



Mark Scheme (Results)

June 2015

NQF BTEC Level 1/Level 2 Firsts in  
Music

Unit 1: The Music Industry (21512E)

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## General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

Section A

Question Number	Answer	Mark
1	D – PRS for Music	1

Question Number	Answer	Mark
2	B Excessive noise levels	1

Question Number	Answer	Mark
3	C Agreed rate of pay	1

Question Number	Answer	Mark
4	B Door supervision qualification	1

Question Number	Answer	Mark
5	D Mechanical Copyright Protection Society	1

Question Number	Answer	Mark
6	Musicians' Union/ MU <b>Accept no variations.</b>	1

Question Number	Answer	Mark
7	Award <b>one</b> mark for each of the following: Job 1 – (Music) Journalist/Blogger/Reporter Job 2 – Roadie.	2

Question Number	Answer	Mark
8	<p>Award <b>one</b> mark for any of the following up to a maximum of two marks</p> <ul style="list-style-type: none"> <li>• Live performance at a venue</li> <li>• Streaming on internet/webcasting/downloading</li> <li>• Making a recording of the music/CD sales/ copied on CD or any other format</li> <li>• Printed sheet music sales</li> <li>• Used with permission in an arrangement or compilation</li> <li>• Licensing of music for use in computer games</li> <li>• Played in a public place</li> <li>• Recorded as a cover version</li> </ul> <p>Accept any other valid response.</p> <p>Do not accept <b>internet</b> or <b>sell songs</b> and not <b>PRS</b> on its own.</p>	2

Question Number	Answer	Mark
9	<p>Award <b>one</b> mark for any of the following:</p> <ul style="list-style-type: none"> <li>• Police</li> <li>• Fire service</li> <li>• St John Ambulance</li> <li>• Environmental health department</li> <li>• Local council</li> <li>• Electrical company</li> <li>• Security</li> </ul> <p>Accept any other valid response.</p>	1

Question Number	Answer	Mark
10	<p>Award <b>one</b> mark for any of the following:</p> <ul style="list-style-type: none"> <li>• Trade publication or magazine</li> <li>• Word of mouth/networking</li> <li>• Relevant website</li> <li>• Being contacted by the organisation holding the auditions directorships</li> <li>• Poster (in relevant location, such as backstage at a theatre)</li> <li>• Social media.</li> <li>• Via their management/agent</li> </ul>	1

	Accept any other valid response. Do not accept <b>TV</b> or <b>Radio</b> or <b>Union</b> .	
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Question Number	Answer	Mark
11	Award <b>one</b> mark for each of the following:  A brass band – Park/Theatre A DJ with a good local following – Nightclub  <b>Accept no variations.</b>	2

Question Number	Answer	Mark
12	Award <b>one</b> mark for identification of a reason and <b>one</b> additional mark for appropriate related explanation.  <ul style="list-style-type: none"> <li>• To ensure compatibility with other current software products (1) so that everything works together rather than causing compatibility problems (1)</li> <li>• To ensure access to the latest version (1) which is likely to include new facilities/improved ways of operating (1)</li> <li>• To upgrade at a cheaper rate (1) rather than purchasing the new software at the standard price (1)</li> <li>• To gain access to new sounds/loops/effects, etc. (1) that improve creative output (1)</li> <li>• To access improved quality sound or features (1) making work more marketable/relevant (1)</li> <li>• To ensure compatibility with others in the industry (1) so work can be transferred between user and others without compatibility issues (1)</li> <li>• Because older software can be less stable (1) running the risk of corruption or losing work (1)</li> </ul> <p>Accept any other valid response.</p>	2

Section B

Question Number	Answer	Mark
13	<p>Award <b>one</b> mark for any of the following:</p> <ul style="list-style-type: none"> <li>• Setting up drums</li> <li>• Tuning drums</li> <li>• Changing heads</li> <li>• Adjusting drums to the artist's preference</li> <li>• Fixing as appropriate</li> </ul> <p>Accept any other valid response.</p>	1

