# **Notes**

#### 1 Music and Industry

- 1. As reported by the director, John Landis, 29 April 2008, available at today.msnbc.msn.com.
- 'Nobody knows' is an essential concept in this study. As work by Caves is a book-length study in which the concept is prominent I will attribute its use to him.

#### 2 Industry and Music

- Compare and contrast the work of authors such as Florida with the baleful statements of IFPI.
- 2. This is contested by Peter Bailey who cites his own PhD work as the source for this insight.
- 3. Bailey (1978); Kift (1996).
- 4. See Fabbri (1981) at www.tagg.org/others/ffabbri81a.htm.
- 5. Schumpeter (1949).

#### 3 Musicians in Four Dimensions

1. In Making Popular Music (2000). Toynbee's argument is a rich one and deserves more substantial engagement than can be offered here.

### 4 Artist Managers

- 1. Perrone, Pierre 20 May 1999 at http://www.independent.co.uk/arts-entertain ment/obituary-rob-gretton-1094674.html.
- 2. Perrone, Pierre 20 May 1999 at http://www.independent.co.uk/arts-entertain ment/obituary-rob-gretton-1094674.html.

## 5 Music Companies and Music Industry

- 1. See references to Straw and others.
- 2. Music Week Directory, UBM Information Ltd London.

### 8 Digitisation and Music Industry

- 1. At Business Insider, www.businessinsider.com.
- 2. At www.spack.org/words/napster.html.

- 3. At money.cnn.com who were quoting a report by Forester Research money.cnn.com/2010/02/02/news/companies/Napster\_music\_industry/ (accessed 3 October 2011).
- 4. See, for example, Cochrane, G. (2011) 'Music Festivals Struggling Due To "Overcrowded" Market. IBBC News (online) at www.bbc.co.uk/newsbeat/14446562 (accessed 3 October 2011).
- 5. See, for example, 'It's a rough road for Live Nation' at www.upi.com/Business\_News/2010/06/21/Its-a-rough-road-for-Live-Nation/UPI-400612771 38441/.
- http://musically.com/blog/2008/11/19/video-qa-with-the-orchard-founder-scott-cohen/.
- 7. http://digitalderry.org/big-thinking/scott-cohen-from-the-orchard-talks-about-making-music-pay/ (accessed 3 October 2011).
- 8. http://www.ifpi.org/content/section\_resources/dmr2011.html.
- 9. http://www.youtube.com/watch?v=r-mGQZPk2-U.
- 10. The Web is Dead, Long Live the Internet, Anderson, C & Wolff, M. http://www.wired.com/magazine/2010/08/ff\_webrip/all/1.
- 11. http://www.youtube.com/watch?v=r-mGQZPk2-U.

# Bibliography

- Adorno, T. & Horkheimer, M. (1977/1944) 'The Culture Industry: Enlightenment as Mass Deception', in Curran, J., Gurevitch, M., and Wollacott, J. (eds), *Mass Communication and Society* (London: Edward Arnold), pp. 349–83.
- Adorno, T. (1990) 'On Popular Music', in Frith, S. and Goodwin, A. (eds), On Record: Rock, Pop and the Written Word (London: Routledge), pp. 301–14.
- Anderson, C. & Wolff, M. (2010) 'The Web is Dead, Long Live the Internet' 17 August 2010 http://www.wired.com/magazine/2010/08/ff\_webrip/all/1 (accessed 3 October 2010).
- Attali J. (1985) *Noise: The Political Economy of Music* (Manchester: Manchester University Press).
- Bagehot, R. & Kanaar, N. (1998) Music Business Agreements (London: Sweet & Maxwell).
- Bailey, P. (1978) Leisure and Class in Victorian England: Rational Recreation and the Contest for Control (London: Methuen).
- ——(1994) 'Conspiracies of Meaning: Music Hall and the Knowingness of Popular Culture', *Past and Present* 144: 138–70.
- Banks, M. (2007) The Politics of Cultural Work (Basingstoke: Palgrave Macmillan).
- Barfe, L. (2004) Where Have All the Good Times Gone? The Rise and Fall of the Record Industry (London: Atlantic Books).
- Barlow, J. (2000) 'Napster.com and the Death of the Music Industry', 12 May 2000, at www.spack.org/words/napster.html (accessed 3 October, 2011).
- Barna, E. (2011) Online and Offline Rock Music Networks: A Case Study on Liverpool, 2007–2009, unpublished PhD thesis, University of Liverpool, UK.
- Barnard, S. (1989) *On the Radio: Music Radio in Britain* (Milton Keynes: Open University Press).
- Bayton, M. (1998) Frock Rock (Oxford: Oxford University Press).
- Becker, H. (1963) *Outsiders: Studies in the Sociology of Deviance* (New York: The Free Press).
- Becker, H. S. (1982) Art Worlds (Berkeley, CA: University of California Press).
- Bennett, A., Shank, B. & Toynbee, J. (eds) (2006) *The Popular Music Studies Reader* (London: Routledge).
- Bilton, C. (2006) Management and Creativity: From Creative Industries to Creative Management (Oxford: Wiley-Blackwell).
- Blanning, T. (2008) *The Triumph of Music: Composers, Musicians and their Audiences,* 1700 to the Present (London: Penguin).
- Bourdieu, P. (1984) Distinction (Cambridge, MA: Harvard University Press).
- ——(1993) The Field of Cultural Production (Cambridge, Polity Press).
- Burkart, P. (2005) 'Loose Integration in the Popular Music Industry', *Popular Music & Society* 28(4): 489–500.
- Burnett, R. (1996) *The Global Jukebox: The International Music Industry* (London: Routledge).

