



Carleton
UNIVERSITY

SPROTT
SCHOOL OF BUSINESS

**CARLETON UNIVERSITY
DEPARTMENT: SPROTT SCHOOL OF BUSINESS
COURSE NUMBER /SECTION: BUSI4129A, MGMT 5129A
ACADEMIC YEAR/TERM: FALL 2020
TITLE MANAGING THE ARTS
CANAL BUILDING 3101**

Instructor: Julian Armour

Office:

Office Hours: (Flexible by appointment only – 24-hour notice required)

Email: julian.armour@carleton.ca

Phone Number: 613-241-0777, ext 500

TA: Nada Elnahla

Office Hours:

Email:

Modality: *Online: 1.5 hrs asynchronous and 1 hr synchronous (will be taped as well for asynchronous review)

Pre-requisites & precluded Courses: 3rd year standing

Course Calendar description from the 2020/2021 University calendar:

CALENDAR COURSE DESCRIPTION

BUSI 4129 [0.5 credit]

Managing the Arts

Challenges of managing arts organizations with emphasis on the changing environment of arts consumption and funding. Tensions arising from blending artistic and aesthetic dimensions with functional considerations when judging organizational and personal issues form a continuing theme.

Prerequisite(s): third year standing.

Also offered at the graduate level, with different requirements, as MGMT 5129, for which additional credit is precluded.

Lecture three hours a week.

COURSE DESCRIPTION

Management of the arts is one of the fastest-growing fields today. It also belongs among the most fascinating, rewarding, complex, exciting and challenging fields. The need for skilled and knowledgeable arts managers has never been greater. This course will deal with the special skills required to manage an arts organization today and in the future. It will reinforce the need for exceptional business skills and then explore the vast array of additional areas required to successfully manage arts organizations.

Skilled and dynamic cultural leaders and arts administrators, already something of a rarity, will be in enormous demand in the coming years. With a rapid expansion of the arts, we will need those people who are guiding our artistic institutions to be trained at the highest possible level to be adaptable, versatile and creative in order to deal with the quickly-changing and volatile arts and cultural landscape.

This course deals with both practical and theoretical approaches to the vitally important challenges of developing and managing a successful, healthy and sustainable cultural organization.

The onset of the COVID-19 pandemic has had a major and devastating impact on the arts world. This will be discussed in detail, but the major principles of arts management remain the same.

Managing the Arts will focus on creating and enhancing the strategic and analytical thinking required for success in fundraising, sponsorship, outreach, promotion, awareness and attendance. As well, attention will be given to advocacy, and augmenting the involvement of the private and public sectors.

Six distinguished guest speakers, all leaders in the arts in Canada with strong arts and business expertise, will join the class for short virtual presentations and discussions at different points.

This course is being offered virtually, but there will be weekly opportunities for live discussion.

LEARNING OUTCOMES

The major objective of this course is to understand the unique challenges of the arts world, providing participants with a tremendous array of both theoretical and practical knowledge, and building heightened critical and analytical thinking in order to respond to these challenges. Participants will gain an understanding of all of the internal and external challenges of the arts environment; organizational structures (including those legally required); best practices in governance including recruitment; strategic analysis and risk management; financial management from an arts perspective; human resource management (from both a staffing and a volunteer perspective); the many approaches to media and marketing; development and fundraising (including donations, private foundations, special events, sponsorship, advertising and government grants); arts leadership; understanding the Canadian arts environment and its differences with the United States and Europe; and building links with the community.

As well as preparing participants for the management of non-governmental organizations, government agencies, government arts presenters, arts venues and cultural museums, arts umbrella agencies and arts networks, this course will provide insight to those who wish to bring a greater understanding of the arts and the inherent benefits of the arts to a career in the private sector.

This course will prepare students to lead the way in an arts world that has seen major upheavals and a dramatic shift in direction.

Reading(s)/Textbook(s): Readings will be drawn from periodicals, arts journals, arts blogs and the regular media. Readings will be assigned weekly. All articles and links will be posted on CUlearn

Course Requirements & Methods of Evaluation:

Participants will benefit most from this course by being part of the weekly discussions. Participants are expected to take interest in the complexities, challenges and great contributions of Ottawa's and Canada's broad and varied arts industries. Attendance is mandatory and participation in discussions is expected. Readings will be drawn from periodicals, arts journals, arts blogs and the regular media. Readings will be assigned weekly. All articles and links will be posted online.

