

Third Vienna Music Business Research Days

Call for Papers: Young Scholars' Workshop

Vienna, June 29, 2012

Once again the **Young Scholars' Workshop**, as part of the third Vienna Music Business Research Days, invites **young researchers' to submit paper abstracts of all disciplines** exploring questions that help understand economic and managerial problems as well as processes of the **music business sector** and in the field of **music management**.

There are many questions that call for investigation and need to be discussed in music business research, for example:

- What drives innovation in the music business sector?
- How can we scientifically understand and differentiate music business models?
- What do we know about critical success factors? Have the success factors changed over time – and has music business (entrepreneurship) changed in general?
- What rationalities affect this very “personal” industry?
- Has the crisis changed the management of music business?
- What can we learn about the customer's willingness to pay for music recordings or related goods?
- Who will control the future music market, e.g. startups or *Apple*?
- And how can music business research support efforts for innovative business models?
- ...

These research questions are **not exhaustive**, papers may also address other aspects.

We strongly encourage submissions from students at all levels of the MA & PhD. The workshop organizers Prof. Dr. Carsten Winter (University of Music, Drama and Media Hanover) and Prof. Dr. Peter Tschmuck (University of Music and Performing Arts Vienna) welcome collaborative (co-authored, co-facilitated, co-led) work.

Abstracts (of about 1,000 characters) are due by **December 31, 2011** and **full papers** (15-30 pages) are due by **May 2, 2012**. Only abstracts and papers submitted on time will be considered.

A **maximum of 12 papers** will be selected for presentation to guarantee a workshop atmosphere. The sessions will combine paper presentations and discussions including interactive elements. The information on the acceptance of the paper proposal will be sent latest until **January 31, 2012**.

Please email your submission to viennamusicresearch@ijk.hmtm-hannover.de

Paper proposals and final papers must be submitted in pdf-format and should include contact information, at least affiliation, e-mail address, telephone number and postal address of the author(s).

In cooperation with:

