

CCSMB13

Understand how artist agreements and contracts work



Overview

This unit involves you providing support to colleagues in drawing up and maintaining contracts. You will contribute to the process and experience all aspects of how legal documentation such as agreements and contracts are used within the industry.

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Performance criteria

Understand contracts, agreements clearances and processes

- You must be able to:*
- P1 contribute to the negotiation and documentation of amendments to Artist Agreements, such as TV breaks, tour support and remixer agreements
 - P2 suggest precedents and standard form agreements where appropriate
 - P3 contribute to the arrangement of sample clearances
 - P4 contribute to the research and investigation files and issues relating to back catalogue
 - P5 respond to enquiries from royalties personnel on contractual issues

Identify issues of compliance and non-compliance

- You must be able to:*
- P6 deal with compilation requests
 - P7 ensure compliance with the All in Fee Agreement
 - P8 ensure compliance with Music Industry Legal Directives

Communicate issues of legal significance appropriately within the company

- You must be able to:*
- P9 identify instances of alleged piracy or parallel imports and propose reporting to the BPI Audit Piracy Unit
 - P10 communicate effectively with artists and publishers to ensure any information provided, relating to contracts, is accurate and up to date
 - P11 keep appropriate colleagues briefed on changes and updates to contracts

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Knowledge and understanding

You need to know and understand:

- K1 how complex contracts are drafted and constructed
- K2 commercial, contracts and copyright
- K3 the purpose of contracts within the music industry
- K4 the type of information that should be contained within a contract
- K5 your organisational procedures for drawing up contracts
- K6 the All-in Fee agreement
- K7 the Music Industry Legal Directives
- K8 the BPI Audit Piracy Unit
- K9 precedence and standard form agreements

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