

CCSMP48

Publish printed music for sale or hire



Overview

This unit is about the processes for editing, manufacturing and hiring printed music. See also MP22 Identify and recommend music and lyrics with commercial potential for publication and MP19 Sell printed music and CCS6 Purchase goods or services

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Performance criteria

- You must be able to:*
- P1 liaise with composers and external editors or arrangers who are submitting music
 - P2 assist in deciding whether or not to publish a piece and in which format or series, consulting specialist advisers and sales and marketing colleagues as appropriate
 - P3 check through submitted manuscripts or pre-engraved materials
 - P4 copy edit the manuscript, applying 'house style' and correcting errors and inconsistencies
 - P5 assist in deciding what materials might be appropriate to place in the hire library and obtain production estimates for hire materials
 - P6 investigate and act on any copyright issues
 - P7 assist in commissioning illustrations and cover designs
 - P8 obtain production estimates for design, engraving and printing and set price and print run in line with company guidelines
 - P9 put into production, ensuring appropriate quality control
 - P10 set optimum publication date
 - P11 provide sales, marketing and promotion briefs
 - P12 assist in calculating viability of reprints and revisions
 - P13 regularly review sales and profitability figures

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Knowledge and understanding

You need to know and understand:

- K1 how to read music.
- K2 the importance of arriving at the best judgements in deciding what to publish
- K3 complex music notation and structures, the composition, editorial and arranging process and a variety of musical genres
- K4 the variety of market sectors, including educational, choral, instrumental and orchestral music
- K5 the rationale for offering music for hire as opposed to sale
- K6 the importance of design and lay-out of music notation, covers and illustrations in making the publication accessible and attractive for the consumer
- K7 print buying, design briefs and quality control
- K8 the importance of consulting specialists and those who are to sell, market and promote the music before deciding to invest in a work
- K9 the international market for printed music
- K10 the different types of paper and binding that are appropriate for printed music
- K11 the varying potential 'life' of different kinds of musical work

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Relevant occupations Arts, Media and Publishing; Performing Arts; Crafts, creative arts and design; Media and communication; Publishing and information services; Artistic and Literary Occupations; General; Secretarial and Related Occupations; Elementary Administration Occupations; Elementary Sales Occupations

Suite Music Business (Publishing)

Key words music publishing, music business, print music, printed music, music hire, music sales