Question Number	Answer	Mark
14 a)	<p>Award <b>one</b> mark for any of the following up to a maximum of two marks</p> <ul style="list-style-type: none"> <li>• Access to professionals who know the tips and tricks of the trade</li> <li>• Access to better quality equipment</li> <li>• Access to wider range of equipment</li> <li>• Likely to produce a better quality end result</li> <li>• A professional in a studio is likely to work quicker/more efficiently</li> <li>• Cheaper than buying all the equipment oneself</li> <li>• Artist can concentrate on performing rather than operating the equipment at the same time</li> </ul> <p>Accept any other valid response.</p>	2

Question Number	Answer	Mark
14 (b)	<p>Award <b>one</b> mark for identification of a reason and <b>one</b> additional mark for appropriate related explanation.</p> <ul style="list-style-type: none"> <li>• Have all equipment – leads, mics etc that he is likely to use ready to hand (1) so he doesn't waste time during the session looking for something (1)</li> <li>• Switch on equipment and test it is working (1) to</li> </ul>	1 + 1

	<p>avoid having the client sit around while something gets fixed (1)</p> <ul style="list-style-type: none"> <li>• Set up microphones for the instrument to be recorded (1) to save time in the session itself (1)</li> <li>• Prepare recording medium or previous recordings if continuing a session (1) to ensure readiness to record or to be sure previous work has been correctly located (1)</li> <li>• Upload any sound files that will be needed (1) to ensure they are ready for when the client needs them (1)</li> <li>• Listen to previous work as a reminder of what was achieved and what is still to do (1) to increase efficiency once client arrives. (1)</li> <li>• Tidy up previous recordings if applicable (1) to make them easier to work with in the coming session (1)</li> <li>• Prepare a suitable headphone mix of previous tracks (1) so the artist can start work efficiently (1)</li> <li>• Make sure studio is clean and tidy from the last session (1) to provide a comfortable environment for the clients (1)</li> <li>• Make sure the lighting and temperature are appropriate (1) so the client is comfortable (1)</li> <li>• Ensure equipment/cables set up safely (1) to ensure no health and safety risks eg trip hazards (1)</li> </ul> <p>Accept any other valid response.</p>	
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Question Number	Answer	Mark
14 (c)	<p>Award <b>one</b> mark for the identification of <b>one positive</b> factor and <b>one additional</b> mark for the appropriate expansion.</p> <p>Positives</p> <ul style="list-style-type: none"> <li>• Provides money to develop the band (1) to purchase better equipment, etc. (1)</li> <li>• Professional advice and support (1) that the band would not otherwise have access to in order to develop their potential (1)</li> </ul>	<p>1 + 1</p> <p>1 + 1</p>



- Use of good quality studios to record work/the help of professionals in the studios (1) to allow the band to create music professionally (1)
- Backing of a major label increases exposure to potential fans as well as other industry professionals (1) thus increasing chances of success/money (1)
- Increased publicity/fan base (1) leading to potential increased sales and attendance at performances (1)

AND

Award **one** mark for the identification of **one negative** factor and **one additional** mark for the appropriate expansion.

Negatives

- Initial advances, recording studio and all other costs paid out of the band's earnings (1) so could prove expensive for the band (1)
- Label may want too much control over the band/music/ image (1) leading to dissatisfaction among band members (1)
- Label may want to move the band in an undesirable direction (1) where the band is not comfortable (1)
- Label could choose not to release any music or promote the band, but they would be under contract (1) so unable to release any music elsewhere (1)
- If the band fails or does badly it may ruin the reputations/ career of the members (1) as they may be forever linked with the failed band (1)
- Puts pressure on the band (1) which could strain relationships/affect working (1)
- The band would have to work under the labels, terms eg time constraints (1) so would not be free to suit themselves (1)

Accept any other valid response.

