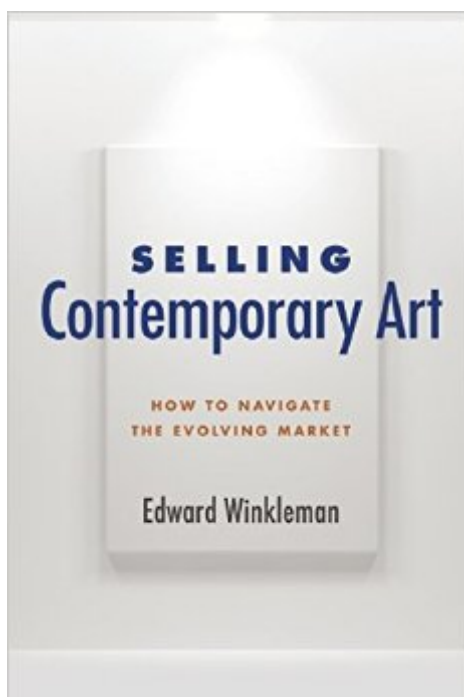


The book was found

# Selling Contemporary Art: How To Navigate The Evolving Market



## Synopsis

A sophisticated examination of today's contemporary art market from an art dealer's point of view, this new book focuses on recent changes in the quickly evolving market. With an emphasis on how the market responded to the global recession that began in 2008, gallery owner Edward Winkleman moves from an examination of the factors beyond the individual dealer's command to those that the dealer can control. Sections cover: The rise of the art fair The rise of the mega gallery New online competition Models of post-brick-and-mortar art dealing Art dealers as art fair organizers Collaboration in a new era Coverage is also given to the specifics of contracts contemporary art dealers may need, including an examination of a variety of contracts for representation, consignment, and new forms of contemporary art. Exhibiting a wide range of interviews with international experts including dealers, collectors, art-fair directors, journalists, and online art entrepreneurs, *Selling Contemporary Art* is a must-read for gallery owners, dealers, and artists affected by the rapid innovations in the art-dealing industry. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

## Book Information

Hardcover: 360 pages

Publisher: Allworth Press (September 1, 2015)

Language: English

ISBN-10: 1621534626

ISBN-13: 978-1621534624

Product Dimensions: 6.1 x 1.4 x 9.1 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 stars [See all reviews](#) (4 customer reviews)

Best Sellers Rank: #355,966 in Books (See Top 100 in Books) #133 in [Books > Arts &](#)

[Photography > Business of Art](#) #2754 in [Books > Arts & Photography > History & Criticism >](#)

[History](#) #93557 in [Books > Reference](#)

## Customer Reviews

This is a great read and very helpful to understand the current market and how it reflects everyone including the artist. Although it is not written for artists one can understand how the market reflects mid level decisions and how they do effect an artist's career. This book certainly defines what's happening out there in the big wild world of Contemporary Art in a range that is digestible.

This is a great book. Anyone anticipating a career in the fine arts needs take a look.

Great and insightful

Buy it if you are or want to be a gallerist!

[Download to continue reading...](#)

Selling Contemporary Art: How to Navigate the Evolving Market Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Smart Investor: Warren Buffett Way: How to know the stock market has bottomed? (Market Crash, Intelligent Investor, Stock Market, Financial Freedom, Stock Valuation, Wealth Creation Book 1) Stock Market: Beginner's Guide to Stock Trading: Everything a Beginner Should Know About the Stock Market and Stock Trading (Stock Market, Stock Trading, Stocks) Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) The App Generation: How Today's Youth Navigate Identity, Intimacy, and Imagination in a Digital World The New Puberty: How to Navigate Early Development in Today's Girls The New Generation Breast Cancer Book: How to Navigate Your Diagnosis and Treatment Options-and Remain Optimistic-in an Age of Information Overload Emergency Care and Transportation of the Sick and Injured (Book & Navigate 2 Essentials Access) The Baby Boomers' Retirement Survival Guide: How To Navigate Through The Turbulent Times Ahead People Tactics: Become the Ultimate People Person - Strategies to Navigate Delicate Situations, Communicate Effectively, and Win Anyone Over (People Skills) People Tactics: Strategies to Navigate Delicate Situations, Communicate Effectively, and Win Anyone Over How To Navigate Through Federal Prison And Gain An Early Release Art of the Deal: Contemporary Art in a Global Financial Market The Art of the Deal: Contemporary Art in a Global Financial Market Researching Dance: Evolving Modes of Inquiry Stars Beneath Us: Finding God in the Evolving Cosmos Intelligence Emerging:

Adaptivity and Search in Evolving Neural Systems (MIT Press) Stripped: A Collection of Inspired Writings for the Evolving Woman Reclaiming The Menstrual Matrix : Evolving Feminine Wisdom A Workbook

[Dmca](#)