

## **MMF TENDER : Course Delivery**

- **‘DEALS RECORDING INDUSTRY & MARKETING’**
- **‘DEALS: SONG MANAGEMENT & PUBLISHING INDUSTRY’**
- **‘LIVE MUSIC INDUSTRY’**
- **‘MARKETING AND PUBLICITY’**

**Company: Music Managers Forum**

**Applications Close: Monday 11th Aug**

### **Project Description**

The MMF are looking to recruit an organisation, company or individual to deliver our refreshed course education programme. The course has evolved from our Mechanics of Music Management training, our work with the MMF Accelerator and the introduction of our Manager Certification.

You may make a proposal to deliver one or both of these courses, depending on your knowledge, experience and specialism within the industry.

Our “DEALS” courses are expected to target our GENERAL and PRO tiers of music managers and reflect content in our [DEALS GUIDE](#) and [MANAGEMENT DEALS](#)

Our LIVE AND TOURING and MARKETING & PUBLICITY courses are expected to be collaborative with the industry as well as skills based presenting current case studies, trends and advice.

We are open to ideas of how the training will be structured, but have some key aspects we would like to see included.

Please see [HERE](#) for an overview of how the courses support our overall Education Strategy.

In general our courses have been between £80-120 per day and engaged approximately 20 participants. Again we are open to your suggestions in how you propose to design, grow and deliver our training.

These courses build on our introductory course, “Essentials of Music Management” which will be delivered bi-annually and offer advanced in-depth understanding of areas within the industry and offer structured peer-to-peer networking and practical learning to strengthen our members and manager professionals.

The person/organisation will have

- A strong understanding of music management across genres and business models.

- Experience of delivering training, workshops or teaching.
- Demonstrably present dynamic course content and course structure that can be delivered both online and in person.

They will work closely with the MMF team in the design, sales and delivery of the training under the MMF name using MMF resources, MMF Associates and referring to our Code of Practice and Manager Certification as guidance. The MMF team will be responsible for the coordination of the training, including logistics, sales, marketing and communication with participants.

MMF will own all the IP of the course. This stems from MMF often being asked to help deliver courses and presentations on management at universities and conferences across the UK and beyond. MMF would like to use portions of the content where appropriate. In your proposal please factor in any preparation, or guaranteed initial contract terms.

We strive to ensure that opportunities to work with the MMF are open to all. We treat all job applications equally, regardless of age, disability, gender identity or gender expression, race, ethnicity, religion or belief, sex, sexual orientation or any other equality characteristic. We particularly encourage candidates from Black, Asian and ethnic backgrounds, as these groups are currently under-represented in the MMF team.

Prior to designing the course please familiarise yourself with the MMF Code of Practice, as well as MMF research and reports, including [Managing Expectations](#) and [Dissecting The Digital Dollar](#). More resources can be found at the [MMF website](#).

Please submit a draft outline of the course with module breakdowns as well the intended pedagogy for the course. Also provide a breakdown of costs for each module, material creation, and ideal length of contract for delivery. Please also submit your credentials/CV.

MMF will then shortlist and invite those successful in to present their course. Presentations/Interviews will take place W/C 21st-25th Aug. We are aiming to be on sale with the training in September 2025 for delivery from October 2025 - March 2026.

If you have any questions do not hesitate to reach out to

Please clearly

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