

# Berklee**Shares.com**

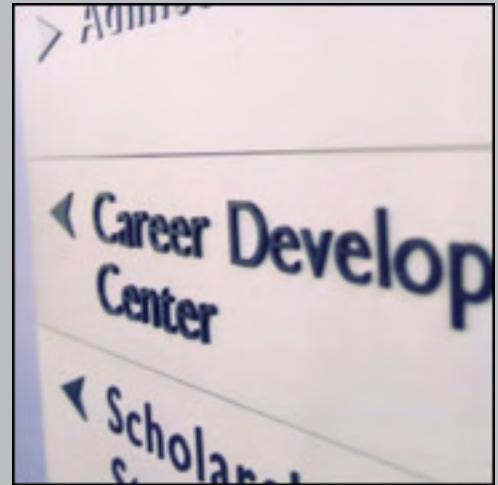
## FREE music lessons from Berklee College of Music

### How to Get a Job in the Music and Recording Industry

#### Lesson 2: Skills Assessment and Career Development Techniques

This lesson is excerpted from an online course. While the navigation links on each page are not active, all of the multimedia interactions are. Have fun!

Check out [Berkleeshares.com](http://berkleeshares.com) for more lessons just like this one.



Berklee is offering free music lessons online designed to expand educational opportunities for musicians around the globe. The music lessons are available for free download from the [Berkleeshares.com](http://berkleeshares.com) Web site and via a growing network of partner Web sites. These free music lessons are also available on digital file sharing networks. We encourage people to share our lessons with other musicians. While Berklee strongly disapproves of stealing copyrighted music online, we believe that file sharing offers new opportunities for musicians to learn, and to promote and distribute their work.



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## Welcome to the World of the Recording Studio



There are two basic career paths in the recording studio field, the **technical track** and the **management track**.

In every technology-oriented field—be it broadcasting, Internet service providers, film production, or concert production—there are tandem career paths like the ones outlined in your text book.

It's up to you to develop a thorough understanding of the types of jobs available in your particular field of interest.

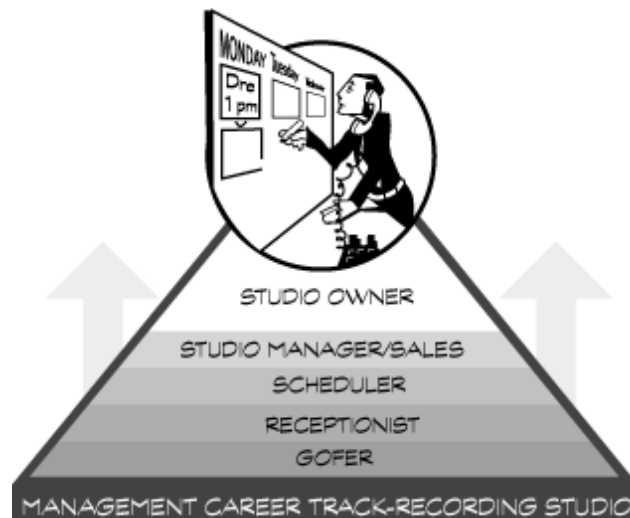
### Technical Career Track Jobs

A well-defined career ladder exists starting out at gofer and working up to first engineer or in some cases to elite engineer/producer.



### Management Career Track Jobs

Managing the business and technology issues at a recording studio while recording sessions are going on provides a separate, well-defined career ladder. For a multi-room commercial studio, management track activities includes sales, marketing, purchasing, accounting, human resources, scheduling, phone duties, and various other business functions.



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## Welcome to the World of the Recording Studio



### What about other career fields?

Let's say you aspire to be a top Artist and Repertoire (A&R) exec at a major record label, a video host on MTV, or a music director at a major market alternative radio station.

Here are the three steps necessary to educate yourself about the career path leading to your dream job.

- 1** First, map out the various job titles leading up to the position you hope to someday attain (just like the charts above).
- 2** Next, identify the job responsibilities and skills required to succeed in the entry-level job on your chosen career path.
- 3** Finally, uncover the earning potential for as many of the jobs on your career ladder as possible.

Putting this information together will take some time and research on your part. Start thinking about this now as you will apply this information in later workshops.

Come back to this three-step approach after you have completed the course, and use it anytime you decide to explore a new or different career path.

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## Assessing Your Marketable Skill Set



Whether you know it or not, you most likely are already part way toward having a viable marketable skill set appropriate for an entertainment industry career.

Here are a few examples of marketable skills you may already have:

- basic computer proficiency
- fluency in a second language
- experience working in a business environment
- deep knowledge of computer gaming
- project management skills

Marketable skill sets are useful as they can be matched up against specific job descriptions to help you determine how far you have to go in skill development to compete for a particular industry job.

Marketable skill sets can be broken down into two groups:



### Foundation Skills

Foundational skills are those used in nearly every job such as reading, listening, writing, etc.

### Job-Specific Skills

Job-specific skills are those needed in a specific job setting. For instance, a music supervisor's assistant needs to have a thorough knowledge of a wide range of musical styles and genres.

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Look over the list of twelve job skills below and decide which are Foundation Skills and which are Job-Specific Skills.

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# Want more?

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## Books and DVDs from Berklee Press



### The Self Promoting Musician

Crucial do-it-yourself strategies. Tips for writing business plans and press kits, using the Internet for promotion, customizing demos, getting played on radio, and a comprehensive musician's resource list.



### Making Music Make Money: An Insider's Guide to Becoming Your Own Publisher

Eric Beall, Vice President, Creative at Sony/ATV Music, helps songwriters traverse the intricate maze, pitfalls, and obstacles surrounding music publishing.



### The Future of Music: Manifesto for a Digital Revolution

The record industry as we know it is dying. But the music industry is healthier and more vibrant than ever, with limitless possibilities for change and growth due to the Internet and the digitization of music. Discover how you can benefit from the explosion in digital music.



### Getting Signed! An Insider's Guide to the Record Industry

Former Rykodisc President George Howard will show you the importance of connecting. Connecting with the right songs, connecting with the industry, and connecting with the right label will all help you connect with your audience.

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