



Presented by
Falconbury

Music Licensing in Business Premises: A Practical Look

21 November 2025

+ 2 June 2026, 1 December 2026

Master music licensing essentials through real industry documents. Led by expert lawyer Mark Weston, this 90-minute session offers a practical look at music licensing in business premises.



Format:
Live online



CPD:
1.5 hours for your records



Certificate of completion

Overview

In this 90-minute session, participants will be shown how to apply the key concepts from the the sessions on copyright and collecting societies to music licensing in business

premises. By analysing example industry documents, participants will explore how copyright law, collecting societies, and contractual terms function *in practice*.

Benefits of attending

- **Understand** how music licensing applies in business premises
- **Develop** skills to interpret contractual terms effectively
- **Understand** how rights management and revenue collection are structured in industry documents
- **Enhance** confidence in handling legal and licensing aspects of media projects

Who should attend?

- Lawyers, legal professionals and rights management experts specialising in intellectual property, but looking to work more specifically in the media area
- Publishers, broadcasters and distributors needing an overview or refresher
- Musicians (performers, producers and songwriters), filmmakers and TV producers wanting a clearer understanding of the legal side of the media and entertainment industries

Presenter



Mark Weston

Mark Weston has run his own law firm, Weston Legal, since 1 January 2024. He is also a consultant at Hill Dickinson LLP where he joined in February 2016 as a partner and Head of its Commercial, TMT & IP Practice. Before that, he was a partner and Head of the Commercial/IP/IT Team at Matthew Arnold & Baldwin LLP and before that, he spent several years at Baker & McKenzie in London and Chicago and has also previously been seconded to Hewlett Packard and other technology businesses. He changed role to become a consultant in Hill Dickinson's London office in January 2024.

Expertise: Mark's practice covers both non-contentious and contentious matters in all areas of commercial law, intellectual property law, information technology law, Internet, electronic commerce and on-line services law. He specialises in commercial and Tech issues. Mark is used as a 'trusted adviser' by many clients in all sorts of businesses and often acts as 'private practice in-house counsel' for many clients. He specialises in tech and internet businesses.

Clients: Just some of Mark's more well-known clients include Elstree Film Studios, RTL Group S.A., Sykes Cottages, Retailcorp Brands LLC, The Gulf Marketing Group, Moneytint Limited and the BBC.

Some detail: Mark has extensive experience in advising clients on all manner of commercial matters (such as business planning and solutions, franchising, distribution, agency and marketing) through branding and intellectual property exploitation and licensing, to advice and documentation regarding hardware and software issues (such as development, licensing, maintenance and distribution, SaaS and cloud, Internet transactional solutioning, B2B, B2C and B2G electronic commerce, S-commerce and M-Commerce, social media, outsourcing, facilities management, procurement, IT policies, data protection (privacy), GDPR and freedom of information issues as well as artificial intelligence (AI)). He has a particular expertise in new digital business and revenue streams. He is also experienced in dealing with software disputes and IT litigation. The increasingly extensive media side of his practice relates primarily to publishing (both real world and digital content), to games and gaming platforms (and particularly transmedia technologies), advising companies about their advertising onscreen, online and in print and managing their public communications strategies generally (dealing with the CMA and ASA in the process) – and also a smattering of television, film and music exploitation. Recently he has been very active in AI advice.

More unusual:

Mark has previously spent several months on secondment to Hewlett Packard and he has also been seconded to assist in the legal problems arising in new technology companies such as Symbian. From 2000 to 2001, Mark was resident in the Chicago office of Baker & McKenzie advising US clients on European and UK aspects of IT and electronic commerce law and practice.

Mark is the author of the *Legal Practice Companion*, a parallel text book used at several law schools, the editor of the *IP and Media Law Companion* as well as the rest of the Companion series of books published by Bloomsbury Professional, Tottels, Cavendish Publishing and Oxford University Press. He has noted numerous reports for the *IT Law Reports* and is widely published in *Computing*, *Computers & Law*, *Computer Law & Security Report*, *IT Law Today*, *Intellectual Property World*, *Solicitors Journal* and many other journals both online and offline. Mark has also authored articles syndicated in the national and trade press and is regularly quoted in national newspapers and is heard on radio as an expert in his fields. Mark is the author of the *Business Names on the Internet* chapter in the *PLC Ecommerce Manual* as well as numerous other articles on various Commercial & IT law topics.

Mark lectures regularly on all Commercial, IP and IT law topics, including at the IBC IT 'Summer School' Programme in Cambridge, England; the Falconbury and MBL two-day and three-day Commercial Contracts seminars (run several times a year) and IT Contracts seminars (run three times a year) in London; and he has previously lectured at the Annual On-line & Internet Commerce Law Institute seminar in Chicago and tutored at University College London. He also runs a programme of bespoke training schemes on commercial law, IP law, IT law, AI law and data law as well as soft skills programmes such as negotiation skills and presentation skills.

Finally, you may have seen that Mark likes blogging and writing books, which are available at all good bookshops! He also appears regularly on BBC1 (usually providing advice on-screen to BBC Watchdog) and also on Sky News as a legal commentator, as well as trying to avoid the huge quantity of pink powder the TV make-up girls want to apply to his increasingly receding hairline.

Course dates

21 November 2025

Live online

12:00-13:30 **UK (London)** (UTC+00)

Course code 16659

GBP **175** ~~200~~

EUR **245** ~~280~~

USD **280** ~~320~~

Until 14 Nov

2 June 2026

Live online

11:00-12:30 **UK (London)** (UTC+01)

Course code 16682

GBP **175** ~~200~~

EUR **245** ~~280~~

USD **280** ~~320~~

Until 28 Apr

1 December 2026

Live online

11:00-12:30 **UK (London)** (UTC+00)

Course code 16685

GBP **175** ~~200~~

EUR **245** ~~280~~

USD **280** ~~320~~

Until 27 Oct

How to book



Online:

ipi.academy/3218

Alternatively contact us to book, or if you have any queries:



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Further information

Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

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IPI
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