

# MUB4361 : Music Retail and Distribution

The Music Retail and Distribution course focuses on the retail process and the various distribution channels available amid the music industry. Students will examine the importance of branding and how it relates to product presentation at the retail level, explore the timeline of product development, and learn how to distribute their product to a retail environment. All types of distribution channels are examined in this course, from traditional big-box retailers to digital retail and the mobile platform. In addition, this course examines the exploitation of a music product for optimal monetization and the new business models for creating revenue streams.

**Credits** 3