



Mark Scheme (Results)

June 2022

BTEC Level 1/Level 2 First in Music (21512E)
Unit 1: The Music Industry

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UNIT 1: The Music Industry (21512E)

General marking guidance

- All learners must receive the same treatment. Examiners must mark the first learner in exactly the same way as they mark the last.
- Mark grids should be applied positively. Learners must be rewarded for what they have shown they can do rather than be penalised for omissions.
- Examiners should mark according to the mark grid, not according to their perception of where the grade boundaries may lie.
- All marks on the mark grid should be used appropriately.
- All the marks on the mark grid are designed to be awarded. Examiners should always award full marks if deserved. Examiners should also be prepared to award zero marks, if the learner's response is not rewardable according to the mark grid.
- Where judgement is required, a mark grid will provide the principles by which marks will be awarded.
- When examiners are in doubt regarding the application of the mark grid to a learner's response, a senior examiner should be consulted.

Specific marking guidance

The mark grids have been designed to assess learners' work holistically.

Rows in the grids identify the assessment focus/outcome being targeted. When using a mark grid, the 'best fit' approach should be used.

- Examiners should first make a holistic judgement on which band most closely matches the learner's response and place it within that band. Learners will be placed in the band that best describes their answer.
- The mark awarded within the band will be decided based on the quality of the answer in response to the assessment focus/outcome and will be modified according to how securely all bullet points are displayed at that band.
- Marks will be awarded towards the top or bottom of that band depending on how they have evidenced each of the descriptor bullet points.

Section A

Question Number	Answer	Mark
1	D Studio manager	1 Comp

Question Number	Answer	Mark
2	D PPL PRS	1 Comp

Question Number	Answer	Mark
3	C Optimising audio performance	1 Comp

Question Number	Answer	Mark
4	A Distributor	1 Comp

Question Number	Answer	Mark
5	A Digital delivery	1 Comp

Question Number	Answer	Mark
6	<p>Award one mark for any of the following:</p> <ul style="list-style-type: none"> • Venue manager • Venue management • Promoter • Event Manager 	1

Question Number	Answer	Mark
7	<p>Award one mark for any of the following:</p> <ul style="list-style-type: none"> • Manager • Artist manager • Band manager • Agent • Union representative • Public relations personnel/PR • Band legal adviser <p>Accept any other valid response.</p>	1

Question Number	Answer	Mark
8	<p>Award one mark for any of the following up to a maximum of two marks.</p> <ul style="list-style-type: none"> • Assisting with get-in and get-out • Rigging/de-rigging • Setting up sound equipment/packing away • Logistics • Driving/transportation • Tuning instruments • Maintaining instruments and equipment • Checking equipment works/is safe • Loading equipment onto transportation • Checking sound levels • Running, e.g. for strings or food <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
9	<p>Award one mark for any of the following up to a maximum of two marks.</p> <ul style="list-style-type: none"> • In audio format such as CDs • Upload to streaming platforms • As sheet music • Synchronisation royalties when used in TV or film • Selling the rights to a musician • Selling the rights to a record label • Selling to a publisher • Self-publishing • Commissions • Compose original work for broadcast • Via an agency, e.g. for stock music <p>Allow royalties from public performance, live or recorded.</p> <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
10(a)	<p>Award one mark for any of the following:</p> <ul style="list-style-type: none"> • Tune instrument • Warm up • Study the music to be recorded • Practise their part individually • Rehearse with others • Listen to relevant recordings or source materials • Change strings/maintenance <p>Accept any other valid response.</p>	1

Question Number	Answer	Mark
10(b)	<p>Award one mark for identification of a reason and one additional mark for appropriate related explanation.</p> <ul style="list-style-type: none"> • Have all equipment – leads, mics, etc. ready to hand (1) so time is not wasted during the session looking for something (1) • Switch on equipment and test it is working (1) to avoid having the client sitting around while something gets fixed (1) • Set up microphones for the instrument to be recorded (1) to save time in the session itself (1) • Prepare recording medium or previous recordings if continuing a session (1) to ensure readiness to record or to be sure previous work has been located correctly (1) • Upload any sound files that will be needed (1) to ensure they are ready for when the client needs them (1) • Listen to previous work as a reminder of what was achieved and what is still to do (1) to increase efficiency once client arrives (1) • Tidy up previous recordings if applicable (1) to make them easier to work with in the coming session (1) • Prepare a suitable headphone mix of previous tracks (1) so the artist can start work efficiently (1) • Make sure studio is clean and tidy from the last session (1) to provide a comfortable environment for the client (1) • Make sure the lighting and temperature are appropriate (1) so the client is comfortable (1) <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
11	<p>Award one mark for identification of a reason and one additional mark for appropriate related explanation.</p> <ul style="list-style-type: none"> • To send to record companies (1) in the hope of getting signed (1) • To give to venue managers (1) to generate performance opportunities (1) • To use in marketing (1) to increase exposure of the band (1) • To have a good quality copy of their music (1) so they might sell it (1) • To increase fan base (1) so as to sell more music (1) • To gain studio experience (1) thus honing the craft of recording (1) • To keep as a record of their work (1) to help inform future progress or subsequent recordings (1) • To be able to upload onto website or social media (1) in the hope it might be shared or generate interest (1) • To refine their work through the recording process (1) fulfilling their creative vision in ways that would not be achieved through live performance (1) • To demonstrate their 'sound' (1) to see if it is popular (1) • So people can listen to it (1) to increase fan base (1) <p>Accept any other valid response.</p>	2

