



Faculty of Arts and Social Sciences  
Music

## Syllabus

### Entrepreneurship and scenic preparation, Western classical music

<b>Course Code:</b>	KOAV03
<b>Course Title:</b>	Entrepreneurship and scenic preparation, Western classical music <i>Entreprenörskap och scenisk beredskap, västerländsk konstmusik</i>
<b>Credits:</b>	7.5
<b>Degree Level:</b>	Master's level
<b>Progressive Specialisation:</b>	Second cycle, has only first-cycle course/s as entry requirements (A1N)

**Major Field of Study:**  
MUG (Musical Performance)

#### Course Approval

The syllabus was approved by the Faculty of Arts and Social Sciences 2023-02-07, and is valid from the Autumn semester 2023 at Karlstad University.

#### Prerequisites

A degree of Bachelor of Fine Arts in music (180 credits), a passing grade for an entrance test, plus upper secondary level English 6 or B, or equivalent

#### Learning Outcomes

Module 1: Entrepreneurship for musicians, 4 ECTS cr

Upon completion of the course, students should be able to:

Knowledge and understanding

1. give an account of copyright and other laws and regulations pertaining to musicians, and their applications.

#### Competence and skills

2. plan, initiate, and present their own fictive business suitable for an independent practicing musician, and apply current tax regulations to business income and tax return,
3. generate and present a realistic idea for a project in a musical and artistic context in dialogue with other musicians, and
4. develop and justify the choice of content in, and marketing of, a music project or other music-related activity.

#### Judgement and approach

5. critically reflect upon their own and other people's approach to the role of the musician, as well as the specific entrepreneurship of that role in relation to the legal demands placed on a practicing musician, and
6. reflect upon, evaluate, and critically assess their own and other people's ideas for activities, as well as the ethical norms and issues of the profession.

### Module 2: Scenic preparation, 3.5 ECTS cr

Upon completion of the course, students should be able to:

#### Knowledge and understanding

1. give an account of the significance of embodied communication in the context of stage performances in front of an audience,
2. give an account of physical and mental tools and methods for handling scenic communication and demanding situations in the context of stage performances in front of an audience, and
3. give an account of current research and development in the area of scenic preparation.

#### Competence and skills

4. apply relevant and well processed methods for instrumental musical communication and for oral presentations of the concert programme in the context of stage performances in front of an audience, and
5. apply physical and mental tools for handling demanding situations in the context of stage performances in front of an audience.

#### Judgement and approach

6. critically reflect upon their own and other people's scenic approaches and performances in terms of relevant artistic, ethical, and societal aspects, and
7. reflect upon, evaluate, and critically assess the use of different methods and tools in connection with their own and other people's stage performances.

## **Content**

The course comprises two modules.

### Module 1: Entrepreneurship for musicians

The module covers how musicians can use entrepreneurial approaches to brand themselves and achieve success in an ever-changing music industry, generate sources of income based on their own competencies and skills, and communicate business ideas through marketing. Students learn to understand the music industry, work commercially, set up businesses, and draw up business plans. Presentations and reviews of copyright and other laws and regulations pertaining to freelance musicians are included, as well as how to write legally binding artist contracts. Students practice starting their own ventures, present business

proposals, and create marketing plans. The course includes discussions and considerations of the role of the musician and the specific entrepreneurship of that role in relation to legal demands, professional ethics, and other issues.

#### Module 2: Scenic preparation

The module includes presentations of different perspectives on and tools for scenic communication and for handling, stress, nervousness, and concentration problems before and during stage performances in front of an audience. These perspectives and tools are discussed, analysed, and critically assessed in terms of their application in various types of scenic presentations. Practical applications are also tested, as concrete tools are used to manage demanding situations both physically and mentally, play instruments to communicate on stage, and present concert programmes orally. Practical applications are integrated in rehearsals as well as fictive concert and audition situations, which also involve practice in physical and mental concentration and relaxation. Lectures and discussions are alternated with practical exercises in playing and singing music.

Gender equality and sustainable development are taken into account, especially through a fair distribution of coursework and equal treatment independent of gender, ethnicity, and so on, as well as a well-structured course content which is relevant and sustainable for future professional activities.

Instruction is in the form of group lessons and seminars.

#### **Reading List**

See separate document.

#### **Examination**

Module 1: Entrepreneurship for musicians

Learning outcomes 1, 5, and 6 are assessed based on individual oral presentations in seminars.

Learning outcome 3 is assessed based on a group presentation given and discussed in a seminar.

Learning outcomes 2 and 4 are assessed based on individual written hand-in assignments.

Module 2: Scenic preparation

Learning outcomes 1 and 2 are assessed based on individual oral presentations in seminars.

Learning outcomes 4 and 5 are assessed based on practical applications, performed individually and in groups.

Learning outcomes 3, 6, and 7 are assessed based on individual written hand-in assignments.

Submissions for assessment must clearly indicate individual contributions.

The examiner may decide that a student who is very close to a passing grade can complete a supplementary assignment to receive a passing grade for a specific examination.

If students have a decision from Karlstad University entitling them to Targeted Study Support due to a documented disability, the examiner has the right to give such students an adapted examination or to examine them in a different manner.

#### **Grades**

One of the grades Distinction (VG), Pass (G), or Fail (U) is awarded in the examination of the course.

**Quality Assurance**

Follow-up relating to learning conditions and goal-fulfilment takes place both during and upon completion of the course in order to ensure continuous improvement. Course evaluation is partly based on student views and experiences obtained in accordance with current regulations and partly on other data and documentation. Students will be informed of the result of the evaluation and of any measures to be taken.

**Course Certificate**

A course certificate will be provided upon request.

**Additional information**

The local regulations for studies at the Bachelor and Master levels at Karlstad University stipulate the obligations and rights of students and staff.

The course is included in the Master Programme in Music (HAMSK).