

## Pearson BTEC Level 3 Nationals Extended Certificate

**Window for supervised period:**

**Monday 4 January 2021 – Friday 15 January 2021**

Supervised hours: 5 hours

Paper Reference **20177K**

### **Music Performance**

**Unit 2: Professional Practice in the Music Industry**

**Part S**

**You do not need any other materials.**

### **Instructions**

- This booklet contains materials for the completion of the set task under supervised conditions.
- This booklet is specific to each series and this material must only be issued to learners who have been entered to undertake the task in the relevant series.
- This booklet must be kept securely until the start of the two-week assessment period timetabled by Pearson.

### **Information**

- The total mark for this paper is 70.

*Turn over* ►

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## Instruction to Teachers/Tutors

Centres should refer to the BTEC Nationals *Instructions for Conducting External Assessments (ICEA)* document for full information on the conduct of monitored and formally supervised assessment. See the Pearson website for details.

The set task should be carried out with **three hours** monitored preparation followed by **five hours** to complete the assessment task under formal supervision. Centres must arrange these eight hours within the two-week period timetabled by Pearson.

Within the three hours of **monitored preparation**, learners should read the task and carry out independent research, for example into resources and costings. They may have access to the internet, books, class notes and other published material.

Learners must work independently and must not be given guidance or feedback.

Learner notes are the outcome of their monitored preparation. Learners may prepare up to four sides of A4 notes to use during the supervised assessment task. These must be hard copies and can either be handwritten or word processed. If word processed, the font size must be 10 points minimum. Learners should not be given any support in writing or editing notes. Other content is not permitted.

Learner notes:

- should be written in bullet point form
- must not contain full sentences or extended writing
- must not contain pre-prepared wording for the presentation slides
- may contain mind maps of ideas and information on generic principles arising from the scenario and the unit content.

During the monitored preparation sessions, any materials being used by learners must be collected in at the end of each session, stored securely and handed back at the beginning of the next session. Learners' prepared notes should be retained by the centre between the monitored sessions and the supervised assessment.

The set task is completed in five hours under **formal supervision**.

Learners must have access to their notes from the monitored preparation period and a computer.

Teachers/tutors should note that during the monitored preparation period:

- learners should not be given any direct guidance or other prepared materials
- learners should not be given any support in writing or editing notes
- all work must be completed independently by the learner.

### **Maintaining security during the supervised assessment period**

- Learners are not permitted to have access to the internet or other resources.
- Learner notes must be checked to ensure that they comply with the requirements.
- User areas must only be accessible to the learners and to named members of staff.
- Learners can only access their work under supervision.
- Any materials being used by learners must be collected in at the end of each session, stored securely and handed back at the beginning of the next session.

Learner notes should be retained by the centre after the completion of the supervised assessment and may be requested by Pearson.

## **Outcomes for submission**

Each learner must submit **four** pieces of work, exported to a digital folder:

- a project plan
- a budget
- a rationale
- a presentation of 6–10 slides, with presenter notes.

A completed Learner Authentication and Record Form must be submitted for each learner. Learner notes from the monitored preparation period do not need to be submitted with the final outcomes to Pearson.

All learner work must be completed independently and authenticated by the teacher/tutor before being submitted to Pearson by 19 January 2021.

## Instructions for Learners

Read the set task information carefully.

You will be given **three hours of monitored preparation** ahead of the supervised assessment sessions to review the information provided in this booklet and carry out research activities. Your teacher/tutor will advise you of the scheduled sessions for this work.

During the three hours of monitored preparation you will have access to the internet to research requirements and costings. You are allowed to prepare up to four sides of A4 notes to use during the supervised assessment sessions. These will be collected in by your teacher/tutor at the end of each session, stored securely and handed back to you at the beginning of the next session. Only the notes that you produce in the monitored preparation sessions may be used in the supervised assessment task.

Your notes must be your own work and:

- should be written in bullet point form
- must not contain full sentences or extended writing
- must not contain pre-prepared wording for the presentation slides
- may contain mind maps of ideas and information on generic principles arising from the scenario and the unit content.

The **set task** is completed over **five hours** under formal supervision and your work will be kept securely during any breaks taken.

During the five hours of supervised assessment you will have access to your notes and a computer, but you will not have access to the internet.

You must plan your time and be prepared to submit all the required evidence by the date specified.

You must work independently throughout the monitored and supervised assessment periods and must not share your work with other learners.

### Outcomes for submission

You will need to submit **four** pieces of work, exported to a digital folder:

- a project plan
- a budget
- a rationale
- a presentation of 6–10 slides, with presenter notes.