- Business Insider, www.business.com/these-charts-explain-the-real-death-of-the-music-industry-2011-12 11 February 2011 (accessed 3 October 2011).
- Caves, R.E. (2000) Creative Industries (Cambridge, MA: Harvard University Press).
- Cavanagh, D. (2000) The Creation Records Story: My Magpie Eyes are Hungry for the Prize (London: Virgin Books).
- Chambers, I. (1985) *Urban Rhythms: Pop Music and Popular Culture* (New York: St. Martin's Press).
- Chanan, M. (1995) Repeated Takes: A Short History of the Recording Industry and its Effects on Music (London: Verso Books).
- Chapple, S. & Garofalo, R. (1978) *Rock 'N' Roll Is Here To Pay: The History and Politics of the Music Industry* (Chicago, IL: Nelson-Hall Company).
- Cloonan, M. (2007) *Popular Music and the State in the UK* (Aldershot: Ashgate Publishing).
- Cochrane, G. (2011) 'Music Festivals Struggling Due To "Overcrowded" Market'. IBBC News (online) at www.bbc.co.uk/newsbeat/14446562 (accessed 3 October 2011).
- Cohen, S. (1991) *Rock Culture in Liverpool: Popular Music in the Making* (Oxford: Oxford University Press).
- ——(1993) 'Ethnography and Popular Music Studies', *Popular Music* 12(2): 123–38.
- ——(2008) 'Video Q&A with The Orchard founder Scott Cohen'. Music Ally at http://musically.com/2008/11/19/video-qa-with-the-orchard-founder-scott-cohen (accessed 3 October 2011).
- Currid, E. (2007) *The Warhol Economy: How Fashion, Art & Music Drive New York City* (Princeton and Oxford: The Princeton University Press).
- Davis, H. & Scase, R. (2000) Managing Creativity: The Dynamics of Work and Organization (Buckingham: Open University Press).
- Denisoff, R.S. (1986) *Tarnished Gold: The Record Industry Revisited* (New Brunswick, NJ: Transaction Books).
- DiMaggio, P. & Hirsch, P. (July/August 1976) 'Production Organizations in the Arts', *American Behavioral Scientist*, 19(6): 735–52.
- Du Gay, P. & Negus, K. (1994) 'The Changing Sites of Sound: Music Retailing and the Composition of Consumers', *Media, Culture and Society* 16: 395–413.
- Du Gay, P. & Pryke, M. (eds) (2002) Cultural Economy: an Introduction (London: Sage).
- Dyer, R. (1998) Stars (London: BFI).
- Fabbri, F. (1981) A Theory of Musical Genres: Two Applications. At www.tagg.org. Finnegan, R. (1989) *The Hidden Musicians: Making Music in an English Town* (Cambridge: Cambridge University Press).
- Fiske, J. (1992) 'The Cultural Economy of Fandom', in Lewis, L.A. (ed.), *The Adoring Audience* (London: Routledge), pp. 30–49.
- Florida, R. (2010) The Great Reset (London: HarperCollins Business).
- Forman, M. (2002) *The 'hood Comes First: Race, Space and Place in Rap and Hip Hop* (Middletown, CO: Wesleyan University Press).
- Frith, S. (1983) *Sound Effects: Youth, Leisure, and the Politics of Rock 'n' Roll* (London: Constable).
- ——(ed.) (1987) The Industrialization of Popular Music (London: Sage Publications Ltd).

- ——(1996) Performing Rites: on the Value of Popular Music (Oxford: Oxford University Press).
- —(2000) 'Music Industry Research: Where Now? Where Next? Notes From Britain'. Popular Music 19(3): 387-93.
- ——(ed.) (2001) The Cambridge Companion to Pop and Rock (Cambridge: Cambridge University Press).
- Frith, S. & Marshall, L. (eds) (2004) Music and Copyright (Edinburgh: Edinburgh University Press).
- Frith. S.. et al. (eds) (1993) Rock and Popular Music: Politics, Policies, Institutions (Culture: Policy and Politics) (London: Routledge).
- Frukt Music Intelligence (2010) Brands & Music Manifesto (no details). www. fruktmusic.com.
- Gabriel, Y. (2008) Organizing Words: A Critical Thesaurus for Social and Organization Studies (Oxford: Oxford University Press).
- Garfield, S. (1986) Expensive Habits: The Dark Side of the Music Industry (London: Faber and Faber).
- Garnham, N. (1990) Capitalism and Communication (London: Sage Publications Ltd).
- Garratt, S. (1998) Adventures in Wonderland A Decade of Club Culture (London: Headline Book Publishing).
- George, N. (2005) Hip Hop America (London: Penguin).
- Gillett, C. (1970/1983) The Sound of the City: The Rise of Rock and Roll (New York: Pantheon Books).
- Greenfield, S. & Osborn, G. (2007) 'Understanding Commercial Music Contracts', Journal of Contract Law 23: 248-68.
- Gretton, R. (2008) 1 Top Class Manager (Manchester: Anti-Archivists).
- Gronow, P. (1998) An International History of the Recording Industry (London: Cassell Academic).
- Hardt, M. & Negri, A. (2001) Empire (Boston, MA & London: Harvard University Press).
- Harron, M. (1988) 'McRock: Pop as Commodity', in Frith, S. (ed.), Facing the Music: Essays on Pop, Rock and Culture (London: Mandarin), pp. 173–220.
- Hennion, A. (1992) 'The Production of Success: An Antimusicology of the Pop Song', in Frith, S. and Goodwin, A. (eds), On Record: Rock Pop and the Written Word (New York: Pantheon), pp. 185–206.
- Hesmondhalgh, D. (1996) 'Post-Fordism, Flexibility and the Music Industries', Media, Culture and Society 18(3): 468-88.
- -(2002) The Cultural Industries (London: Sage Publications Ltd).
- —(2007) The Cultural Industries, 2nd ed. (London: Sage Publications Ltd).
- Hesmondhalgh, D. & Baker, S. (2011) Creative Labour: Media Work in Three Cultural Industries (London: Routledge).
- Hesmondhalgh, D. & Negus, K. (eds) (2002) Popular Music Studies (London: Hodder Arnold).
- Hirsch, P. (1992) 'Processing Fads and Fashions: An Organisation Set Analysis of Cultural Industry Systems', in Frith, S. and Goodwin, A. (eds), On Record: Rock Pop and the Written Word (New York: Pantheon), pp. 127–39.
- Hirsch, P.M. (1969) The Structure of the Popular Music Industry: The Filtering Process by Which Records Are Preselected for Public Consumption (Ann Arbor, MI: University of Michigan Press).

