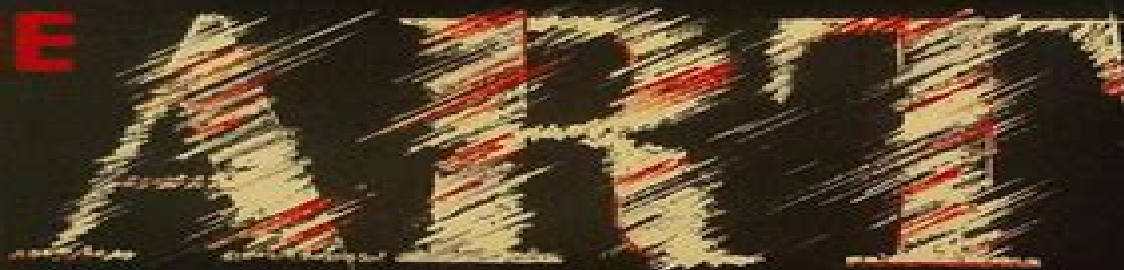


The Powers
Behind the Scene
Tell How the Art
World Works

THE



DEALERS

Laura
de Coppet

Alan
Jones

Art Dealers The Powers Behind The Scene Tell How The Art World Really Works

Ann Fensterstock



Art Dealers The Powers Behind The Scene Tell How The Art World Really Works:

The Art Dealers Laura De Coppet, Alan Jones, 1984 Thirty two contemporary art dealers talk about their careers trends in modern art and their opinions on art history and evaluation

Cool Careers Without College for People Who Love to Buy Things Edson Santos, 2006-08-15 Explores the careers available to people who love to shop including wardrobe stylist antiques or art dealer and mystery shopper

Art Market Research Tom McNulty, 2013-12-27 This book is for art market researchers at all levels A brief overview of the global art market and its major stakeholders precedes an analysis of the various sales venues auction commercial gallery etc Library research skills are reviewed and advanced methods are explored in a chapter devoted to basic market research Because the monetary value of artwork cannot be established without reference to the aesthetic qualities and art historical significance of our subject works two substantial chapters detail the processes involved in researching and documenting the fine and decorative arts respectively and provide annotated bibliographies Methods for assigning values for art objects are explored and sources of price data both in print and online are identified and described in detail In recent years art historical scholarship increasingly has addressed issues related to the history of art and its markets a chapter on resources for the historian of the art market offers a wide range of sources Finally provenance and art law are discussed with particular reference to their relevance to dealers collectors artists and other art market stakeholders

Art on the Block Ann Fensterstock, 2025-06-25 A fascinating tour of the last five decades of contemporary art in New York City showing how artists are catalysts of gentrification and how neighborhoods in turn shape their art with special insights into the work of artists such as Jean Michel Basquiat Cindy Sherman and Jeff Koons Stories of New York City's fabled art scene conjure up artists' lofts in SoHo studios in Brooklyn and block after block of galleries in Chelsea But today no artist can afford a SoHo loft Brooklyn has long gentrified and even the galleries of Chelsea are beginning to move on Art on the Block takes the reader on a journey through the neighborhoods that shape and are shaped by New York's ever evolving art world Based on interviews with over 150 gallery directors as well as the artists themselves art historian and cultural commentator Ann Fensterstock explores the genesis expansion maturation and ultimate restless migration of the New York art world from one initially undiscovered neighborhood to the next Opening with the colonization of the desolate South Houston Industrial District in the late 1960s the book follows the art world's subsequent elopements to the East Village in the 80s Brooklyn in the mid 90s Chelsea at the beginning of the new millennium and most recently to the Lower East Side With a look to the newest neighborhoods that artists are just now beginning to occupy this is a must read for both art enthusiasts as well as anyone with a passion for New York City

A Handbook of Cultural Economics Ruth Towse, 2011-01-01 The second edition of this widely acclaimed and extensively cited collection of original contributions by specialist authors reflects changes in the field of cultural economics over the last eight years Thoroughly revised chapters alongside new topics and contributors bring the Handbook up to date taking into account new research

literature and the impact of new technologies in the creative industries The book covers a range of topics encompassing the creative industries as well as the economics of the arts and culture and includes chapters on economics of art including auctions markets prices anthropology artists labour markets creativity and the creative economy cultural districts cultural value globalization and international trade the internet media economics museums non profit organisations opera

performance indicators performing arts publishing regulation tax expenditures and welfare economics **The Rise and Fall of American Art, 1940s-1980s** Assoc Prof Catherine Dossin,2015-03-28 This book challenges the perception of New York as the undisputed center of the art world between the end of World War II and the fall of the Berlin Wall a position of power that brought the city prestige money and historical recognition In her transnational and interdisciplinary study Dossin analyses changing distributions of geopolitical and symbolic power in the Western art worlds a story that spans two continents forty years and hundreds of actors The Rise and Fall of American Art, 1940s-1980s Catherine

