

LAPT

LONDON ACADEMY OF PROFESSIONAL TRAINING

CERTIFICATE

Adv Certificate in Music Publishing & Royalty Management

Practitioner Level



LAPT — London Academy of Professional Training

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Reference MU-MBR-P • Music and Performing Arts Centres

UKPRN 10067351 • Registered in England and Wales, company 4984798

AT A GLANCE

REFERENCE	MU-MBR-P
AWARD	Certificate
ASSESSMENT	440 marks — 264 to pass (60%)
PREREQUISITES	None
VALIDITY	Lifetime
AWARDING BODY	LAPT — London Academy of Professional Training

CURRICULUM

1

Advanced Royalty Management

5 chapters · 30 classes65 marks

• 1 Understanding Royalty Streams and Revenue Sources — 6 classes

› 1.1 Identifying Key Royalty Streams in Music

› 1.2 Analyzing Performance Rights Revenue Sources

› 1.3 Exploring Mechanical Royalties and Their Impact

› 1.4 Investigating Synchronization Revenue Opportunities

› 1.5 Understanding Streaming Services and Digital Revenue

› 1.6 Evaluating International Revenue Streams and Challenges

• 2 Analyzing Music Publishing Agreements — 6 classes

› 2.1 Understanding Key Terms in Music Publishing Agreements

› 2.2 Identifying Rights and Obligations in Contracts

› 2.3 Analyzing Revenue Streams in Publishing Deals

› 2.4 Evaluating Royalty Clauses and Calculations

› 2.5 Comparing Different Types of Publishing Agreements

› 2.6 Applying Analytical Skills to Case Studies

• 3 Implementing Royalty Tracking Systems — 6 classes

› 3.1 Understanding Royalty Tracking Systems

› 3.2 Analyzing Key Components of Tracking Software

› 3.3 Identifying Data Sources for Royalty Management

› 3.4 Configuring Tracking Systems for Optimal Performance

› 3.5 Integrating Tracking Systems with Financial Platforms

› 3.6 Evaluating the Effectiveness of Royalty Tracking

• 4 Advanced Techniques in Royalty Auditing — 6 classes

› 4.1 Understanding the Purpose and Scope of Royalty Audits

› 4.2 Identifying Risks and Red Flags in Royalty Statements

› 4.3 Analyzing Data with Advanced Royalty Management Software

› 4.4 Developing Effective Audit Plans and Strategies

› 4.5 Implementing Best Practices for Compliance and Accuracy

› 4.6 Interpreting Audit Findings and Presenting Recommendations

• 5 Global Royalty Management Best Practices — 6 classes

› 5.1 Understanding Global Royalty Frameworks

› 5.2 Analyzing Key International Royalty Organizations

› 5.3 Mapping Royalty Collection Processes Across Borders

› 5.4 Identifying and Mitigating Global Royalty Risks

› 5.5 Leveraging Technology for Efficient Global Royalty Tracking

› 5.6 Applying Best Practices in Cross-Border Royalty Management

• 1 Fundamentals of Contract Law in the Music Industry — 6 classes

- › 1.1 Understanding the Basics of Contract Law in Music
- › 1.2 Identifying Key Elements of a Music Contract
- › 1.3 Exploring Different Types of Music Contracts
- › 1.4 Analyzing Common Contract Terms in the Music Industry
- › 1.5 Applying Contract Law to Real-World Music Scenarios
- › 1.6 Evaluating the Legal Implications of Breach of Contract in Music

• 2 Types of Music Industry Contracts — 6 classes

- › 2.1 Understanding Recording Contracts
- › 2.2 Exploring Publishing Agreements
- › 2.3 Navigating Management Contracts
- › 2.4 Examining Distribution Contracts
- › 2.5 Analyzing Performance Agreements
- › 2.6 Applying Contractual Terms to Real Scenarios

• 3 Contract Negotiation Techniques and Strategies — 6 classes

- › 3.1 Understanding Contract Structures in the Music Industry
- › 3.2 Identifying Key Terms and Clauses in Music Contracts
- › 3.3 Analyzing Common Pitfalls and Risks in Contract Negotiations
- › 3.4 Developing Effective Communication Techniques for Negotiation
- › 3.5 Applying Persuasion Strategies in Contract Discussions
- › 3.6 Finalizing and Closing Music Contracts Successfully

• 4 Analyzing and Drafting Music Contracts — 6 classes

- › 4.1 Understanding Music Contracts: Key Components and Definitions
- › 4.2 Analyzing Recording Contracts: Rights and Obligations
- › 4.3 Examining Publishing Agreements: Royalties and Advances
- › 4.4 Drafting Performance Contracts: Terms and Conditions
- › 4.5 Exploring Licensing Agreements: Sync and Mechanical Rights
- › 4.6 Reviewing Amendment Clauses: Adapting Contracts Over Time

