

Linking Entrepreneurship, Life Skills and Music

What are the traits of a musician that enhance daily life in non-music areas?
Read below and broaden your outlook and approach. Change your perception of skills that you have.

Entrepreneurial skills	How skill is acquired through music	Age applicable
Creative thinking and problem-solving	Working through a tough passage, Developing creative practice methods, Hearing music "in your head"	5 th grade +
Leadership	Shared responsibilities in an ensemble, Solo passages, Playing tests, Getting up in front of an audience	6 th grade+
Planning	Creating a well-developed program, Deciding what piece will be played/ rehearsed next, Being prepared for class which includes equipment, attire and being prepared to play well	6 th grade +
Decision making	Deciding who should take the lead in various passages/pieces, Deciding you are ready for a performance, Composing	6 th grade +
Organization and prioritizing	Managing many demands including: practice time, rehearsal, homework, study time and other activities, Organizing sheet music	5 th grade +

Communication (oral & written)	Talking with fellow musicians/conductor about goals, Writing program and program notes, bios and resumes	Middle and High School
Marketing and sales	Advertising to appropriate audience, Selling recordings, Presenting, Fundraising for concerts and events, Spokesperson experience	High School/University
Financial management	Self-employed (taxes), Writing contracts for gigs, Budgeting for instrument costs, travel and other expenses	High School/University
Record keeping	Tracking payments received, Keeping track of expenditures related to music career	University
Goal setting	Learning piece by performance date	5 th grade +
Business management and delegation	Dividing responsibilities within a group based on talents/interest	High school +
Being a team player and trust	Counting on others to perform, Follow a conductor or section leader	5 th grade +
Focus (details <i>and</i> big picture)	Practice at home and in rehearsals allows for success in concert	High school +
Customer service	Speaking with the audience, Meeting with management, Delivering high quality product (your performance); Working well with others to interpret their goals (especially the conductor/composer)	High school +

Creating opportunities/initiative	Perform well and having a unique product, Marketing leads to more opportunities (gigging, teaching)	High school +
Sharing knowledge	Teaching younger (and older) students, Making comments to audience	7 th grade +
People skills	Meet and greet after concert, Meeting with/making arrangements with management at venue	5 th grade +
Network building	Networking at professional association events, Staying in touch with classmates, Meeting other achievers	High School+
Assemble a strong team	Having strong players in every chair, Including those with skills in addition to making great music (marketing, accounting, etc)	High School+
Taking risks/courage	Trying a new work, Commissioning a piece, Going to a competition	High School+
Competition/coping skills	Playing tests, Competitions, Getting up in front of an audience	High school+
Responsibility	Coming prepared, Doing your share, Meeting high expectations for quality	High school+
Productivity	Applying oneself in music study, Positive feedback in group dynamics and performances	5 th grade +
Improvisation/flexibility	Used in some types of music such as jazz	High school+

Life Skills	Music Teaching	
Conversation/positive attitude	Working with musicians, teachers, other students and people who are passionate	5 th grade +
Discipline and timeliness	Prepared and on time for classes and rehearsals	5 th grade +
Self-sufficiency	Practice, on own, at home, Feeling good about accomplishing a task	5 th grade +
Ability to present	Introduce yourself, your piece and composer at concert	5 th grade +
Professional appearance	Looking your best for class and for performances	5 th grade +
Financial responsibility	Saving your money to purchase supplies, music, pay for lessons	5 th grade +
Attentiveness, confidence, consideration and eye contact	Ability to perform in lessons and on stage	5 th grade +
Listening/observation	Knowing that we all have a lot to learn, Paying special attention to your teacher during lessons	5 th grade +
Initiative	Going on to the next page in practice book, Learning on your own	5 th grade +
Setting a value for yourself and how people treat you/ self-esteem	Knowing that you are a talented individual and treating others the way that you would like to be treated	5 th grade +
Concern/respect for the comfort and rights of others, and good manners	Practicing at home and being mindful of how sound/volume impacts others.	5 th grade +
Image/self-confidence	Conduct yourself appropriately in public and on stage, Feeling good about yourself, Having an excellent product (your music)	5 th grade +

Introductions/networking	Getting to know peers in music, Finding mentors	5 th grade +
React effectively to change	Listening carefully to remarks made by teacher	5 th grade +
Career path and job search	Completing coursework, Assembling resume and audition tape	High School+
Punctuality	Showing up for rehearsal/lessons on time	5 th grade +
Conflict resolution	Working through difficult issues with other ensemble members/classmates	5 th grade +
Negotiation	Deciding how to play a passage when members have differing ideas of how it should sound	High school+
Decision making	Deciding whether or not to take a gig, Prioritizing obligations and other activities	5 th grade +
Team work	Playing in any ensemble, Knowing each member's part is important, Showing up and being prepared	5 th grade +
Perseverance/dedication	Learning little by little to be good at playing music, Seeing results over weeks and years	5 th grade +
Accomplishing a task	Making daily progress and getting to the point of completion	5 th grade +
Thinking creatively	Making your group unique, Interpreting a piece	High school+
Following through	Getting the gig, Preparing and performing beautifully	5 th grade +
Memorization	Learning to absorb notes and concepts completely	5 th grade +

Self-expression	Learning dynamic markings and personal interpretations	High school +
Coordination	Hand, eye, body posture with mental activity	High school +
Cultural Awareness	Learning about other cultures and diverse peoples through the music played	5 th grade +