Section B

Question Number	Answer	Mark
12	<p>Award one mark for any of the following up to a maximum of two marks.</p> <ul style="list-style-type: none"> • Microphones • PA systems • Amps • Speakers • Monitors • Mixing desks • Rack units • Leads/cables • Recording equipment • DJ equipment <p>Allow musical instruments.</p> <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
13	<p>Award one mark for any of the following:</p> <ul style="list-style-type: none"> • To receive industry specialised legal advice • Access to insurance schemes such as public liability that provide a cheaper/more convenient means of accessing cover • Provides example contracts and agreements • Provides career and business advice from specialists who know the industry • Likely to provide specialist publications containing advice and relevant articles • Access to a network of other professionals providing various networking opportunities • Provides representation in legal proceedings • Gives the company credibility <p>Accept any other valid response.</p>	1

Question Number	Answer	Mark
14	<p>Award one mark for any of the following up to a maximum of two marks.</p> <ul style="list-style-type: none"> • Music venues • Recording studios • Rehearsal studios • Music shops • Music-related events • Record shops • School or college • Online music forum <p>Allow social media Accept any other valid response.</p>	2

Question Number	Answer	Mark
15	<p>Award one mark for identification of a reason and one additional mark for appropriate related explanation up to a maximum of four marks.</p> <ul style="list-style-type: none"> • Ensure regular maintenance of equipment (1) so as to avoid equipment failure or injury (1) • Annual PAT testing (1) to ensure electrical equipment is safe to use (1) • Check wires and cables for any exposed wires (1) to avoid risk of electrocution (1) • Advise customers how many people are required to move the hired equipment (1) to prevent injury due to too few people trying to move heavy items (1) • Require a risk assessment from those hiring (1) to ensure equipment will be treated with appropriate safety measures in mind (1) • Ensure customers are aware of the power requirements of the equipment (1) so they can be sure to not overload the system (1) • Inform customers on the correct usage of equipment (1) to ensure they operate it safely (1) • Ensure equipment is not damaged or faulty before hiring (1) to ensure customer satisfaction (1) <p>Accept any other valid response.</p>	4

Question Number	Indicative content	Mark
16	<p>Responses may include the following.</p> <p><u>Option 1: hire equipment</u></p> <ul style="list-style-type: none"> + Small initial outlay so cheap to get started + Can get good quality equipment, probably better than they could afford to buy outright, leading to better sound quality + Equipment should arrive in working order and if it fails it should be fixed or replaced as part of the hire agreement, meaning the artist is not left without equipment for a gig + Can update equipment regularly to take advantage of improvements in technology + Equipment could be delivered/returned to/from the venue by the hire company, saving in transportation costs - May have to be able to collect and return the equipment from the hire location, which may not be convenient - Would need a deposit payment and the funds to keep paying the hire charge every month or the equipment would have to be returned - Only get to use the equipment whilst paying the hire charge. At the end of the agreement the equipment is returned leaving the artist with no equipment - Artist may be unfamiliar with the particular brand of equipment supplied and so may not be able to use it well - Equipment is unlikely to be brand new so may have an unknown fault with no time or opportunity to test or remedy before a performance - Expensive in the long term - Nothing to show for it at the end of the hire period. <p><u>Option 2: buy equipment</u></p> <ul style="list-style-type: none"> + Have to own for the long term + Once paid for there is no ongoing cost + Can sell on in the future + Can keep the equipment at home and use it whenever desired at any point in the future + Can learn how to use the equipment well; become familiar with it and get the best out of it + Could buy better quality second hand 	8

	<ul style="list-style-type: none"> - Quality and reliability not guaranteed if purchased second hand - Expensive at first - Artist possibly cannot afford the best quality equipment to start with so would have to compromise on sound quality - It is artist's own responsibility if the equipment breaks; they will have to get it fixed themselves - If anything gets broken it will need to be replaced at further cost - Wears out over time - Artist would have to transport equipment themselves rather than have it delivered <p>Accept any other valid response.</p>	
Level	Descriptor	
0 0 marks	No rewardable material.	
1 1-3 marks	Basic arguments of each option identified, or only one option considered. The answer is likely to be in the form of a list. Points made will be superficial/generic and not applied/directly linked to the situation in the question. No conclusion produced or the conclusion a consequence of only one option being considered.	
2 4-6 marks	Arguments for each option are described, but there will be more emphasis on one option than the others. The answer may be unbalanced. A conclusion is present, but this is either implicit or as a result of unbalanced consideration. There is little or unfocused justification of the conclusion. Most points made will be relevant to the situation in the question, but the link will not always be clear.	
3 7-8 marks	Balanced exploration of each option. A conclusion is produced that is justified and clearly linked to the consideration of options and their relative importance to the situation. The majority of points made will be relevant and there will be a clear link to the situation in the question.	