- Horner, B & Swiss, T. (eds) (1999) *Key Terms in Popular Music and Culture* (London: Wiley-Blackwell).
- IFPI Digital Music Report (2011) www.ifpi.org/content/section resources/dmr2011.html (accessed 3 October 2011).
- Island Records: Music College interviews, DVD, unnumbered, Island Records, Island 50, 1959–2009: Marketing.
- Jones, E. (1998) *This is Pop: The Life and Times of a Failed Rock Star* (Edinburgh: Canongate Books).
- Jones, G. (1985) 'The Gramophone Company: An Anglo-American Multinational, 1898–1931', *The Business History Review* 59 (1), Spring: 76–100.
- Jones, M. (1997) *Organising Pop: Why So Few Pop Acts Make Pop Music*, Ph.D Thesis, University of Liverpool.
- ——(1999) Changing Slides Labour's Music Industry Policy Under the Microscope', Critical Quarterly 41(1): 22–31.
- Jones, S. (1992) *Rock Formation: Music, Technology, and Mass Communication* (London: Sage Publications Ltd).
- Justin Bieber & Lady Gaga's managers speak on the internet http://www.youtube.com/watch?v=r-mGQZPk2-U (accessed 3 October 2011).
- Keat, R. & Abercrombie, N. (eds) (1991) Enterprise Culture (London: Routledge).
- Kift, D. (1996) *The Victorian Music Hall: Culture, Class and Conflict* (Cambridge/New York: Cambridge University Press).
- Kirschner, T. (1998) 'Studying Rock: Towards a Materialist Ethnography', in Swiss, T., Sloop, J. and Herman, A. (eds), *Mapping The Beat: Popular Music and Contemporary Theory* (Oxford: Wiley-Blackwell), pp. 247–68.
- Klein, N. (2001) No Logo: No Space No Choice No Jobs (London: Flamingo).
- Kusek, D. & Leonard, G. (2005) *The Future of Music: Manifesto for the Digital Music Revolution* (Boston, MA: Omnibus Press).
- Laing, D. (1985) *One Chord Wonders: Power and Meaning in Punk Rock* (Milton Keynes: Open University Press).
- Lash, S. & Urry, J. (1994) Economies of Signs and Space (London: Sage Publications Ltd).
- Lash, S. & Lury, C. (2007) Global Culture Industry (Cambridge: Polity Press).
- Lee, S. (1995) 'Re-Examining the Concept of the "Independent" Record Company: The Case of Wax Trax! Records', *Popular Music* 14(1): 13–31.
- Leonard, M. (2007) *Gender and the Music Industry* (Aldershot: Ashgate Publishing).
- Leyshon, A. (2001) 'Time-Space (and Digital) Compression: Software Formats, Musical Networks and the Reorganisation of the Music Industry', *Environment and Planning* 33(1): 49–78.
- Leyshon, A., Webb, P., French, S., Thrift, N., & Crewe, L. (2005) 'On the Reproduction of the Musical Economy After the Internet', *Media, Culture & Society* 27(2): 177–209.
- Loudon, E. (2010) Performing the Popular: The Context, Composition and Creation of Liverpool Music Hall. Unpublished PhD thesis, University of Liverpool, UK.
- Mankowitz, W. (1960) Expresso Bongo (London: Ace Books).
- Middles, M. (1996) From Joy Division to New Order: The Factory Story (London: Virgin Books).
- Middleton, R. (1990) *Studying Popular Music* (Milton Keynes: Open University Press).

- Miège, B. (1979) 'The Cultural Commodity', Media, Culture & Society 1(3): 297-311.
- ——(1987) 'The Logics at Work in the New Cultural Industries', *Media, Culture & Society* 9(2): 273–89.
- ——(1989) *The Capitalisation of Cultural Production* (New York: International General).
- Music Managers Forum (2003) The Music Management Bible (London: SMT).
- Music Week Directory 2010 (London: UBM).
- Negus, K. (1992) *Producing Pop: Culture and Conflict in the Popular Music Industry* (London: Hodder Arnold).
- ——(1993) 'Plugging and Programming: Pop Radio and Record Promotion in Britain and the United States', *Popular Music* 12: 57–68.
- ——(1995) 'Where the Mystical Meets the Market: Creativity and Commerce in the Production of Popular Music', *The Sociological Review* 43(2): 317–39.
- ——(1996) Popular Music in Theory (London: Polity Press).
- ——(1999) Music Genres and Corporate Cultures (London: Routledge).
- ——(2001) 'The Corporate Strategies of the Major Record Labels and the International Imperative', in Gebesmair, A. and Smudits, A. (eds), Global Repertoires: Popular Music Within and Beyond the Transnational Music Industry (Aldershot: Ashgate Publishing), pp. 21–32.
- Negus, K. & Hesmondhalgh, D. (2002) *Popular Music Studies* (London: Hodder Arnold).
- Negus, K & Roman-Velazquez, P. (2000) 'Globalisation and Cultural Identities', in Curran, J. and Gurevich, M. (eds), *Mass Media and Society*, 3rd ed., Arnold, 2000, pp. 329–45.
- News.bbc.co.uk/cbbcnews/hi/chat/your\_comments/.../2248416.stm 10Sep 2002 (accessed 3 October 2011).
- Peterson, R. & Berger, D. (1971) 'Entrepreneurship in Organisations: Evidence from the Popular Music Industry', *Administrative Science Quarterly* 1(16): 97–107.
- ——(1975) 'Cycles in Symbol Production: The Case of Popular Music', *American Sociological Review* 40(April 1975): 158–73.
- Price, S. & Thonemann, P. (2011) *The Birth of Classical Europe: A History from Troy to Augustine* (London: Penguin).
- Robson, J. (2006) Finding the Female Fan: A Feminist Ethnography of Popular Music in Sheffield. Unpublished PhD thesis, Sheffield Hallam University, UK.
- Rogan, J. (1989) Starmakers and Svengalis (London: Futura Publications).
- Rose, T. (1994) Black Noise: Rap Music and Black Culture (Middletown, CO: Wesleyan University Press).
- Ross, A. (2004) *No Collar: The Humane Workplace and its Hidden Costs* (Philadelphia, PA: Temple University Press).
- Savage, J. (1991) England's Dreaming: Sex Pistols and Punk Rock (London: Faber and Faber).
- Schumpeter, J. (1949) *Economic Theory and Entrepreneurial History Change and the Entrepreneur* (Cambridge: Harvard University Press).
- Sennett, R. (1998) The Corrosion of Character (New York: W.W. Norton & Co.).
- ——(2006) *The Culture of the New Capitalism* (New Haven & London: Yale University Press).
- Shepherd, J. (1991) Music as Social Text (Cambridge, MA: Polity Press).

- Shuker, R. (2002) Popular Music: the Key Concepts (London: Routledge).
- ——(2007) Key Concepts In Popular Music Culture (London: Routledge).
- Smith, C. (1998) Creative Britain (London: Faber & Faber).
- Stokes, G. (1977) Star-Making Machinery: Inside the Business of Rock and Roll (New York: Random House).
- Strachan, R. (2007) 'Micro-independent Record Labels in the UK: Discourse, DIY Cultural Production and the Music Industry', *European Journal of Cultural Studies* 10(2): 245–65.
- Stratton, J. (1982) 'Between Two Worlds: Art and Commercialism in the Record Industry', *The Sociological Review* 30: 267–85.
- ——(1983) 'Capitalism and Romantic Ideology in the Record Business', *Popular Music* 3: 143–56.
- Straw, W. (1997) 'Communities and Scenes in Popular Music', in Gelder, K. & Thornton, S. (eds), *The Subcultures Reader* (London: Routledge), pp. 469–78.
- Tagg, P. (2002) www.tagg.org Notes on Semiotics of Music.
- Tessler, H. (2008) 'The New MTV? Electronic Arts and "Playing" Music', in Collins, K. (ed.), *From Pac-Man to Pop Music* (Aldershot: Ashgate Publishing), pp 13–26.
- Thornton, S. (1995) *Club Cultures: Music, Media and Subcultural Capital* (Cambridge: Polity Press).
- Toynbee, J. (2000) Making Popular Music: Musicians, Creativity and Institutions (London: Arnold).
- UPI 'It's a rough road for Live Nation' at www.upi.com/Business\_News/ 2010/06/21/Its-a-rough-road-for-Live-Nation/UPI-40061277138441/ (accessed 3 October 2011).
- Wikström, P. (2009) *The Music Industry: Music in the Cloud* (Cambridge: Polity Press).
- Williams, R. (1963) Culture and Society 1780–1950 (Harmondsworth: Penguin).
- ——(1983) *Keywords: a Vocabulary of Culture and Society* (London: Flamingo). Zwaan, K. (2009) 'Sop You Want to Be a Rock and Roll Star? The Determinants of Career Success of Pop Musicians in the Netherlands', *Poetics* 37(3): 250–66.