Dossin,2016-03-03 In The Rise and Fall of American Art 1940s 1980s Catherine Dossin challenges the now mythic perception of New York as the undisputed center of the art world between the end of World War II and the fall of the Berlin Wall a position of power that brought the city prestige money and historical recognition Dossin reconstructs the concrete factors that led to the shift of international attention from Paris to New York in the 1950s and documents how peripheries such as Italy Belgium and West Germany exerted a decisive influence on this displacement of power As the US economy sank into recession in the 1970s however American artists and dealers became increasingly dependent on the support of Western Europeans and cities like Cologne and Turin emerged as major commercial and artistic hubs a development that enabled European artists to return to the forefront of the international art scene in the 1980s Dossin analyses in detail these changing distributions of geopolitical and symbolic power in the Western art worlds a story that spans two continents forty years and hundreds of actors Her transnational and interdisciplinary study provides an original and welcome supplement to more traditional formal and national readings of the period **High Art Down Home** Stuart Plattner,1996 Met lit opg Met reg

Case study of the St Louis art market The author has interviewed the local artists dealers and collectors **Women Art Dealers** Véronique Chagnon-Burke,Caterina Toschi,2024 Through a range of case studies this book challenges male dominant art market history by exploring how female dealers worked to promote international art and acted as key agents in the development of the modern global art market Get the Picture Bianca Bosker,2025-04-15 AN INSTANT NEW YORK TIMES BESTSELLER NAMED A BEST BOOK OF 2024 BY NPR TIME AND THE ECONOMIST Get the Picture is one of the funniest books I ve read Brilliant The Washington Post A gripping and often hilarious investigation into the art world Bosker goes full Tom Wolfe TIME Funny whip smart and gorgeously written Get the Picture will forever transform the way you see I loved every word Suleika Jaouad New York Times bestselling author of Between Two Kingdoms The New York Times bestselling author of Cork Dork takes readers on another fascinating hilarious and revelatory journey this time burrowing

deep inside the secretive world of art and artists An award winning journalist obsessed with obsession Bianca Bosker's existence was upended when she wandered into the art world and couldn't look away Intrigued by artists who hyperventilate around their favorite colors and art fiends who max out credit cards to show hunks of metal they think can change the world Bosker grew fixated on understanding why art matters and how she or any of us could engage with it more deeply In *Get the Picture* Bosker throws herself into the nerve center of art and the people who live for it gallerists collectors curators and of course artists themselves the kind who work multiple jobs to afford their studios while scrabbling to get eyes on their art As she stretches canvases until her fingers blister talks her way into A list parties full of billionaire collectors has her face sat on by a nearly naked performance artist and forces herself to stare at a single sculpture for hours on end while working as a museum security guard she discovers not only the inner workings of the art canonization machine but also a more expansive way of living Probing everything from cave paintings to Instagram and from the science of sight to the importance of beauty as it examines art's role in our culture our economy and our hearts *Get the Picture* is a rollicking adventure that will change the way you see forever

Economics of Art Auctions Gianfranco Mossetto, Marilena Vecco, 2002

Taking Aim! Marysol Nieves, 2011 *Taking Aim* The Business of Being an Artist Today is a practical affordable resource guide filled with invaluable advice for the emerging artist The book is specially designed to aid visual artists in furthering their careers through unfiltered information about the business practices and idiosyncrasies of the contemporary art world It demystifies often daunting and opaque practices through first hand testimonials interviews and commentary from leading artists curators gallerists collectors critics art consultants arts administrators art fair directors auction house experts and other art world luminaries Published in celebration of the 30th anniversary of Artist in the Marketplace AIM the pioneering career development program at the Bronx Museum of the Arts *Taking AIM* The Business of Being an Artist Today mirrors the structure and topics featured in the AIM program's weekly workshops and discussions Each chapter focuses on the specific perspective of an art world insider from the artist to the public art program director to the blogger Multiple viewpoints from a range of art professionals provide emerging artists with candid uncensored information and tools to help them better understand this complex field and develop strategies for building and sustaining successful careers as professional artists The book ends with an annotated chronology of the past three decades in the contemporary art field and a bibliography of publications magazine articles online sources funding sources residency programs and other useful information for emerging artists

Sublime Economy Jack Amariglio, Joseph W. Childers, Stephen E. Cullenberg, 2008-11-25 Bringing together economists literary and art critics philosophers sociologists and others this book fosters the emergence of a rich set of concerns about the intersections of art aesthetics and economics

Museums and Communities Ivan Karp, Christine Mullen Kreamer, Steven Levine, 2013-09-03 Contributors to this volume examine and illustrate struggles and collaborations among museums festivals tourism and historic preservation projects and the communities they represent and serve Essays include

the role of museums in civil society the history of African American collections and experiments with museum community dialogue about the design of a multicultural society Basquiat Dieter Buchhart, Fiona Hesse, Michiko Kono, Regula Moser, Demetrio Paparoni, Jordana Moore Saggese, 2023-01-01