Question Number	Answer	Mark
15	<p>Responses may include the following:</p> <p>Advantages of combining</p> <ul style="list-style-type: none"> <li>• Can amalgamate the bookings of the two studios to reduce downtime</li> <li>• Can pool studio resources giving the studio a wider range of equipment</li> <li>• Can sell duplicate equipment to raise funds for the business</li> <li>• Better use of resources minimises downtime of studio and equipment</li> <li>• Only one site so cheaper costs such as rent, rates, utilities, etc. Also shared costs such as cleaning, consumables and staffing</li> <li>• Opportunity to learn from each other; pool skills to create a more useful skill set in the studio</li> <li>• Both gain access to each other's clients thus widening opportunities for networking</li> <li>• Create a bigger business together so more powerful and resilient in the face of competition or tough economic conditions</li> <li>• Does not split trade so less competition than as two separate businesses</li> </ul> <p>Disadvantages of combining</p> <ul style="list-style-type: none"> <li>• May have a clash of pre-existing bookings and alterations may annoy those already booked</li> <li>• May have less overall control over output of studio as responsibility would be shared</li> <li>• Would have to compromise over choice of equipment, marketing, direction, etc.</li> <li>• Less independence in a partnership than as a sole trader</li> <li>• Shared glory if the business is successful</li> <li>• Shared damage to personal and studio reputation if something goes wrong, even if not personally responsible Potential issues if one partner wants to leave the business. Could leave remaining partner facing buy out situation or being landed with a new partner they did not choose themselves</li> <li>• The single location may not be as convenient as the old location to some clients who may then take their business elsewhere</li> <li>• May have excess equipment once resources are pooled, forcing one or other partner to have to sell their gear</li> <li>• If both were not making enough money separately they may still only make half the money each if running the business together</li> </ul>	8

	Accept any other valid response.	
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Level	Descriptor
0 0 marks	No rewardable material
1 1-3 marks	<p>Basic arguments on both sides identified, or only one side considered.</p> <p>The answer is likely to be in the form of a list.</p> <p>Points made will be superficial/generic and not applied/directly linked to the situation in the question. No conclusion produced or the conclusion is a consequence of only one side of the argument being considered.</p>
2 4-6 marks	<p>Arguments for and against are described but there will be more emphasis on one side than the other.</p> <p>The answer will be unbalanced.</p> <p>A conclusion is present but this is either implicit or as a result of unbalanced consideration of the arguments. There is little or unfocused justification of the conclusion. Most points made will be relevant to the situation in the question but the link will not always be clear.</p>
3 7-8 marks	<p>Balanced explanation of both sides for and against.</p> <p>A conclusion is produced that is justified and clearly linked to the consideration of arguments for and against, and their relative importance to the situation. The majority of points made will be relevant and there will be a clear link to the situation in the question.</p>

### Section C

Question Number	Answer	Mark
16	<p>Award <b>one</b> mark for any of the following up to a maximum of two marks</p> <ul style="list-style-type: none"> <li>• To take advantage of their professional connections</li> <li>• To focus on the business side so Neda can concentrate on the music</li> <li>• To assist in finding suitable performance opportunities</li> <li>• To negotiate contracts/fees</li> <li>• To take advantage of their experienced advice and counsel/give legal advice</li> <li>• To arrange tours</li> <li>• To help find an agent</li> </ul>	2

