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Pearson BTEC  
Level 1/Level 2  
First Award

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# Music

## Unit 1: The Music Industry

Tuesday 17 January 2017 – Morning <b>Time: 1 hour</b>	Paper Reference <b>21512E</b>
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<b>You do not need any other materials.</b>	Total Marks
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### Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and learner registration number.
- Answer **all** questions.
- Answer the questions in the spaces provided  
– *there may be more space than you need.*

### Information

- The total mark for this paper is 50.
- The marks for **each** question are shown in brackets  
– *use this as a guide as to how much time to spend on each question.*

### Advice

- Read each question carefully before you start to answer it.
- Try to answer every question.
- Check your answers if you have time at the end.

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Turn over ►



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**SECTION A**

**Answer ALL questions.**

**Some questions must be answered with a cross in a box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.**

**1** Which **one** of the following is the most likely employment pattern for the manager of a large theatre?

- A** Entrepreneurial
- B** Freelance
- C** Permanent
- D** Volunteer

**(Total for Question 1 = 1 mark)**

**2** Which **one** of the following is part of the role of a session musician?

- A** Composes to a brief
- B** Performs given music
- C** Supervises stage crew
- D** Writes music packages

**(Total for Question 2 = 1 mark)**

**3** Which **one** of the following do broadcasters use to help sell advertising space?

- A** Demographic targeting
- B** Coding apps
- C** Insurance and safety
- D** Monitor mixing

**(Total for Question 3 = 1 mark)**

**4** Which **one** of the following is the responsibility of a studio manager?

- A** Arranging tours
- B** Booking sessions
- C** Promoting artists
- D** Scouting for talent

**(Total for Question 4 = 1 mark)**

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5 Which **one** of the following is a trade body?

- A BBC
- B EMI
- C MPG
- D NI

(Total for Question 5 = 1 mark)

6 Name **one** type of organisation that:

- supports members in negotiating rates of pay
- handles disputes
- provides advice for freelancers on tax issues.

(Total for Question 6 = 1 mark)

7 Give **two** responsibilities of a musical director.

1 .....

2 .....

(Total for Question 7 = 2 marks)

8 Identify **two** ways a songwriter might encourage an A&R representative to attend their gig.

1 .....

2 .....

(Total for Question 8 = 2 marks)



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9 Identify **three** types of organisation that typically work with a marketing manager.

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2 .....  
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3 .....  
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(Total for Question 9 = 3 marks)

10 Identify the job role that:

- tunes guitars before a performance
- checks backline
- repairs damaged guitar amps and guitars.

(Total for Question 10 = 1 mark)

11 Give **two** reasons why it is important to always meet the terms of a contract in the music industry.

1 .....  
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2 .....  
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(Total for Question 11 = 2 marks)

**TOTAL FOR SECTION A = 16 MARKS**

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**SECTION B**

Brief A should be used to answer questions 12 to 15.

Read Brief A carefully and then answer the questions.

**Brief A – Lewis’s Career**

**Lewis’s Career**

Lewis produces his own dance music. He has been playing medium-sized gigs in his city. The local music press has criticised Lewis’s particular style of music, but it seems popular with audiences. Lewis is planning his largest gig yet and wants to hire a suitable venue. To save money he is organising the show himself.

**12** Lewis is choosing a venue for his club dance night.

Explain **two** factors that might influence his choice of venue.

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2 .....

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**(Total for Question 12 = 4 marks)**

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**13** Lewis has decided to produce the tickets and promotional materials himself.

(a) Explain **one** reason why it is important for Lewis to print the **correct number** of tickets for the gig.

(2)

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(b) Give **one** way Lewis could promote his gig cheaply.

(1)

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**(Total for Question 13 = 3 marks)**

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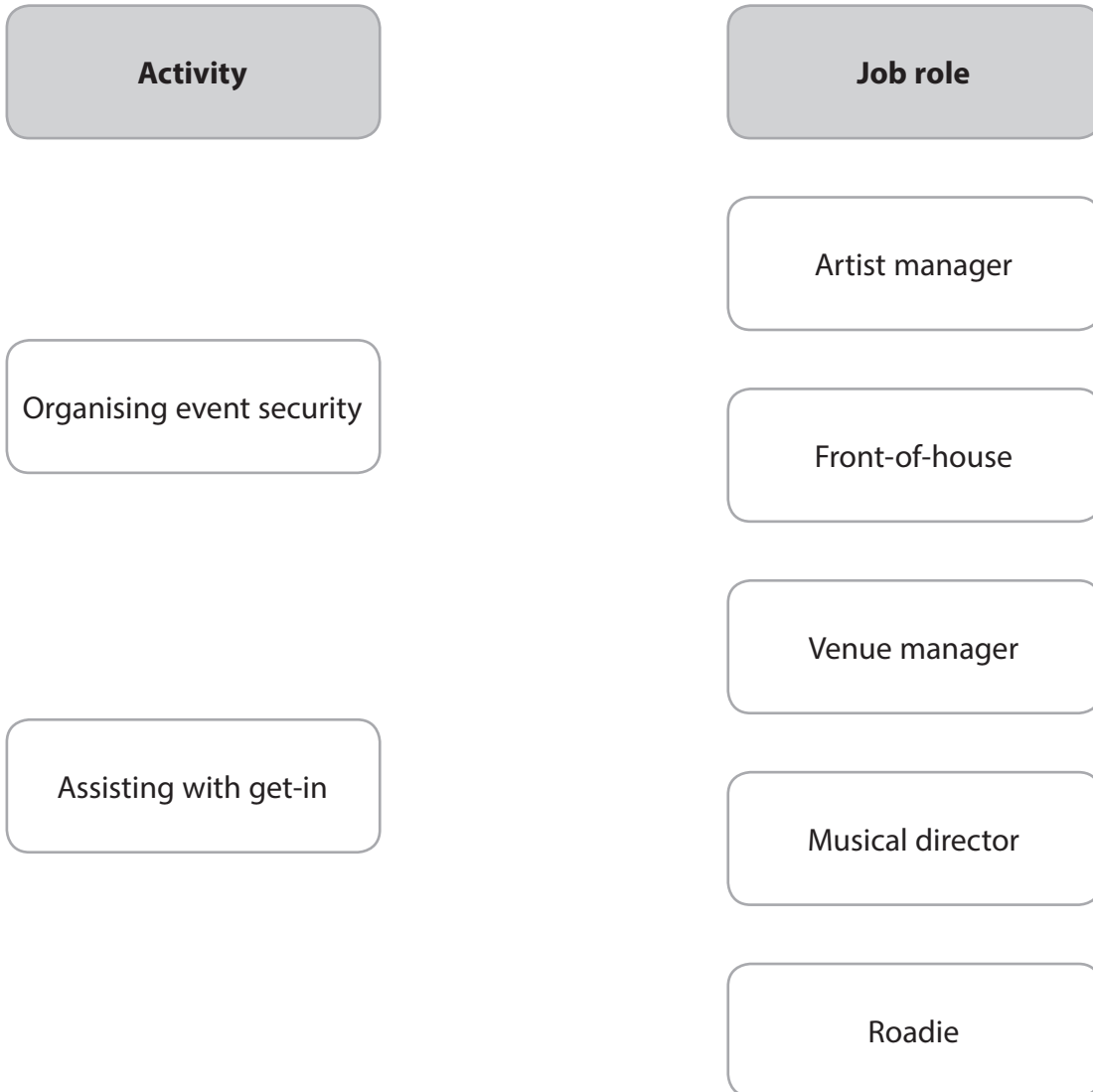
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14 The diagram shows two activities happening in the venue before Lewis's gig.

Draw a line from each activity to the job role responsible for that activity.



(Total for Question 14 = 2 marks)

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**15** Lewis is offered a full-time job producing music for advertising. He has two options: he can take this job or he can continue his dance music career.

Discuss the opportunities and challenges of both these options.

Ruled area for writing the response to question 15.

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(Total for Question 15 = 8 marks)

**TOTAL FOR SECTION B = 17 MARKS**



**SECTION C**

Brief B should be used to answer questions 16 to 20.

Read Brief B carefully and then answer the questions.

**Brief B – The Sound Professional**

**The Sound Professional**

Jordan is a sound engineer who has worked in the business for 15 years. In the past she has worked freelance, organising the sound in a range of venues. At the moment Jordan is employed full time in a small theatre on the edge of town.

Jordan is currently working on a touring musical production at the theatre.

**16** Identify **two** responsibilities of a live sound technician.

1 .....

2 .....

**(Total for Question 16 = 2 marks)**

**17** Identify **one** type of organisation Jordan might work with when arranging live sound for an outside broadcast.

.....

**(Total for Question 17 = 1 mark)**

**18** Explain **one** reason why it is important for the sound crew to have a technical rehearsal.

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**(Total for Question 18 = 2 marks)**

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**19** In the past Jordan has worked as part of the sound crew for a rock band in a large sports venue.

Explain **one** positive and **one** negative factor **for an audience** in attending a live music performance in a large sports venue.

Positive

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Negative

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**(Total for Question 19 = 4 marks)**

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20 The musical production has run for several nights in the theatre where Jordan works. The organisers plan to present the production for one night in an outdoor venue in the centre of town.

Discuss the challenges **for the crew** of using this outdoor venue compared to using the small theatre.

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**(Total for Question 20 = 8 marks)**

**TOTAL FOR SECTION C = 17 MARKS  
TOTAL FOR PAPER = 50 MARKS**





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