Unzählige Publikationen und Ausstellungen beschäftigen sich mit Jean Michel Basquiats Leben und Werk doch eine Episode blieb bisher weitgehend unberücksichtigt Im Sommer 1982 reiste der New Yorker Künstler auf Einladung des Galeristen Emilio Mazzoli für eine seiner früheren Einzelausstellungen in Europa ins italienische Modena Innerhalb weniger Tage malte er dort eine Gruppe großformatiger Gemälde die sein vorheriges Schaffen nicht nur hinsichtlich ihres Maßstabes übertrafen Jeweils mindestens zwei mal vier Meter groß markieren sie den Übergang vom Graffiti Sprayen in den Straßen Manhattans zum Malen auf Leinwand Zugleich sind sie Ausdruck des Findens einer Identität als Künstler Die Gemälde darunter Meisterwerke die heute als die Herausragendsten seines Œuvres gelten wurden nie zusammen gezeigt Dieser Katalog beleuchtet mit Basquiats Italienaufenthalt einen entscheidenden Moment in seiner Karriere und führt die acht Gemälde erstmals wieder zusammen *The Lofts of SoHo* Aaron Shkuda, 2024-06-19

A groundbreaking look at the transformation of SoHo American cities entered a new phase when beginning in the 1950s artists and developers looked upon a decaying industrial zone in Lower Manhattan and saw not blight but opportunity cheap rents lax regulation and wide open spaces Thus SoHo was born From 1960 to 1980 residents transformed the industrial neighborhood into an artist district creating the conditions under which it evolved into an upper income gentrified area Introducing the idea still potent in city planning today that art could be harnessed to drive municipal prosperity SoHo was the forerunner of gentrified districts in cities nationwide spawning the notion of the creative class In *The Lofts of SoHo* Aaron Shkuda studies the transition of the district from industrial space to artists enclave to affluent residential area focusing on the legacy of urban renewal in and around SoHo and the growth of artist led redevelopment Shkuda explores conflicts between residents and property owners and analyzes the city's embrace of the once illegal loft conversion as an urban development strategy As Shkuda explains artists eventually lost control of SoHo's development but over several decades they nonetheless forced scholars policymakers and the general public to take them seriously as critical actors in the twentieth century American city *Talking Prices* Olav Velthuis, 2007-08-19

How do dealers price contemporary art in a world where objective criteria seem absent *Talking Prices* is the first book to examine this question from a sociological perspective On the basis of a wide range of qualitative and quantitative data including interviews with art dealers in New York and Amsterdam Olav Velthuis shows how contemporary art galleries juggle the contradictory logics of art and economics In doing so they rely on a highly ritualized business repertoire For instance a sharp distinction between a gallery's museumlike front space and its businesslike back space safeguards the separation of art from commerce Velthuis shows that prices far from being abstract numbers convey rich meanings to trading partners that extend well beyond the works of art A high price may indicate not only the quality of a work but also the identity of collectors who bought it before

the artist's reputation was established. Such meanings are far from unequivocal. For some a high price may be a symbol of status; for others it is a symbol of fraud. Whereas sociological thought has long viewed prices as reducing qualities to quantities, this pathbreaking and engagingly written book reveals the rich world behind these numerical values. Art dealers distinguish different types of prices and attach moral significance to them. Thus the price mechanism constitutes a symbolic system akin to language.

Reign of Appearances Ari Adut, 2018-03-15 The public sphere can undermine liberal democracy, law, and morality. But it also liberates us from the bondages of private life and fosters a vital aesthetic experience.

How to Start and Run a Commercial Art Gallery (Second Edition) Edward Winkleman, Patton Hindle, 2018-11-13 A comprehensive guide. Artspace. Whether you are new to the business or a seasoned gallerist, it is always wise to remember the essentials. Leigh Conner, director, Conner Contemporary Art. Aspiring and new art gallery owners can find everything they need to plan and operate a successful art gallery with *How to Start and Run a Commercial Art Gallery*. This new edition has been updated to mark the changes in market and technology over the past decade. Edward Winkleman and Patton Hindle draw on their years of experience to explain step by step how to start your new venture. From finding the ideal locale and renovating the space to writing business plans and securing start-up capital, this helpful guide has it all. Chapters detail how to: Manage cash flow; Grow your new business; Hire and manage staff; Attract and retain artists and clients; Represent your artists; Promote your gallery and artists online; Select the right art fair; And more. *How to Start and Run a Commercial Art Gallery, Second Edition* also includes sample forms, helpful tips from veteran collectors and dealers, a large section on art fairs, and a directory of art dealer associations.

O'Neill Louis Scheaffer, 2002-08-19 The most lauded playwright in American history, Eugene O'Neill (1888-1953) won four Pulitzer Prizes and a Nobel Prize for a body of work that includes *The Iceman Cometh*, *Mourning Becomes Electra*, *Desire Under the Elms*, and *Long Day's Journey into Night*. His life, the direct source for so much of his art, was one of personal tumult from the very beginning. The son of a famous actor and a quiet, morphine-addicted mother, O'Neill had experienced alcoholism, a collapse of his health, and bouts of mania while still a young man. Based on years of extensive research and access to previously untapped sources, Scheaffer's authoritative biography examines how the pain of O'Neill's childhood fed his desire to write dramas and affected his artistically successful and emotionally disastrous life.

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