	<ul style="list-style-type: none"> <li>• To help steer her career in the right direction</li> <li>• To handle financial aspects</li> <li>• To help raise awareness/create publicity opportunities</li> <li>• To arrange the logistics of performances</li> </ul> <p>Accept any other valid response.</p> <p>Do not accept <b>help her become famous</b> or responses relating to <b>assisting Neda musically</b>.</p>	
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Question Number	Answer	Mark
17	<p>Award <b>one</b> mark for any of the following up to a maximum of two marks</p> <ul style="list-style-type: none"> <li>• An appropriate title (e.g. '<b>Invoice</b>')</li> <li>• Invoice number if applicable</li> <li>• The date of invoice</li> <li>• Amount due</li> <li>• VAT number if applicable</li> <li>• Amount of VAT as part of overall cost if applicable</li> <li>• Date the performance was given (allow time and date)</li> <li>• Breakdown of costs, e.g. rate charged per hour/ how many hours worked</li> <li>• Details of the service provided</li> <li>• Details of how to pay; what payment methods are preferred; bank details</li> <li>• Payment terms, e.g. payment due 30 days from date</li> </ul> <p>Accept any other valid response.</p> <p>Do not credit the use of the word <b>invoice</b> without qualification.</p>	2

Question Number	Answer	Mark
18	<p>Award <b>one</b> mark per identification and <b>one</b> additional mark per appropriate expansion up to a maximum of four marks.</p> <ul style="list-style-type: none"> <li>• Can self-publish music online (1) allowing artist to retain control (1)</li> <li>• Marketing of the artist and their music (1) can raise their profile globally (1)</li> <li>• Can reach labels, scouts, etc. (1) without them having to attend performances themselves (1)</li> <li>• Music can be put out into the public domain (1) at very little cost (1)</li> <li>• Can sell music without the need for a record label (1) retaining control/more profitable (1)</li> <li>• Can sell music without needing to manufacture and distribute physical copies (1) saving time/costs (1)</li> </ul> <p>Accept any other valid response.</p> <p>Do not credit disadvantages.</p> <p>Do not credit <b>look up hire company</b> as this does not relate to a benefit of the internet as opposed to other methods.</p>	<p>1 + 1</p> <p>1 + 1</p>

Question Number	Answer	Mark
19	<p>A&amp;R/Artist and Repertoire/Talent scout/Scout</p> <p><b>Accept no variations.</b></p>	1

Question Number	Answer	Mark
20	<p>Responses may include the following:</p> <p>Buying</p> <ul style="list-style-type: none"> <li>• + Have to own for the long term</li> <li>• + Once paid for there is no ongoing cost to Neda</li> <li>• + Can sell on in the future</li> <li>• + Can keep the equipment at home and use it whenever desired at any point in the future</li> </ul>	8

- + Can learn how to use the equipment well; become familiar with it and get the best out of it
- + Could buy better quality second-hand equipment...
- - ...but then quality not guaranteed
- -...and also reliability not guaranteed
- - Expensive at first
- - Neda cannot probably afford the best quality equipment to start with so would have to compromise on sound quality
- - It is Neda's own responsibility if the equipment breaks; she will have to get it fixed herself
- - If anything gets broken it will need to be replaced at further cost
- - Wears out over time
- - Would have to transport equipment herself (rather than have it delivered)

#### Hiring

- + Small initial outlay so cheap to get started
- + Better quality than could be afforded to buy outright, leading to better sound quality
- + Equipment should arrive in working order and if it fails, it should be fixed or replaced as part of the hire agreement, meaning Neda is not left without equipment for a gig
- + Can update equipment regularly to take advantage of improvements in technology
- + Equipment could be delivered/returned to/from the venue by the hire company
- - May have to collect and return the equipment from the hire location, which may not be convenient
- - Would need a deposit payment and the funds to keep paying the hire charge every month or the equipment would have to be returned
- - Only get to use the equipment whilst paying the hire

	<p>charge. At the end of the agreement the equipment is returned leaving Neda with no equipment</p> <ul style="list-style-type: none"> <li>• - Neda may be unfamiliar with the particular brand of equipment supplied and so may not be able to use it well</li> <li>• - Equipment is unlikely to be brand new, so may have an unknown fault with no time or opportunity to test or remedy before a performance</li> <li>• - Expensive in the long term</li> <li>• - Nothing to show for it at the end of the hire period</li> </ul> <p>Accept any other valid response.</p>	
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Ofqual



Llywodraeth Cynulliad Cymru  
Welsh Assembly Government

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