There will be a short mid-term assignment and a much more detailed final assignment, which can either be an analysis of an existing arts organization or a business plan for the creation of a new organization. Full details will be provided in class.

Two in-class assignments: (September 29, November 10)	10%
Four short assignments (Due September 10, October 4, October 18, November 6,)	20%
Mid-term assignment: (Due November 3)	10%
Major Paper or Project (Due December 3)	30%
Final Exam (t.b.a.)	30%

COURSE SCHEDULE

Date	Week	Lecture	Topic covered
September 15	1	Introduction and Overview	
September 22	2	Challenges in the Arts Environment	<ul style="list-style-type: none"> • Defining "The Arts" • The arts and culture industries today • The Arts business environment vs. the for-profit business environment • Types of not-for-profit organizations

			<ul style="list-style-type: none"> • Types of arts organizations • The future of the arts and cultural industries • The many facets of arts management and administration • Implications of COVID-19
September 29	3	Organizational Structure in the Arts	<p>Boards and Governance</p> <ul style="list-style-type: none"> • Board Committees • Other Committees • Board management <p>Human resources</p> <ul style="list-style-type: none"> • Staff • Volunteers • Recruiting: Attracting the right people <p>Organizational planning</p> <ul style="list-style-type: none"> • Mandate • Mission (mission statement) • Vision • Values • Goals: Development and evolution • SWOT • Incorporation • Charitable Status
October 6	4	Media and Marketing 1: Branding and Identity	<ul style="list-style-type: none"> • Media vs. Marketing • Mandate, mission and vision: practical applications • Communicating vision • Branding and Identity
October 13	5	Media and Marketing 2: Getting the message out	<ul style="list-style-type: none"> • Traditional media • Social Media • Contact lists and mailing lists • E-flyers • Rack cards and posters • The future
October 20	6	Business of the Arts	<ul style="list-style-type: none"> • Financial management • Accountability • Compliance • Taxation • Risk management
October 27		Fall break – no class	
November 3	7	Fundraising 1: The Private Sector	<ul style="list-style-type: none"> • Donors • Sponsorship • Special events • Other fundraising initiatives

			<ul style="list-style-type: none"> • Endowment funds • The changing landscape
November 10	8	Integrating into the Community	<ul style="list-style-type: none"> • Outreach • Awareness: Promoting your cause • Building audiences • Tying in media and marketing • Other organizations • Networking • Leadership <p>Arts charities compared to the broader charitable sector</p>
November 17	9	Volunteers and Staff	<ul style="list-style-type: none"> • Recruiting • Retaining volunteers • Staff and volunteer integration • Attracting and retaining the best people • Teambuilding: Management of staff and volunteers • Other members of the team • Committees • Quality controls • Accountability
November 24	10	Fundraising II: Grants and the Public Sector	<ul style="list-style-type: none"> • Government grants • Concepts of “arms length” • Foundations • Advocacy
December 1	11	Careers Paths in Arts Management	<ul style="list-style-type: none"> • The not-for-profit environment • The charitable sector • Arts organizations • For-profit arts organizations • Arts umbrella groups • Arts networks • Governmental organizations • Government agencies • The private sector: The arts and a healthy business environment

December 8	12	A. Conclusions B. Review	<ul style="list-style-type: none"> • Leadership II • Sustainability • Risk management • Teambuilding as an ongoing practice • Growth and renewal • Keeping it vital: Adapting for the future
			Review of all 12 classes
Key Dates			
November 3 – Mid-term assignment due (due by 11:00 pm)			
December 3 – Major paper or project due (due by 11:00 pm)			
December t.b.a. – Final Exam			

ADDITIONAL INFORMATION

Course Sharing Websites

Materials created for this course (including presentations and posted notes, labs, case studies, assignments and exams) remain the intellectual property of the author(s). They are intended for personal use and may not be reproduced or redistributed without prior written consent of the author(s).