# Index

Note: Page numbers with 'n' in the index refer to notes in the text.

```
Access Industries, 181
                                           A&R (artists and repertoire) personnel,
                                               52, 129, 161, 163, 168, 169-70,
acts
                                               171, 172
  definition, 61-2
  ethnographies, 154-5, 156, 171
                                           arrangements, 83, 131
  'heritage', 61
                                           artist(s)
  'hit', 115, 120, 142, 162, 172, 174
                                             branding, 198-9
  signed/unsigned, 87, 102, 110-11,
                                             contracts, see contracts, music
       118, 121, 136-7, 145, 146, 154,
                                                 industry
      155, 156, 162-3, 165, 166, 174,
                                             lifestyle, 196-200
      182, 186, 187, 189, 193, 197
                                             management, see artist managers
adaptation, 194, 200
                                             recording, 82, 84, 88, 139
Adorno, Theodor, 23, 26, 53, 134, 175
                                             royalty, 85, 88, 136
                                           artist managers, 29, 77-81
advertising agencies, 10, 108, 117,
    118, 142, 144, 182, 184, 188, 197,
                                             appointment, 155
    199
                                             challenges, 87-91
album(s)
                                             emergence, 84–7
  artists, 18, 87, 88
                                             etymology of term, 89
  CD, 180, 183, 191, 193, 203
                                             fixity with music companies,
  definition, 131-2, 134
                                                  111 - 13
  live, 88, 132, 201
                                             and industry, 81-4
  as object of consumption, 15, 35, 87
                                             and musicians relationship, 91-6
  release, 15, 16, 24, 133, 134, 136,
                                           aspirant acts, 35, 52, 53, 80, 91, 93,
      156, 160-1, 167, 168, 180, 184,
                                               134, 155, 203
       185, 187, 189, 193, 200, 201
                                           Atiyah, P. S., 126, 127
  remix, 190, 200, 201
                                           Attali, J., 37
  track listings, 200
                                           audiences
  vinyl, 179, 180, 203
                                             creating, 43-5, 49, 50, 51, 55, 56,
                                                  70, 73–4, 94, 104, 114, 116,
All Eyez on Me, 198
'alternative lifestyle', 68, 197
                                                  175, 177, 184
amateurism, 46, 54, 58, 62, 82
                                             loyal, 172
Amazon, 9
                                             paying, 10, 99, 114, 153, 171, 184
ancillary industries, 3
                                           audio-visuals, 17, 72, 117, 155, 162,
Anderson, Chris, 202, 206n
anti-corporatism, 182-3
                                           authorship, 14-15, 40, 62
'anti-industrial' credibility, 61
                                           Avid Pro tools, 186
Apple, 185, 186, 192
'apps'/applications, digital, 9, 36, 131,
                                           baby boomers, 149
    143, 154, 187-8, 194, 202, 203
                                           backstage visits, 200
arbitration, 40, 41, 63, 140
                                           Bad Boy, 201
                                           Bagehot, R., 89, 95
Arista Records, 18
```

Bailey, Peter, 44–5, 47, 49–50, 56, 64,	branding
75, 205n	key components, 201–2
Bain and Company, 181	rise of, 198
Baker, Chet, 70	'Brand Rights', 145
balance sheets, 18, 157	Braun, Scott, 201
ballads, 42, 43	breaches, 95, 137–8, 185, 192
Balls, 86	'Breach and Suspension', 137–8
band(s), 13, 75	The Brian Jonestown Massacre, 156
conflicting conceptions, 8, 27	British Music Hall chain, 48
ethnographic study, 154–5	British Phonographic Industry (BPI),
'indie', 167	20, 21
members, 70, 72, 75, 155, 161	Britpop, 19
bandleaders, 83	broadband, 181
Banks, Mark, 23, 154	broadcasting, 2, 17, 83, 86, 124, 203
Barlow, John Perry, 181	'broadside' ballads, 42, 43
Barna, E., 71, 154–5	Business Insider, 205n
Bayton, M., 71, 154	business press, 16, 17–18, 21, 157
BBC, 8, 27, 118	
beat booms, 68, 69, 85, 87	cabals, 156
The Beatles, 18, 84–5, 86–7, 88, 92, 95,	cabarets, 86
172	capitalism, 19, 40, 47, 77, 178, 195,
Becker, H., 71, 153	199
Becker, H. S., 154	Carter, Shawn (Jay-Z), 142, 198, 201,
Berliner, 107	203
Bertellsman, 18	Carter, Troy, 202
'best' music, 39, 41, 72, 92	cassettes, 179–80, 192, 194
Beyoncé Knowles, 201, 203	'catalogue' tracks, 18, 180, 189
Bieber, Justin, 200, 201–2	Caves, R. E., 29, 101, 205n
Bilton, C., 154	CBBC, 8, 16
black popular music, 201	CBS, 18, 155
Blair, Tony, 17	CD, see Compact Disc (CD)
blog posts, 187, 188, 200	CD boom, 180, 193
BMG, 181, 182, 184	CD-ROM, 186, 192
Bohemianism, 70, 197	cinema, 81–2, 85, 91, 124, 143, 156,
Bollier, David, 189	189, 201
'Bongo Herbert', 82	Citigroup, 181
Bon Iver, 149	classical contract theory, 125–6, 128
bootlegging, 179	classical music, 13, 38–42, 173
'boundary disputes', 80, 95, 127, 130	clauses, contract, 126, 131, 136–7,
Bowie, David, 88, 183, 184	139–40, 142, 144, 156, 162
Bowienet, 183–4, 194	Clear Channel Communications, 142
Boyle, Susan, 185	Cloonan, M., 20
BPI, see British Phonographic Industry	club culture, 10, 13, 18, 83, 85, 86, 199
(BPI)	Cobain, Kurt, 72
brand	Cochrane, G., 206n
-identification, 199	Cohen, Sara, 71, 154, 155
loyalty, 51, 125, 182, 199	Cohen, Scott, 189, 190, 191, 196, 199
managers, 53	Coliseum Theatre, 48