• 5 Dispute Resolution and Enforcement of Music Contracts — 6 classes

- › 5.1 Understanding Dispute Resolution Mechanisms in Music Contracts
- › 5.2 Exploring Common Causes of Disputes in Music Agreements
- › 5.3 Evaluating Alternative Dispute Resolution Strategies
- › 5.4 Analyzing Contract Enforcement Options within the Music Industry
- › 5.5 Examining Legal Precedents in Music Contract Enforcement
- › 5.6 Applying Best Practices for Mitigating Contract Disputes

• 1 Understanding Digital Rights Management Systems — 6 classes

- › 1.1 Explore the Fundamentals of Digital Rights Management Systems
- › 1.2 Identify Key Components of Digital Rights Management
- › 1.3 Examine the Role of Encryption in DRM
- › 1.4 Analyze Different Types of DRM Solutions
- › 1.5 Investigate Common Challenges in DRM Implementation
- › 1.6 Apply DRM Strategies to Real-world Scenarios

• 2 Technological Frameworks for DRM — 6 classes

- › 2.1 Understanding DRM Infrastructure
- › 2.2 Exploring Cryptographic Techniques in DRM
- › 2.3 Analyzing DRM Software Tools
- › 2.4 Implementing DRM in Music Publishing
- › 2.5 Evaluating DRM Compliance and Legal Standards
- › 2.6 Applying DRM Solutions to Protect Digital Rights

• 3 Legal and Ethical Considerations in DRM — 6 classes

- › 3.1 Understanding Digital Rights Management: A Legal Overview
- › 3.2 Exploring Key Legislation Impacting DRM in the UK
- › 3.3 Analyzing Case Studies: Legal Challenges in DRM
- › 3.4 Examining Ethical Considerations in Digital Rights Management
- › 3.5 Balancing Rights: User Privacy vs. Control in DRM
- › 3.6 Applying Legal and Ethical Principles to DRM Strategies

• 4 Implementing DRM Solutions in Music Publishing — 6 classes

- › 4.1 Understanding Digital Rights Management in Music
- › 4.2 Identifying Key Components of DRM Solutions
- › 4.3 Analyzing Technologies Used in Music DRM
- › 4.4 Implementing DRM Strategies in Music Publishing
- › 4.5 Evaluating the Impact of DRM on Music Sales
- › 4.6 Practical Applications of DRM in Music Royalty Management

• 5 Evaluating the Impact of DRM on Royalties Management — 6 classes

- › 5.1 Understanding Digital Rights Management (DRM)
- › 5.2 Analyzing the Relationship Between DRM and Royalties
- › 5.3 Exploring How DRM Affects Revenue Streams
- › 5.4 Investigating the Challenges of DRM in Royalty Management
- › 5.5 Assessing the Benefits of DRM for Artists and Publishers
- › 5.6 Applying DRM Strategies to Optimize Royalty Collections

• **1 Understanding Music Licensing Fundamentals** — 6 classes

- › 1.1 Exploring the Basics of Music Licensing
- › 1.2 Identifying Key Licensing Types and Agreements
- › 1.3 Understanding Mechanical Rights in Music
- › 1.4 Navigating Performance and Synchronization Licenses
- › 1.5 Analyzing the Role of Collecting Societies
- › 1.6 Applying Licensing Knowledge to Real-World Scenarios

• **2 The Legal Framework of Music Licensing** — 6 classes

- › 2.1 Understand the Basics of Music Licensing
- › 2.2 Explore Key Legal Concepts in Licensing Agreements
- › 2.3 Identify Different Types of Music Licenses
- › 2.4 Analyze Copyright Laws and Their Impact on Licensing
- › 2.5 Examine International Licensing Laws and Practices
- › 2.6 Apply Legal Principles in Drafting Licensing Agreements

• **3 Types of Music Licensing Agreements** — 6 classes

- › 3.1 Understanding Exclusive vs Non-Exclusive Licenses
- › 3.2 Exploring Synchronization License Agreements
- › 3.3 Navigating Mechanical Licensing Practices
- › 3.4 Delving into Performance Rights Licenses
- › 3.5 Managing Print Licensing for Sheet Music
- › 3.6 Evaluating Blanket License Needs and Benefits

• **4 Negotiating and Drafting Licensing Contracts** — 6 classes

- › 4.1 Understanding Key Licensing Contract Terms
- › 4.2 Analyzing the Structure of Licensing Agreements
- › 4.3 Identifying Common Negotiation Pitfalls
- › 4.4 Strategies for Effective Contract Negotiation
- › 4.5 Drafting Customized Licensing Provisions
- › 4.6 Evaluating and Finalizing Licensing Contracts

• **5 Revenue Collection and Royalty Management** — 6 classes

- › 5.1 Understanding Revenue Streams in Music Publishing
- › 5.2 Identifying Key Players in Royalty Management
- › 5.3 Analyzing Royalty Collection Methods
- › 5.4 Examining Performance Rights Organizations
- › 5.5 Implementing Effective Royalty Tracking Systems
- › 5.6 Evaluating Financial Impact of Licensing Agreements

