



**CAMOSUN COLLEGE**  
**School of Arts & Science**  
**Department of Music**

**MUSC-276-D01**  
**The Music Profession**  
**Fall 2019**

**COURSE OUTLINE**

---

The course description is available on the web @ <http://camosun.ca/learn/calendar/current/web/musc.html>

Ω Please note: This outline will not be kept indefinitely. It is recommended students keep this outline for their records, especially to assist in transfer credit to post-secondary institutions.

---

**1. Instructor Information**

(a)	Instructor:	Damian Graham	
(b)	Office Hours:	By appointment – for prompt scheduling, please use email contact below	
(c)	Location:	Post-Secondary Office, Victoria Conservatory of Music	
(d)	Phone:	250-386-5311, x 5000	Alternative Phone:
(e)	Email:	<a href="mailto:info@damiangraham.com">info@damiangraham.com</a>	
(f)	Website:	<a href="http://www.damiangraham.com">www.damiangraham.com</a>	

**2. Intended Learning Outcomes**

Upon completion of this course a student will be able to:

1. Manage and supervise the processes governing general aspects of the musical workplace, including musical service contracts, arts-funding grant applications, and music-related strategic plans.
2. Evaluate and complete a contract for musical service.
3. Prepare and submit a grant application to an arts funding organization.
4. Participate effectively in the development of a music-related strategic plan.
5. Relate the activities of various national and international musical/arts institutions to the practice of the working musician in Canada.
6. Discuss the structure and function of the following institutions: AFM, SOCAN, Canada Council, CMRRA and FACTOR.
7. Compare, contrast, and critically discriminate aspects of music promotion through traditional and technological means.
8. Summarize the role promoters, producers, and agents play in the working life of the professional musician.
9. Describe the most basic techniques and processes for maintaining financial and legal data in support of a music business.

**3. Required Materials**

- (a) Computer with full internet access
- (b) "Desire to Learn" site for this course

Most course materials are self-contained within our online learning space at <https://online.camosun.ca>. Complete log-in is given at the site portal.

- (c) Additional small materials typically at-hand will be used for some assignments.

## 4. Course Content and Schedule

Course Start-up

### Week 2

Module 1: How Musicians Make Money

ASSIGNMENTS:

- None
- 

*First Physical Class Session - Photos*

### Week 3

Module 2: Self-Promotion

ASSIGNMENTS:

- Mail Chimp Test

### Week 4

Module 3: Online Life

ASSIGNMENTS:

- Get Your Own URL
- Get your own Wordpress account
- Forward your URL

### Week 5

Module 4: Running Your Career Like A Business

ASSIGNMENTS:

- Success, Negotiating

### Week 6

Module 5: Your Image

ASSIGNMENTS:

- Defining Your Image

Second Physical Class Session

### Week 7

Module 6: The Important Stuff

ASSIGNMENTS:

- Managing Your Time
- Listening

**Week 8**

Module 7: Music Associations

## ASSIGNMENTS:

- Join SOCAN

**Week 9**

Module 8: Taxes

## ASSIGNMENTS:

- Taxes 1

**Week 10**

Module 9: Taxes (Again)

## ASSIGNMENTS:

- Income Tracking (Assignment Date TBA)
- Expense Tracking ((Assignment Date TBA)

Third Physical Class Session

**Week 11**

- Module 10: Online Life (Part 2)
- 

## ASSIGNMENTS:

- Create a "Contact" page on your website (Assignment Date TBA)
- Create a "Biography" page on your website (Assignment Date TBA)
- Write a bio and upload it to your website (Assignment Date TBA)

**Week 12**

Module 11: Booking and Touring

## ASSIGNMENTS:

- Booking a performance (Assignment Date TBA)
- Research Revenue Streams (Assignment Date TBA)
- Touring Duties (Assignment Date TBA)
- Touring-Loaders Duties (Assignment Date TBA)

**Week 13**

Module 12: Final Project

**Week 14**

Module 13: Overview

Fourth Physical Class Session- Final Exam

**5. Basis of Student Assessment (Weighting)**

- (a) Assignments: 70%
- (b) Final Exam/Project: 20%
- (c) Final Examination: 10%

## 6. Grading System

- Standard Grading System (GPA)
- Competency Based Grading System

## 7. Recommended Materials to Assist Students to Succeed Throughout the Course

## 8. College Supports, Services and Policies



### Immediate, Urgent, or Emergency Support

If you or someone you know requires immediate, urgent, or emergency support (e.g. illness, injury, thoughts of suicide, sexual assault, etc.), **SEEK HELP**. Resource contacts @ <http://camosun.ca/about/mental-health/emergency.html> or <http://camosun.ca/services/sexual-violence/get-support.html#urgent>

### College Services

Camosun offers a variety of health and academic support services, including counselling, dental, disability resource centre, help centre, learning skills, sexual violence support & education, library, and writing centre. For more information on each of these services, visit the **STUDENT SERVICES** link on the College website at <http://camosun.ca/>

### College Policies

Camosun strives to provide clear, transparent, and easily accessible policies that exemplify the college's commitment to life-changing learning. It is the student's responsibility to become familiar with the content of College policies. Policies are available on the College website at <http://camosun.ca/about/policies/>. Education and academic policies include, but are not limited to, Academic Progress, Admission, Course Withdrawals, Standards for Awarding Credentials, Involuntary Health and Safety Leave of Absence, Prior Learning Assessment, Medical/Compassionate Withdrawal, Sexual Violence and Misconduct, Student Ancillary Fees, Student Appeals, Student Conduct, and Student Penalties and Fines.

A. GRADING SYSTEMS <http://camosun.ca/about/policies/index.html>

The following two grading systems are used at Camosun College:

### 1. Standard Grading System (GPA)

Percentage	Grade	Description	Grade Point Equivalency
90-100	A+		9
85-89	A		8
80-84	A-		7
77-79	B+		6
73-76	B		5
70-72	B-		4
65-69	C+		3
60-64	C		2

50-59	D		1
0-49	F	Minimum level has not been achieved.	0

## 2. Competency Based Grading System (Non GPA)

This grading system is based on satisfactory acquisition of defined skills or successful completion of the course learning outcomes

Grade	Description
COM	The student has met the goals, criteria, or competencies established for this course, practicum or field placement.
DST	The student has met and exceeded, above and beyond expectation, the goals, criteria, or competencies established for this course, practicum or field placement.
NC	The student has not met the goals, criteria or competencies established for this course, practicum or field placement.

## B. Temporary Grades

Temporary grades are assigned for specific circumstances and will convert to a final grade according to the grading scheme being used in the course. See Grading Policy at <http://camosun.ca/about/policies/index.html> for information on conversion to final grades, and for additional information on student record and transcript notations.

Temporary Grade	Description
I	<i>Incomplete:</i> A temporary grade assigned when the requirements of a course have not yet been completed due to hardship or extenuating circumstances, such as illness or death in the family.
IP	<i>In progress:</i> A temporary grade assigned for courses that are designed to have an anticipated enrollment that extends beyond one term. No more than two IP grades will be assigned for the same course.
CW	<i>Compulsory Withdrawal:</i> A temporary grade assigned by a Dean when an instructor, after documenting the prescriptive strategies applied and consulting with peers, deems that a student is unsafe to self or others and must be removed from the lab, practicum, worksite, or field placement.