collaborations, 4, 34, 96, 100, 101,	Cowell, Simon, 53
107, 201	'creative autonomy', 25-6, 27, 28, 83,
Columbia Records, 84	112, 134, 140, 152, 161, 165, 169
Combs, Sean (P. Diddy/Diddy), 198	Creative Britain, 20
comic songs, 43–4, 45	'creative industries' policies, 17, 19,
Commander Cody and his Lost Planet	20, 153
Airmen, 155–6, 159	Creative Labour, 22
commercial tour sponsorship, 197	creativity, 19, 28
Compact Cassette, 179	crooners, 83
Compact Disc (CD), 18, 180, 181, 183,	'cross-collateralisation', 133
191, 192–3, 194, 203	Cubase 3.2, 186
company reports, 17, 157	Cubase VST, 186, 194
composers/compositions, 22, 39–40,	The Cultural Industries, 22
41, 54, 74, 86	cultural industries approach, 6, 22-31,
concert	33
halls, 39-40	cultural production, 22, 23, 24, 25, 26,
promotion, 15, 142	27, 28, 47, 51, 52, 62, 74, 87–8,
tickets, 54, 143	100, 103, 112, 113, 114, 123,
connectivity, digital, 185, 196	124-5, 139, 167, 176, 194, 197,
consolidation, 37, 39, 40, 43, 58, 61,	203, 204
84–5, 93, 105–6, 147, 155, 192,	'culture of practice', 106, 107, 115
194, 198, 203	Currid, E., 154
'conspiracy of meaning', 44, 49	Curtis, Ian, 92
Constantin Film, 194	customer loyalty, 180, 182
contracts, music industry, 123–5	
contracts, music maustry, 125 5	
challenges with agreements,	dance music, 34, 181, 187, 200
	dance music, 34, 181, 187, 200 The Dandy Warhols, 156
challenges with agreements,	The Dandy Warhols, 156 Davis, H., 154
challenges with agreements, 138–41, 142–5	The Dandy Warhols, 156
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88	The Dandy Warhols, 156 Davis, H., 154
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70,	The Dandy Warhols, 156 Davis, H., 154 DAWs, <i>see</i> Digital Audio Work-Stations
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s)
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9,	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41 origin, 40	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and Sport, 19, 20
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41 origin, 40 publishers, 189	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and Sport, 19, 20 Department of Heritage, 19
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41 origin, 40 publishers, 189 record companies, 143, 179, 193	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and Sport, 19, 20 Department of Heritage, 19 Der Untergang, 194
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41 origin, 40 publishers, 189 record companies, 143, 179, 193 counter-culture movement, 182,	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and Sport, 19, 20 Department of Heritage, 19 Der Untergang, 194 Dig!, 156
challenges with agreements, 138–41, 142–5 contradictions, 125–8 11, agreements, 138–41, 142–5 film, 84, 85, 88 legal agreements, 5, 47, 66, 70, 110–11, 113, 130, 156 97, agreements, 134–8 organisation and layout, 130–4 recording developments, 128–30 360° model, 141–2 see also working alliances contractual theory, 126–7, 128 co-ordination, working alliances, 9, 104, 166–70 coping skills, 73, 113–14 copyright legal framework, 41 origin, 40 publishers, 189 record companies, 143, 179, 193	The Dandy Warhols, 156 Davis, H., 154 DAWs, see Digital Audio Work-Stations (DAWs) Deadmau5, 63 deal(s) '50/50', 128 need for, 10 'New Deal for Musicians', 20, 21 360° model, 133, 141–2 dealer price, 131, 132 'The Death of the Music Industry', 181 Death Row Records, 201 deductions, 136 Def Jam Recordings, 200 'delivery materials', 132, 134 Department of Culture, Media and Sport, 19, 20 Department of Heritage, 19 Der Untergang, 194

digital 'connectivity', 185, 196	EMD (Electronic Music Distribution),
digital download release, 184	132, 143
digital instruments, 35, 180–1	EMI, 107, 141, 142, 181, 182,
digital recording softwares, 186	187
'digital revolution', 178	emotional investment, 68, 80, 158,
digital sales, 193	165, 166, 167, 170, 171, 175–6
digitisation, 12, 177–8	Empire Theatre, 48
'continuities' and 'discontinuities',	endorsement, 144, 197, 201
cultural practices, 183-6	'The Entertainment Industry', 82, 84,
impact on celebrity lifestyle,	86, 87, 88, 124
196–200	Epstein, Brian, 86, 92
impact on major record companies,	ethnicity/gender gaps, 69, 71–2
181–3	ethnographic studies, 154–5, 156,
impact on music companies, 188-91	171
impact on musicians, 186–8	Evans, George, 83, 84
impact on music users, 191–4	Expresso Bongo, 81–2
impact on recording industry, 139,	
142–3	Fabbri, F., 205n
impacts of technological	Facebook, 9, 190, 199, 202
developments, 178–81	Factory Records, 92
political/economical changes, 194-6	fads, 85
popular culture, emergence and	fans, 14, 50-1, 141, 146, 167, 172,
modification, 200–2	183-4, 187-8, 190, 191, 193, 199
Dion, Celine, 198	'50/50' deal, 128
Diplock, Lord, 135, 139	file-sharing
disclaimers, 131, 135	illegal/piracy, 192–3
distribution, 12, 24, 28, 35, 85, 106,	impact on record sales, 181–2,
126, 132, 144, 154, 179, 183, 186	192–3
DIY, see 'Do it Yourself' (DIY)	on-set, 143, 179–80
DJs, 13	paid, 185
'Do it Yourself' (DIY), 182, 187, 203	film contracts, 84, 85, 88
Dorsey, Tommy, 83	film-makers, 10
downloads, 35, 131, 184, 185	Financial Times, 17
drummers, 3–4, 81, 84	Finnegan, R., 71, 154
dubstep, 114	'fixity', management strategies, 103–5,
Du Gay, P., 154	108–13
duplication, CD, 179	Florida, R., 205n
Dylan, Bob, 149	'fluidity', management strategies,
, , , , , , ,	103–5, 108–17
Earthling, 184	foreign trade, 19
ecommerce, 19	Forman, M., 200
economic theory, 195	Frankfurt School, 6, 23, 26
Electronic Arts, 189	'free and easies', 46, 54
Electronic Frontier Foundation, 181	Friedman, Milton, 195
electronic recording, 203	Frith, S., 20, 38
11, contract	FruityLoops, 186
agreed terms, 134, 135, 138–41,	Frukt Music Intelligence, 199
142–5	'Further Grant of Rights by the Artist',
organisation and layout, 130–4	140, 143
	- 10, 110

game designers, 10, 189 gaming, 143, 163, 184, 189, 194 GarageBand, 186 Garnham, Nicholas, 23, 24, 26 Geffen Records, 72 gender/ethnicity gaps, 69, 71-2 geography, 69, 168 George, N., 200 Gerry and the Pacemakers, 50 Ghosts I – IV, 190 gigs, 10, 68, 69, 92–3, 155, 187–8 Gillett, C., 85 GLC, see Greater London Council (GLC) 'Globalisation', 17, 18, 19, 105, 109, 142, 181, 188, 195, 198 government policies, 18-20, 195-6 see also 'New Deal for Musicians' gramophone records, 107 'Grant of Rights', 134, 136, 139 'Grant of Rights by the Artist', 140 Grant, Peter, 158 Greater London Council (GLC), 19, 20 Greenfield, S., 125-8, 130, 134-5, 140, Gretton, Rob, 92-3, 92-5 grime music, 187 grunge music, 35, 141

