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Making Money, Making Music David Bruenger, 2016-09-06 Musical experience as transaction Transience to permanence The rise of commercial markets Media revolutions Convergence and crossover Massification Scaling and selling live performance Visual media Artists audiences and brands Digitization State of the art

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Livingston's Complete Music Business Reference Robert Allen Livingston, 1991 *The Essence of the Music Business* Mika Karhumaa, 2020-08-05 This classic of music business books has received a second edition The fully revised piece delves even deeper into the most important insight of modern music management the endearing inter dependence between the artist and the manager In accepting this it is possible to achieve strategically sustainable results also in terms of music The music industry is an artist centered business environment Many operations are the result of an artist's management or the

artist themselves managing initiatives or reactions This book deals with the environment and practices affecting it Where the first volume of this book series dealt with agreements this second part represents the realities and themes generally perceived to be worth pursuing The first volume intended to understand agreements whereas in this book we try to understand the artist Knowledge of the music industry is central Reciprocity and understanding the needs of others is a cornerstone to successful operations When the artist s management and other background forces are able to imagine themselves in the artist s position it is easier to relate their own activities towards achieving common goals On the other hand when an artist understands their affiliates and their needs it is easier for them to accept the measures they have to take The author of this book has had an over two decade career as an international artist manager and legal advisor His first book was considered widely throughout the world This second volume deals with the same topic from another perspective Although it is specially targeted for artists and managers it is also suitable for general information needs The book is well suited also for educational use

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