



Music: The Business - The Essential Guide to the Law and the Deals

By Ann Harrison

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Are you a recording artist, songwriter, music business manager, music industry executive, publisher, music/TV/radio journalist, media student or lawyer? Are you fascinated by the world of the music industry that fills our daily papers? If the answer is yes, this book aims to tell you everything you need to know. Answering all the questions, demystifying all the jargon, revealing the facts behind the headlines and the real figures underlying those multimillion pound deals, this book offers a guide to the UK's most happening industry. The book covers music law in the UK and there are studies of cases involving some of the greatest British stars, including Elton John, Robbie Williams and George Michael. This textbook looks at all the leading cases, with background details and the author's views on their impact within the music business - how they changed the deals, the contracts and, in some cases, the whole way the business operates. "Music: The Business" describes the precedents that have helped shape the body of UK music law as it stands at the beginning of the 21st century, but, even more importantly in an age of exponentially rapid technological change, it shows the options for the future.

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Editorial Review

Review

'An invaluable guide to the legal minefield' Gutar Magazine; 'Harrison has cut a magnificent swathe through the legal jungle. Essential' Record Collector; 'The most comprehensive and accessible guide to the workings of the British music industry' Mirror; 'An indispensable companion for any up-and-coming musician' Future Music

From the Back Cover

'Harrison has cut a magnificent swathe through the legal jungle. Essential.' Record Collector Fully revised and updated including the latest information on the impact of digital technology, Music: The Business remains the essential reference guide to the business of music.

Whether you're a recording artist, songwriter, music business manager, industry executive, publisher, journalist, media student, accountant, lawyer or are simply fascinated by the music industry, Music: The Business will tell you what you need to know about how the UK music industry works.

Authoritative and indispensable, Ann Harrison's essential work answers all the questions, decodes the jargon, gives the facts behind the headlines and reveals the real figures underlying the multi-million pound deals. Citing case studies of the biggest recording artists and songwriters, Ann uses her extensive expertise as a music lawyer to describe the precedents that have shaped the law today, to outline what you can expect to find in music business contracts and, in an age of rapid technological change, to show the options for the future.

From recording and publishing deals, making a record, manufacture, distribution and marketing, to ways to harness the new media, branding, merchandising, moral rights and working in the music industry, this fascinating, practical and comprehensive guide could be one of the most important books you ever buy.

Ann Harrison runs her own successful legal consultancy and was formerly head of the music group at a leading media and entertainment law firm.

About the Author

Ann Harrison has been a practising media lawyer since 1983. She became a partner of leading entertainment firm Harbottle & Lewis in 1992 and now heads up the Music Department there. She specialises in copyright and contract law with increasing emphasis on new media and means of delivering music to the public via the Internet. Her clients include Robbie Williams, PJ Harvey, The Corrs and Bernard Butler as well as composers like Barrington Pheloung, who wrote the Theme to Inspector Morse. She also advises organisations like Ministry of Sound as well as computer games publishers, Eidos and SCI.

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