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| Duration: | 12 weeks |
| Course: | Contracts & Negotiations |
| Instructor: | Anne-Marie Smith |

Course Objective: This course will familiarize the student with copyright ownership and give comprehensive study of the typical contracts in the music industry. Students will also create a Producer Letter of Intent and Management Agreement template for future use.

Bio: Anne-Marie attended Harris Institute majoring in production/engineering and was hired by Warner/Chappell Music Publishing in 1992 as the A&R Coordinator. She was promoted to Creative Manager two years later and signed various songwriters including Glenn Lewis, Kardinal Offishall, Jully Black & Saukrates to the company.

From 2010-2015, Anne-Marie was the Associate Producer at Clear Lake Historical Productions and worked on two documentaries entitled 'Jews and Baseball: An American Love Story' & 'AKA Doc Pomus'. She currently teaches four courses for the Artist Management program at Harris Institute and two courses for Seneca College's Independent Professional Songwriter program and Independent Music Producer Program.

Anne-Marie owns Lonestar Music Services, which provides business support to various clients including Polaris Music Prize Inc., NXNE, USS, and Iskwé, and has held positions both on the Ontario Media Development Corporation (OMDC) Board of Directors and the Canadian Independent Recording and Production Association Board (CIRPA).

| Week | Topic |
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| 1 | Copyright Overview |
| 2 | Producer Agreements – Standard Agreements |
| 3 | Producer Agreements – Spec Agreements / Performance Waivers |
| 4 | Producer Agreements – Negotiation Exercise APP/AMP 3 – Producer Pitch Presentation Introduction |
| 5 | Negotiation Tactics – Negotiation Exercise |
| 6 | Management Agreements – Assignment #1 Due |
| 7 | Management Agreements – Negotiation Exercise |
| 8 | Recording Agreements – Assignment #2 Due |
| 9 | Sample Clearances |
| 10 | Synchronization Licensing – Assignment #3 Due |
| 11 | Review |
| 12 | FINAL EXAM |

Evaluation

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| Assignment #1 – Producer Agreement | 25% |
| Assignment #2 – Management Agreement | 25% |
| Assignment #3 – Sample Clearance | 20% |
| Final Exam | 25% |
| Participation | 5% |
| Total | 100% |