the … of any infringing copies.

4.12 Reproduction rights mean that a person's composition cannot be recorded or used in a movie or its sheet music cannot be … by anyone.

4.13 … of songs by a number of different artists and writers are called mixed folios.

4.14 Licences for ... music are for limited periods of time; three to five years.

4.15 Stockpiling is when the printer … more units right before the end of the term, so that they have tons of your inventories to sell after the term.

(15 × 2) **[30]**

TOTAL SECTION A: 160

SECTION B

QUESTION 5

5.1 Give a brief definition of each of the following terms:

5.1.1	Copyright statutory damages	(3 × 2)	(6)
5.1.2	Music publishing	(10 × 2)	(20)
5.1.3	Digital recording	(2 × 2)	(4)
5.1.4	Print licence fees	(3 × 2)	(6)

5.2 State and explain the SIX exclusive rights available to the owner of a copyrighted work. (34)
[70]

QUESTION 6

6.1 Briefly discuss how you would name and trademark the name of band that you have founded. (10 × 2) (20)

6.2 Define each of the following terms:

6.2.1	Reversion of copyright	(3 × 2)	(6)
6.2.2	Conditions of reversion	(3 × 2)	(6)
6.2.3	Automatic reversion	(6 × 2)	(12)
6.2.4	Master rights reversion	(3 × 2)	(6)

[50]

QUESTION 7

What role does a personal manager play in the career life of an artist? (10 × 2) **[20]**

TOTAL SECTION B: 140
GRAND TOTAL: 300

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