• **1 Understanding Music Publishing: Historical and Legal Foundations** — 6 classes

- › 1.1 Exploring the Origins of Music Publishing
- › 1.2 Analyzing Key Historical Developments in Music Publishing
- › 1.3 Understanding the Fundamental Legal Concepts in Music Publishing
- › 1.4 Examining Copyright Laws and Their Impact on Music Publishing
- › 1.5 Identifying Different Types of Music Publishing Agreements
- › 1.6 Evaluating Legal Challenges and Case Studies in Music Publishing

• **2 Rights in Music Publishing: Types and Ownership** — 6 classes

- › 2.1 Understanding Music Rights: An Introduction
- › 2.2 Exploring Types of Music Rights: What You Need to Know
- › 2.3 Differentiating Copyrights: Compositions vs. Recordings
- › 2.4 Recognizing Ownership: Who Holds the Rights?
- › 2.5 Navigating Performing Rights: How They Work
- › 2.6 Applying Knowledge: Case Studies in Music Rights Ownership

• **3 Contracts and Agreements: Key Clauses and Negotiations** — 6 classes

- › 3.1 Understanding Key Contract Clauses in Music Publishing
- › 3.2 Exploring Royalties: Types and Distribution Models
- › 3.3 Negotiation Strategies for Music Publishing Agreements
- › 3.4 Drafting Effective Contracts: Essential Elements
- › 3.5 Analyzing Real-World Music Contract Examples
- › 3.6 Common Contract Pitfalls and How to Avoid Them

• **4 Revenue Streams and Royalty Collection: Maximizing Income** — 6 classes

- › 4.1 Understanding Music Revenue Streams
- › 4.2 Exploring Different Types of Music Royalties
- › 4.3 Analyzing Performance Royalties and Collection Methods
- › 4.4 Optimizing Mechanical Royalties for Maximum Income
- › 4.5 Leveraging Synchronization Licenses in Media
- › 4.6 Strategic Royalty Management Techniques

• **5 Digital Era Challenges and Strategies in Music Publishing** — 6 classes

- › 5.1 Understanding the Digital Marketplace for Music Publishing
- › 5.2 Identifying Digital Challenges in Music Rights Management
- › 5.3 Navigating Licensing in the Streaming Era
- › 5.4 Implementing Effective Digital Revenue Tracking
- › 5.5 Developing Strategies for Online Rights Protection
- › 5.6 Adapting to Emerging Technological Trends in Music Publishing

• 1 Understanding Music Publishing Portfolios — 6 classes

- › 1.1 Exploring the Basics of Music Publishing Portfolios
- › 1.2 Identifying Key Components of a Music Publishing Portfolio
- › 1.3 Analyzing Successful Music Publishing Case Studies
- › 1.4 Designing Your Own Music Publishing Portfolio
- › 1.5 Evaluating Portfolio Effectiveness and Impact
- › 1.6 Applying Strategies for Portfolio Enhancement

• 2 Legal Frameworks in Music Publishing — 6 classes

- › 2.1 Understanding Copyright: Foundation of Music Publishing
- › 2.2 Exploring Licensing: Types and Applications in Music
- › 2.3 Analyzing Key Contracts: Songwriter Agreements
- › 2.4 Examining Royalty Streams: Sources and Calculations
- › 2.5 Navigating Collective Management Organizations
- › 2.6 Applying Legal Concepts: Case Studies in Music Publishing

• 3 Royalty Management and Revenue Streams — 6 classes

- › 3.1 Understanding Music Royalties
- › 3.2 Analyzing Revenue Streams in Music Publishing
- › 3.3 Differentiating Between Types of Royalties
- › 3.4 Navigating Royalty Collection Agencies
- › 3.5 Tracking and Monitoring Royalty Payments
- › 3.6 Applying Case Studies: Real-World Royalty Management

• 4 Developing a Competitive Music Publishing Portfolio — 6 classes

- › 4.1 Understanding the Foundations of Music Publishing
- › 4.2 Identifying Key Elements of a Competitive Portfolio
- › 4.3 Analyzing Successful Music Publishing Portfolios
- › 4.4 Crafting an Effective Music Catalog Strategy
- › 4.5 Integrating Royalty Management in Portfolio Planning
- › 4.6 Evaluating and Adapting Your Portfolio for Market Changes

• 5 Case Studies in Successful Music Publishing — 6 classes

- › 5.1 Exploring the Foundations of Successful Music Publishing Cases
- › 5.2 Analyzing the Role of Contracts in Music Publishing Success
- › 5.3 Investigating Revenue Streams from Case Studies
- › 5.4 Evaluating Strategies for Maximizing Royalties
- › 5.5 Identifying Key Trends in Current Music Publishing Practices
- › 5.6 Applying Case Study Insights to Real-World Scenarios