You must also submit a completed Learner Authentication and Record Form. Your notes from the monitored preparation period do not need to be submitted with the final outcomes to Pearson, but they will be kept by your centre.

## Set Task Brief

### **US band needs a booking agent for UK tour**

Ventura Blue are a popular jazz band from the US. The band had two hit albums in the Billboard Top 100 Jazz Albums over the last 10 years. The band has also had a number of successful US tours, shows and a few TV performances.

Ventura Blue will be touring Europe in the coming year and are looking for a freelance booking agent to handle the UK part of this tour.

The booking agent will be required to identify potential gig opportunities. They will have to book suitable medium-sized venues and negotiate contract terms with the band to ensure the tour is successful, covers costs and is profitable.

The booking agent will have 20 weeks to make preparations before the UK part of the tour starts in September. The band expects regular progress updates during this time, that can be given via online meetings with the band's manager, Art Fazal at Freetime Management Inc.

The UK part of the tour will last for one week. The band want to fit a reasonable number of performances into this week. They also hope there will be some opportunities for extra promotional activities.

To apply, please prepare a project plan, a budget and a rationale and send to:

Art Fazal, Freetime Management Inc. at [artfazal@freetime.com](mailto:artfazal@freetime.com)

Please also prepare a pitch/presentation to present to Freetime Management Inc. at the interview.

Ventura Blue are a well-known, popular 10-piece jazz band from the USA. They are a successful professional group who have had several albums in the Billboard Jazz Album chart over the last 10 years. The band are planning a tour of Europe and need a booking agent to organise the venues for the UK part of the tour in September.

Ventura Blue will be in the UK for only one week. The band would like to fit in as many performances as are practical in that week. The band also want to include some extra promotional activities if the booking agent is able to fit these into the itinerary. The band do not know the UK at all, so the booking agent is expected to recommend the towns or cities where the band should play to reach a wide audience. The booking agent needs to suggest appropriate medium-sized venues for the performances and must consider the venue capacity, facilities and also the cost.

The band manager has already organised a tour bus which will provide sleeping accommodation and transportation for the band. The band will be bringing their own equipment, which will also be transported in the tour bus. The total cost for the tour bus is £6000 for the week. The booking agent needs to make sure the band makes enough money from the tour to cover this cost as well as make enough profit on top to pay the

band and cover any other expenses such as the booking agent's own fee. The booking agent will need to outline suggested ticket prices and expected ticket sales to make sure the tour covers costs and is profitable for the band.

The band manager would like a brief outline of the suggested terms of the contract between the booking agent and the band, to make sure they are reasonable.

## Set Task

**You must complete ALL activities in the set task.**

You are preparing an application to work as a booking agent for a band's UK tour.

To prepare your application you will need to complete the following four activities.

### Activity 1: Project plan

Produce a project plan for making the arrangements for Ventura Blue's UK tour.

When devising the project plan, the following key areas need to be addressed.

- Details of proposed venues, including:
  - description of each venue
  - performance facilities
  - audience capacity
  - location.
- Your suggested contract terms for the band's tour, including the amount of work expected from the band and how much they would be paid.
- Creative ideas for promotional activities for the band.
- Planned scheduling for the 20-week preparation period.
- A draft itinerary for the week-long tour, including:
  - proposed performances
  - travel time between venues
  - promotional activities.
- Consideration of any relevant licensing requirements.

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**(Total for Activity 1 = 20 marks)**

### Activity 2: Budget

Give estimated costings for the tour.

You should justify these estimated costs in relation to:

- the venue costs
- the ticket pricing and predicted sales
- any other relevant expenses, including the cost of the tour bus
- your own fee
- the projected profit for the band.

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**(Total for Activity 2 = 15 marks)**



### **Activity 3: Rationale**

Explain the rationale behind your decisions for this project.

You should:

- explain your strategy for your choice of venues, including their capacity and location
- justify the number of engagements in the band's proposed schedule and the ways the band will benefit
- discuss your ideas for the band's promotional activities
- explain your suggestions for the band's contract terms.

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**(Total for Activity 3 = 20 marks)**

### **Activity 4: Pitch/presentation**

Devise a pitch/presentation of 6–10 slides, with accompanying brief presenter notes/prompts.

Your presentation should be directed at the band's manager with the aim of winning the contract for the role of booking agent for the band's UK tour.

Your presentation should include:

- an overview of your venue strategy
- the proposed promotional activities and how these activities would benefit the band
- an explanation of the band's schedule for the week
- a summary of the costs and income, showing the band's expected profit.

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**(Total for Activity 4 = 15 marks)**

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**TOTAL FOR TASK = 70 MARKS**