

The Artists Guide To The Art Market

Tom McNulty

The Artists Guide To The Art Market:

Art Market Research Tom McNulty, 2013-12-19 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 The Artist's Guide to the **Art Market** Betty Chamberlain, 1983 The Artist's Guide to His Market Betty Chamberlain, 1979 The Artist's Guide to New Markets Peggy Hadden, 1998 Equally valuable to emerging and established artists this practical guide discusses alternative means by which artists can build or expand their careers beyond the gallery market The useful information that fills these pages includes instructions for writing proposals and selling art to clients most artists would never consider approaching Some of the ideas are designing stamps for the U S Postal Service selling art though architects and interior designers placing art in corporate and public settings and gaining access to online galleries The Artist's Guide Tackie Battenfield, 2009-06-09 Gallery director artist and lecturer Jackie Battenfield offers expert advice on how to develop a sustained and rewarding career as a visual artist The Artist's Guide to Selling Work Annabelle Ruston, 2013-12-05 A one stop resource containing everything artists need to know to sell their work. This best selling guide provides all the advice you need to sell your work in today s competitive market This fantastic new edition has been updated with essential advice on how to make full use of digital opportunities for selling your work such as social networking and e marketing It contains information and suggestions about Selecting and approaching galleries Pricing and payments Royalty rates and financial management Sample contracts and other legal considerations Creating a website and maximising hits Mastering social media to increase your visibility Managing sales via online stores such as Etsy Folksy or eBay Printing your own reproductions and marketing them With a foreword by Mary Ann Rogers one of Britain's most acclaimed watercolour painters who was awarded Best Selling Published Artist by the Fine Art Trade Guild in 2009 The A-Z of the International Art Market Tom Flynn, 2016-11-03 A comprehensive wide ranging and historically well informed account Charles Saumarez Smith Royal Academy of Arts It is estimated that there are over 300 000 companies involved in the world's art market employing around 2 8 million people But the art world carries a veneer of mystery and secrecy that many people find daunting and the language

used by market insiders can be alienating and confusing to those new to the art market The A Z of the International Art Market not only clarifies useful terms and definitions but also represents a significant contribution to the fast developing processes of transparency and democratisation in the global art business Comprising art market terms and core concepts both historical and contemporary this book is a long awaited reference source that offers a unique introduction to a dynamic business sector The A Z of the International Art Market provides an accessible and thorough insight into critical areas of market practice and custom that anyone involved in the art market will find useful and enlightening
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Art Market Research: A Guide to Methods and Sources Tom McNulty,2006 From the gallery to the auction house this book explores the major venues of art acquisition It introduces basic terminology for the art collector and covers the basics of artwork analysis and documentation including a concise overview of database researching methods and online resources Provided by publisher

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