Hardt, M., 196 Harrison, George, 86–7 Harvey, Laurence, 81–2 heavy metal, 1, 2, 3, 141, 193 'Herbert Rudge', 81, 82, 91-2 'heritage acts', 61 Hesmondhalgh, David, 22-9, 47, 54, 101-2, 112-13, 152 'high-end' recording studios, 180 high fidelity recording, 180, 187 hip-hop, 13, 19, 34-5, 68, 114, 115, 117, 132, 181, 198, 200, 201 hippies, 182 Hirsch, P. M., 85, 191 'hit acts', 115, 120, 142, 157, 162, 168, 172, 174 Hitler, Downfall parody meme, 194 hit singles, 81, 167, 168, 171, 172

The Guardian, 92

Guest, Val, 81

Holiday, Billie, 70
Hollywood film studios, 84
Hollywood Musicals, 82
home-PCs, 192, 202
'home recording', 134, 180, 186
'Home Taping is Killing Music', 180
Hootie and the Blowfish, 198
Horkheimer, M., 23
hybridity, management strategies,
103–5, 117–19

103-5, 117-19 idiomatic currency, 50-1, 52, 55, 56, 63, 64, 75, 94, 97, 101-2, 110, 115, 118–19, 120, 134, 148–9, 150, 153, 172, 176 IFPI, see International Federation of the Phonographic Industries (IFPI) illegal copies, 179, 187, 193, 200 Image-Line, 186 impresarios, 51–3, 62–3 The Independent, 92 'indie' (independent record labels), 10, 35, 157, 163–4, 167 industrialisation, music, see music industry(ies) Industrial Revolution, 6, 39–42, 42, 178, 183 In Rainbows, 190 Intellectual Property (IP), 5, 19, 40–1, 43, 45, 70, 107, 124, 141, 145, 183, 185, 190, 192 International Federation of the Phonographic Industries (IFPI), 192, 205n International Monetary Fund, 19 internet, 6, 12, 19, 33, 35, 36, 60, 63, 69, 102, 114, 143, 154, 155, 181, 183-6, 187, 188, 189, 192, 193, 194, 196, 199, 202, 203 internet meme, 194 internet-only release, 184 Internet Underground Music Archive, IP, see Intellectual Property (IP) iPods, 1, 6

Iron Maiden, 141

iTunes, 2, 185

'irreparable injury', 137–8

Island Records, 117–18

Jackson, Michael, 18	live performance, 41
Jagger, Mick, 88	origin, 46
Jailhouse Rock, 82	revenue from, 143–4, 188–9
Jay-Z, 142, 198, 201, 203	360° model impact, 144
Jazz, 82, 182	Living Doll, 81
'Johnny Jackson', 81-2, 84, 91-2, 95,	Lloyd, Marie, 48
97	Logic Pro, 186
Johnson, Eldridge, 107	London Coliseum, 48
Johnson, Robert, 70	Lury, C., 198
Johnston, Daniel, 66	
joint ventures, 22, 133, 151, 181	Macaulay, Tony, 127, 135
see also working alliances	MacBook Pro, 186
Jones, G., 107	Macneil, 125, 126
Jones, M., 20	Madonna, 18, 142, 158, 172, 201
Joplin, Janis, 63	magazine editors, 120, 185
Joy Division, 92, 93, 94	major labels, 72, 161, 182, 187
jukeboxes, 85	major record companies, see recording
,	industry
Kanaar, N., 89, 95	manipulation, digital sound, 14, 178,
Kerr, Joe, 159	194, 200
Keynesianism, 195	Mankowitz, Wolf, 81
Keys, Alicia, 201	'manufacturing' studio, 8, 26, 27
Kift, D., 42, 205n	market entry role of artist managers in
Kirschner, T., 71, 154	organising, 79–91
	role of musicians seeking, 66–7,
Klein, Naomi, 198	73–5
'knowingness', 44–5, 49	mash-ups, 200
	'masters', definition, 131–2, 136, 140
labels, 72, 117, 118, 120, 161, 164,	MCA, see Music Corporation of
169, 182, 187, 198, 201	America (MCA)
Labour Party, 17, 19–20	media companies, 108, 118, 119–20,
Lady Gaga, 201, 202	191
Landis, John, 205n	merchandising, 68, 72, 141–2, 142,
Lash, S., 198	143–4, 173, 187, 200
Lauder, Harry, 48	Merchandising Net Receipts, 144
lawyers, music industry, 155,	mergers, 18, 155
162	Merseybeat, 50
Leonard, M., 71	Metallica, 193
Lewis, Leona, 185	Michael, George, 18, 135, 137
licences, 10, 72, 118, 179, 189	MIDI, see Musical Instrument Digital
Live Aid, 17	Interface (MIDI)
live music	Midlake, 149
agents, 5, 11, 102, 109, 110, 114,	Miège, Bernard, 23, 24, 26, 29
129, 141, 145, 156	minidiscs, 136
albums, 10, 11, 82, 86, 88, 105-6,	'minimum commitment', 132
132, 142, 144, 184, 187, 201	Mitchell, Joni, 149
promotions, 142	Mobile Applications, 131, 143
Live Nation, 10, 142, 189, 206n	modems, 143, 181, 192