Section C

Question Number	Answer	Mark
17	<p>Award one mark for any of the following up to a maximum of two marks.</p> <ul style="list-style-type: none"> • Theatre • Arena • Club/nightclub • Sports venue/stadium • Outdoor space • Hall/large hall/town hall/village hall/school hall <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
18	<p>Award one mark for any of the following up to a maximum of three marks.</p> <ul style="list-style-type: none"> • On the door of the venue on the night • In advance from the venue box office, either over the phone or online • Online ticket booking site • Directly in person at another performance • Through their own website • Via social media • Over the phone by providing a phone number on the advertising • In local shops • Via link or QR code on a poster/flyer • Ticket stand/booth <p>Accept any other valid response.</p>	3

Question Number	Answer	Mark
19	<p>Award one mark for the identification of one advantage and one additional mark for the appropriate expansion. AND Award one mark for the identification of one disadvantage and one additional mark for the appropriate expansion.</p> <p><u>Advantages:</u></p> <ul style="list-style-type: none"> • Potential to attract new fans (1) thereby increasing potential earnings through sales (1) • Increase exposure over a wider area of the country (1) therefore increasing notoriety/fame (1) • May get spotted by new A&R (1) whereas A&R in local area might not be interested (1) • More people will hear of the band (1) leading to increased opportunities for future attendance at gigs, sales, etc. • Opportunity to test their music and performance out on a new crowd (1) to see if it works well or could be improved (1) <p><u>Disadvantages:</u></p> <ul style="list-style-type: none"> • Further to travel to get there (1) taking more time (1) • Greater distance to transport equipment and people (1) which means more cost (1) • May have no local following (1) so gig could be poorly attended (1) • May require hiring a van or other transport to get required equipment and people to the gig (1) so this would be much less convenient than a local show (1) • Takes longer to travel home after the gig (1) so later home or may need to pay for hotel (1) <p>Accept any other valid response.</p>	4

Question Number	Indicative content	Mark
20	<p>Responses may include the following.</p> <p><u>Buying onto a tour:</u></p> <ul style="list-style-type: none"> • Access to larger audience than may otherwise attend artist's gigs thus the potential to build bigger fan base • Tour organised for you saving time and effort • Gain publicity by association with a bigger, more popular act, therefore gaining more popularity than if going it alone • Cheaper than touring alone thus saving money that could be better spent elsewhere • Opportunity to increase fan base, therefore selling more tickets, CDs and merchandising in the future • May come to the attention of influential people who may offer bigger and better opportunities • Style of music may not fit with the host band so the audience may not like it • Host band may not be great so reputation tarnished by association thus losing fans, potential sales, etc. • If the host band has to cancel then the tour opportunity is lost, meaning they have nothing to show for any time or effort invested • Host band's audience may not like Metisma's music so may spread their dislike over social media/press/make the performances less enjoyable/sell less merchandise, CDs, etc. • Expensive and may not make the money back • Have no control over the venues which therefore may not suit the band • Less room on stage as the band will have to work around the main band's equipment • Venue decoration and back drop will be for the main band so will be less appropriate for Metisma <p><u>Arranging their own tour:</u></p> <ul style="list-style-type: none"> • Have control of all aspects so can tailor to their own preferences, for instance length of tour, number of venues, size of venues, frequency of performance, cost of venues, etc. • Can take all the profit made from the tour, so if it is successful the band could do very well from it 	8

	<ul style="list-style-type: none"> • Tour may not be as well attended so may still make less money overall • Band headline their own shows, which is therefore more prestigious • Takes a lot more effort to organise their own tour • May not make any money at all, in fact may make a loss overall • Band could find their own support artist who may want to buy onto their tour • Opportunity to heavily promote their own merchandise <p>Accept any other valid response.</p>	
Level	Descriptor	
0 0 marks	No rewardable material.	
1 1-3 marks	A few key points identified, or one point described in some detail. The answer is likely to be in the form of a list. Points made will be superficial/generic and not applied/directly linked to the situation in the question.	
2 4-6 marks	Some points identified, or a few key points described. The answer is unbalanced. Most points made will be relevant to the situation in the question, but the link will not always be clear.	
3 7-8 marks	Range of points described, or a few key points explained in depth. The majority of points made will be relevant and there will be a clear link to the situation in the question.	



Llywodraeth Cynulliad Cymru
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