Required calculator in BUSI course examinations

If you are purchasing a calculator, we recommend any one of the following options: Texas Instruments BA II Plus (including Pro Model), Hewlett Packard HP 12C (including Platinum model), Staples Financial Calculator, Sharp EL-738C & Hewlett Packard HP 10bII

Group work

The Sprott School of Business encourages group assignments in the school for several reasons. They provide you with opportunities to develop and enhance interpersonal, communication, leadership, follower-ship and other group skills. Group assignments are also good for learning integrative skills for putting together a complex task. Your professor may assign one or more group tasks/assignments/projects in this course. Before embarking on a specific problem as a group, it is your responsibility to ensure that the problem is meant to be a group assignment and not an individual one.

In accordance with the Carleton University Undergraduate Calendar (p 34), the letter grades assigned in this course will have the following percentage equivalents:

A+ = 90-100	B+ = 77-79	C+ = 67-69	D+ = 57-59
A = 85-89	B = 73-76	C = 63-66	D = 53-56
A - = 80-84	B - = 70-72	C - = 60-62	D - = 50-52
F = Below 50			

Grades entered by Registrar:

WDN = Withdrawn from the course

DEF = Deferred

Academic Regulations

University rules regarding registration, withdrawal, appealing marks, and most anything else you might need to know can be found on the university's website, here:

<http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/>

Requests for Academic Accommodation

You may need special arrangements to meet your academic obligations during the term.

For an accommodation request, the processes are as follows:

Pregnancy obligation

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website:

carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Religious obligation

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website:

carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Academic Accommodations for Students with Disabilities

If you have a documented disability requiring academic accommodations in this course, please contact the Paul Menton Centre for Students with Disabilities (PMC) at 613-520-6608 or pmc@carleton.ca for a formal evaluation or contact your PMC coordinator to send your instructor your Letter of Accommodation at the beginning of the term. You must also contact the PMC no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with your instructor as soon as possible to ensure accommodation arrangements are made. carleton.ca/pmc

Survivors of Sexual Violence

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and its survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and

to obtain information about sexual violence and/or support, visit: carleton.ca/sexual-violence-support

Accommodation for Student Activities

Carleton University recognizes the substantial benefits, both to the individual student and for the university, that result from a student participating in activities beyond the classroom experience. Reasonable accommodation must be provided to students who compete or perform at the national or international level. Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist.

<https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf>

For more information on academic accommodation, please contact the departmental administrator or visit: students.carleton.ca/course-outline

Academic Integrity

Violations of academic integrity are a serious academic offence. Violations of academic integrity – presenting another’s ideas, arguments, words or images as your own, using unauthorized material, misrepresentation, fabricating or misrepresenting research data, unauthorized co-operation or collaboration or completing work for another student – weaken the quality of the degree and will not be tolerated. Penalties may include; a grade of Failure on the submitted work and/or course; academic probation; a refusal of permission to continue or to register in a specific degree program; suspension from full-time studies; suspension from all studies at Carleton; expulsion from Carleton, amongst others. Students are expected to familiarize themselves with and follow the Carleton University Student Academic Integrity Policy which is available, along with resources for compliance at: <https://carleton.ca/registrar/academic-integrity/>.

Sprott Student Services

The Sprott student services office, located in 710 Dunton Tower, offers academic advising, study skills advising, and overall academic success support. If you are having a difficult time with this course or others, or just need some guidance on how to successfully complete your Sprott degree, please drop in any weekday between 8:30am and 4:30pm. Our advisors are happy to discuss grades, course selection, tutoring, concentrations, and will ensure that you get connected with the resources you need to succeed! <http://sprott.carleton.ca/students/undergraduate/learning-support/>

* Note that the office is physically closed. However, e-drop in is available between 8:30-4:30 until social distancing requirements are updated by the Province

Centre for Student Academic Support

The Centre for Student Academic Support (CSAS) is a centralized collection of learning support services designed to help students achieve their goals and improve their learning both inside and outside the classroom. CSAS offers academic assistance with course content, academic writing and skills development. Visit CSAS on the 4th floor of MacOdrum Library or online at: carleton.ca/csas.

Important Information:

- Students must always retain a hard copy of all work that is submitted.
 - All final grades are subject to the Dean's approval.
 - For us to respond to your emails, we need to see your full name, CU ID, and the email must be written from your valid CARLETON address. Therefore, in order to respond to your inquiries, please send all email from your Carleton CMail account. If you do not have or have yet to activate this account, you may wish to do so by visiting <https://carleton.ca/its/get-started/new-students-2/>
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