Monetarism, 195	hybridity, 117–19
Moore, Julian, 81	and recording industry,
Morrisette, Alanis, 198	inter-dependencies, 105–8
Morrison, Jim, 70	Music Corporation of America (MCA),
Morris, William, 84	83–4
Moss 'Empires', 48	Music Genres and Corporate Cultures,
motion pictures, 86	115
Motown, 141	Music Hall
'movers and shakers', 116	contract agreements, 137
MP3, 1, 2, 6, 181, 184, 192	demand, 43
MTV, 17	entrepreneurship, 46–7
multi-track recording, 180, 203	impact on industrialisation, 48–55,
music	61–2
and brevity, 43–4	impresarios, 51–3, 62–3
centrality, 14–15	origin, 42–8
characteristics, 37–8, 55–6	performance and knowingness,
classical music, rise of, 37-42	Bailey's observation, 44–5,
counter-culture movement, 182,	49–51
196–7	potential effectiveness, 45–6
meanings and values, 50-1	songs and brevity, 43–4
producers, 14, 35, 113, 114, 125,	standardisation and
161, 168, 180–1, 185, 187, 197	institutionalisation, 47–8
publishing, 3, 5, 10, 41, 43, 58, 102,	supplanted by cinema, 82–3
105–6, 108, 114, 121, 124, 129,	musicians
162, 179, 185, 189	competitive role, 3
venues offering pleasurable, 179	marketing problems, 53–5
videos, 17–18, 59, 143, 160, 187,	and music companies, forms of
194	representation, 16–22
see also individual entries	and symbolic goods, 60–5
Musical Instrument Digital Interface	terminology, 13
(MIDI), 180, 194	musicians, self-managerial challenges,
musical theatre, 82, 85	58–60, 65–7
music companies	business relations, 70–1
concept/terminology, 12	'career existence'/struggle for power,
coping strategies, impact on	73–5
musicians, 53–5	marketing practices, 71–3
digitisation and, 188–91	music making, 67–9
forms of representation, 16–22	music industry(ies)
value-adding abilities, 4, 15, 52,	business press and, 17–18
103–5, 111, 121, 129, 130, 150,	change and continuity, 34–7
151, 156–7, 158, 168, 170,	cultural industries approach, 22–31
177–8	demand, 37–42
music companies, management	education and, 20–2
strategies, 99–105	government and, 18–20
artist managers and fixity, 111–13	Music Hall, rise of, 42–8
authority over musicians/artist	musicians and, 16–17
managers, 108–17	organisation templates, 48-55, 61-2
fixity, 108–11	relationships, breakdown, 157–8
fluidity, 113–17	terminology, 10–16

music press, 13	partnerships, 13, 15, 27, 56, 59, 60,
Music Week, 119	70, 73, 74, 78, 113, 151, 160
MySpace, 102, 190, 202	Parton, Dolly, 141
	PC (personal computer), 192, 202
Napster, 143, 191–2, 194, 205n	peer-to-peer file sharing, 191–2
National Centre for Popular Music, 20	performance
national insurance, 70	audio-visual licences, 72
Negri, A., 196	and knowingness, 44–5, 49
Negus, K., 25, 115, 154	live, see live performance
Neoliberalism, 142, 185, 195, 197,	360° model impact, 144
198, 201	revenues, 143–4, 188–9
Nevermind, 72	performance names, choosing, 71
'New Deal for Musicians', 20, 21	Performing Right Society, 21
New Labour, 20	Perrone, Pierre, 205n
New Order, 92	personalised releases, 200
Newsome, Joanna, 149	personalised soundtracks, 192
Nine Inch Nails, 190, 191	Pet Shop Boys, 141
97, contract	Phat Farm, 201
agreed terms, 135-8, 139, 140,	Philips, 179, 180
142–3, 144–5	phonographic recording, 86
organisation and layout, 130–4	Pink, 203
Nirvana, 72	piracy, online, 187, 192
'nobody knows' concept, 29, 52, 53,	pop stars, 18, 24, 64, 65, 81, 103, 153,
65, 87, 101, 102, 104, 109, 116,	164, 197, 201–2
119, 121, 124, 137, 149, 151, 157,	popular music
162, 203, 204, 205n	audience for, 63
No Logo, 198	contradictions, 45
The Notorious B.I.G, 198	education, 20–2
0 : 170 103	sales, 54
Oasis, 172, 183	scenes, 114–15
Oh Boy!, 85	success components, 201
'old fashioned' music, 51	see also under music
1 Top Class Manager, 92 online communities, 196	post-punk Manchester, 92, 93
online piracy, 187, 192	PPD, see published price to dealer
orchestras, 39–40, 83, 189	(PPD)
Osborn, G., 125–8, 130, 134–5, 140,	pre-recorded devices, 136, 179, 192
158	Presley, Elvis, 18, 82, 85, 172
over-signing, risk-management	Press and Promotions (WEA), 156
strategy, 102, 162, 164–5	press people, 117, 119–20
	Price, S., 167
Pacific North-West punk scene, 72	privatisation policies, 19
Palace Theatre, 48	producers, cultural, 113, 114, 125
The Panik, 92, 93	product endorsement, 19, 144, 197,
Parker, 'Colonel' Tom, 84, 85, 86	201
Parker, Justice, 137	product managers, 117-18, 118, 119,
Parlophone, 85	120, 161
Parnes, Larry, 84	professionalism, 46, 65, 76, 95
* **	

promotions/promoters, 15, 16, 30, 63, 83, 108, 121, 129, 133, 142, 144,	recording studio, 21, 36, 84, 134, 180–1, 186, 200
145–6, 155, 163, 171	record labels, 72, 117, 118, 120, 161,
Pro Tools, 186, 194	164, 169, 182, 187, 198, 201
proto-pop, 13	'recoupment', 133
'Provision Of Services', 139	Red Tape Studios, 20
'Provisions Applicable Where The	Reid, Antonio (L.A.), 201
Artist Is A Group', 138	'release obligations', 133
Pryke, M., 154	remix, 190, 200, 201
psychedelic rock, 197	'Representations, Warranties And
publicists, 83	Undertakings By The Artist', 138
public relation (PR) agents, 119, 120	re-recording, 134
published price to dealer (PPD), 131	The Residents, 168
publishing/publishers, 3, 5, 10, 11, 22,	retailing, 193
41, 42, 43, 58, 84, 88, 102, 105–6,	revenue
107, 108, 109, 110, 112, 121, 124,	brand, 145
129, 141, 144, 145, 155, 156, 162,	CD, 193
179, 185, 189	digitisation, 188–9
pubs, 46	merchandising, 143–4
punk rock, 18, 35, 68, 72, 92, 93, 114,	publishing, 144
115, 117, 128, 182	record sales, 112, 141-2, 143, 180,
	181–2, 202, 204
quality, 35, 43, 49, 51, 64, 138, 152,	rights ownership, 70
164	revues, 82, 86
	RIAA, see Recording Industry
radio broadcasting, 2, 63, 86, 117,	Association of America (RIAA)
120, 142, 168, 179, 187	Richard, Cliff, 81
Radiohead, 190–1	Richman, Jonathan, 168
Ray, Johnnie, 63	rights ownership, 70, 133, 138, 141,
R&B (rhythm and blues), 13, 19, 85,	179
115, 132, 198, 201	right to self-expression, 40
RCA, 18	Rihanna, 203
Reagan, Ronald, 195	'Rip, Mix, Burn', 192
reality shows, 13, 85, 115, 129, 184–5,	risk-reduction strategies, 16, 151
190	RKO Pictures, 84
recording artists, 14, 82, 84, 88, 139	Robson, J., 154
'Recording Commitment', 140	Roc-a-Fella, 201
recording, definition, 131–2	rock and roll, 81, 82, 84, 85, 86, 87,
recording industry	114
contracts/agreements, 128–45	Rock Culture in Liverpool, 154
impact of digitisation, 33–4, 181–6, 188–91	rock music, 18, 90, 132, 141, 150, 182, 187, 196, 197
and music industrialisation, 105–8	Rogan, J., 93
resistance to new cultural form, 2–3,	Roll Deep, 187
200	Rolling Stones, 61, 88, 197
Recording Industry Association of	'Romantic Artist', 152
America (RIAA), 192	Rose, T., 200
'Recording/Release', 136	Ross, A., 154
-	

