



This Business of Artist Management: The Standard Reference to All Phases of Managing a Musician's Career from Both the Artist's and Manager's Point of View

By Jr. Xavier M. Frascogna, H. Lee Hetherington

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This authoritative reference on artist management in the music industry is the standard for all phases of managing a musician's career from both the artist's and manager's point of view. This substantially updated edition covers the major changes that have transformed the business world and music industry over the past six years. Particular emphasis is given to the impact of the Internet, including the MP3 controversy and its lingering ramifications, copyright licensing on the Web, navigating trade identity issues on the Net, domain names, and the high-tech fight against cyberpiracy. Included are real-world examples-as well as new interviews with top booking agents, personal managers, concert promoters, record company executives, road managers, and artists.

- For aspiring and professional managers in the music/entertainment field as well as musicians, music publishers, and record company personnel
- Winner of the prestigious ASCAP Deems Taylor Award for excellence in music publishing
- This replaces 0-8230-7705-5, which sold more than 25,000 copies

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- Sales Rank: #156940 in Books
- Brand: Brand: Billboard Books
- Published on: 2004-11-01
- Released on: 2004-11-01
- Original language: English
- Number of items: 1
- Dimensions: 9.55" h x 1.12" w x 6.43" l, 1.38 pounds
- Binding: Hardcover
- 304 pages

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About the Author

Xavier M. Frascogna and **H. Lee Hetherington** are both successful attorneys and the coauthors of *Negotiation Strategy for Lawyers* (1-570-73891-2) and *This Business of Internet Law* (0-8230-7735-7). They are based in Jackson, MS.

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