royalties, 40, 85, 88, 107, 136, 138, soundtracks, 1-2, 85, 179, 192, 197, 179, 189, 202 203 Royal Variety Performance, 48 Spice Girls, 183, 201 sponsorship, 36, 86, 142, 144, 188, 197 Rubin, Rick, 201 standard contracts, 110, 130, 134-5, 139, 140 Sanctuary Music Group, 141, 142 see also contracts, music industry satellite broadcasting, 17, 18, 26, 143 The Star, 42 satirical musical, 81-2, 194 Starmakers and Svengalis, 93 Scase, R., 154 Star-Making Machinery, 155 'schedule', 131, 133-4 Steele, Tommy, 81 Schroeder, 135 Steinberg, 186 Schumpeter, J., 47, 205n Stokes, Geoffrey, 154, 155, 156, 159, Scott, Chris, 117, 120 162, 169 Second World War, 195 Stoll, Oswald, 48, 53 Sennett, R., 196 Stoll 'Coliseum', 48 sentimental songs, 43-4, 45, 50 Strachan, R., 10 service providers, 90, 95, 114, 140, 184 Straw, W., 71, 205n SFX, 142 streaming, 188 Shakur, Tupac, 198 'structures of feeling' concept, 49-50, signed/unsigned acts, 87, 102, 110-11, 52, 56, 63, 94, 97, 101, 115, 120, 118, 121, 136-7, 145, 146, 154, 123, 148-9, 172 155, 156, 162-3, 165, 166, 174, 'sunset clause', 162 182, 186, 187, 189, 193, 197 'supra-alliances', 158-63, 170, 171, 'significant others', 14 173, 175 'sign value', 198 symbol creators, 24, 25, 28 Simmons, Russell, 198, 201 symbolic goods simulcast, 143 musicians and, 60-75 Sinatra, Frank, 83–4, 85 production, 5, 23, 32, 45-6, 52, 55, singles, 18, 81, 87, 132, 164, 167, 168, 56, 59, 68, 73, 77, 78, 79, 80, 169, 171, 187, 193, 200, 201 91, 98, 123, 129, 148, 149, 151, 'sing songs', 46 192, 197 6-5 Special, 85 Slaughter and the Dogs, 92 tablet computers, 143, 194, 202 Smallwood, Rod, 141 Tagg, P., 37 smartphones, 143, 181, 188, 194, 202 takeovers, see mergers Smirnoff, 199 Take That, 141, 183 Smith, Chris, 20 talent shows, 13, 85, 115, 129, 184–5, social gaming, 194 190 social networking, 154, 181, 189, 190, 'talking pictures', 82, 203 194, 202, 203 tape recording, 86, 179, 203 social welfarism, 19 TASCAM Portastudio, 180 solo artists, 68, 75, 84, 94, 141 taxes, 40, 70, 195 songwriters, 18, 88, 121, 149, 160, 168 Taylor, Andy, 141 Sony, 18, 135, 137, 179–80, 181 'teenage dances', 85 Sony Music, 10, 155 telecommunications, 10, 94 sound engineers, 14 Telling Lies, 184 sound recording, 12, 86, 126 'territory' (contracts), 131, 154 soundscapes, 192 Tessler, H., 189

Thatcher, Margaret, 195	vinyl albums, 179, 180, 203
theatre owners, 82	virality, 194
'Third Way', 19	virtual communities, 36, 196
Thonemann, P., 167	Virtual Studio Technology, 186
360° model, 133, 139, 141–2, 144,	Vitaminic, 102
145, 204	Von Hayek, Friedrich, 195
Thriller, 18	, ,
tickets, concert, 54, 72, 142, 143, 144,	Waits, Tom, 168
173, 189	Walkman, 179–80, 194, 195
Tilley, Vesta, 48	Warner Music, 155, 159, 181
Timberlake, Justin, 201	Warsaw, 92
time signatures, rock, 150	WEA, 155, 156
Timoner, Ondi, 156	webcast, 143
Titch, Little, 48	West, Kanye, 203
tours, 11, 16, 29, 36, 70, 88, 93, 111,	Wexler, Jerry, 158
121, 144, 162, 165, 183, 187–8,	Wi-Fi, 181
189, 197, 201	Wikström, P., 185
Toynbee, Jason, 23, 60, 154, 205n	Williams, Raymond, 49, 89
'track', definition, 132, 134	Williams, Robbie, 141–2
track listings, 200	Williams, Trevor, 107
transistors, 203	Winehouse, Amy, 70
TV broadcasting, 2, 8, 10, 17, 18, 22,	Wolff, M., 206n
63, 85, 86, 115, 120, 129, 143,	working alliances, 148–53
159, 184, 189, 190, 203	co-ordination, 9, 104, 166–70
'tweets', 200	emotional impacts, 163–6
Twitter, 190, 202	industrial relationships, 153–8
Tyler, Steven, 70	music industry equation, problems
1,101,010,011,70	with, 150–2
U2, 142, 168	organisational characteristics,
UGC, see user-generated content	158–63
(UGC)	rationalisation and contradiction,
Universal Music Group, 10, 117, 142,	170–4
201	'supra-alliances', 158–63
'unsigned' acts, 87, 110, 145, 154,	World Bank, 19
166, 174, 186, 187, 189	World Intellectual Property
UPI, 206n	Organization, 19
URthenight, 199	world tours, 183
user-generated content (UGC), 181,	see also tours
184, 185, 194	worldwide-web, 181, 202
Usher, 201	WorldWide Web, 101, 202
051101, 201	X Factor, 53, 157
value-adding, 4, 15, 52, 104, 105,	111 wetor, 00, 107
121–2, 129, 130, 151, 156–7, 158,	'You'll Never Walk Alone', 50
168, 170, 177, 178	Young, Neil, 149
Variety agents, 82	YouTube, 143, 184, 194, 200, 202,
vaudeville, 86	206n
Victor Talking Machine Company, 107	20011
videos, 17–18, 59, 143, 160, 187, 194	Zappa, 168
video-editing, 194	Zwaan, K., 154
. Taco carring, 171	2