

The 12 Million Stuffed Shark The Curious Economics Of Contemporary Art

A spellbinding journey into the high-stakes world of art theft Today, art theft is one of the most profitable criminal enterprises in the world, exceeding \$6 billion in losses to galleries and art collectors annually. And the masterpieces of Rembrandt van Rijn are some of the most frequently targeted. In *Stealing Rembrandts*, art security expert Anthony M. Amore and award-winning investigative reporter Tom Mashberg reveal the actors behind the major Rembrandt heists in the last century. Through thefts around the world - from Stockholm to Boston, Worcester to Ohio - the authors track daring entries and escapes from the world's most renowned museums. There are robbers who coolly walk off with multimillion dollar paintings; self-styled art experts who fall in love with the Dutch master and desire to own his art at all costs; and international criminal masterminds who don't hesitate to resort to violence. They also show how museums are thwarted in their ability to pursue the thieves - even going so far as to conduct investigations on their own, far away from the maddening crowd of police intervention, sparing no expense to save the priceless masterpieces. *Stealing Rembrandts* is an exhilarating, one-of-a-kind look at the black market of art theft, and how it compromises some of the greatest treasures the world has ever known.

The meteoric rise of the largest unregulated financial market in the world-for contemporary art-is driven by a few passionate, guileful, and very hard-nosed dealers. They can make and break careers and fortunes. The contemporary art market is an international juggernaut, throwing off

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multimillion-dollar deals as wealthy buyers move from fair to fair, auction to auction, party to glittering party. But none of it would happen without the dealers—the tastemakers who back emerging artists and steer them to success, often to see them picked off by a rival. Dealers operate within a private world of handshake agreements, negotiating for the highest commissions. Michael Shnayerson, a longtime contributing editor to *Vanity Fair*, writes the first ever definitive history of their activities. He has spoken to all of today's so-called mega dealers—Larry Gagosian, David Zwirner, Arne and Marc Glimcher, and Iwan Wirth—along with dozens of other dealers—from Irving Blum to Gavin Brown—who worked with the greatest artists of their times: Jackson Pollock, Andy Warhol, Cy Twombly, and more. This kaleidoscopic history begins in the mid-1940s in genteel poverty with a scattering of galleries in midtown Manhattan, takes us through the ramshackle 1950s studios of Coenties Slip, the hipster locations in SoHo and Chelsea, London's Bond Street, and across the terraces of Art Basel until today. Now, dealers and auctioneers are seeking the first billion-dollar painting. It hasn't happened yet, but they are confident they can push the price there soon.

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

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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.

A private art dealer pulls back the curtain of his industry through the tale of a twelve-year quest to obtain an Andy Warhol painting, a journey spanning the 1980s and 1990s in a fascinating and bizarre industry few get to experience firsthand. Reprint. 30,000 first printing.

An insider's detailed chronicle of the inner workings of the contemporary art world. The world of contemporary art has become more globalized and transparent in the last few decades, yet it is still perceived as closed-off and obscure. In *A Year in the Art World*, Matthew Israel takes the reader on a cross-continental journey through a year in the field of art, lifting the veil on a culture that emerges as diverse, adventurous, nuanced, and meaningful. From Los Angeles and New York to Paris and Hong Kong, Israel encounters artists, curators, critics, gallerists, and institutions, uncovering the working lives of these art-world figures from the renowned to

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the unseen. Drawing on exclusive interviews and expertly researched content, Israel ventures into the inner workings of the art industry to ask: What is it that people in the art world actually do? What drives interest in working with art? How do artworks acquire value? And how has technology transformed today's art world? Anchoring the narrative in the history, economics, and cultural dynamics of the field, this fascinating story reveals how "the art world" describes a realm that is both surprisingly vast and deeply interconnected.

New York's Metropolitan Museum of Art Costume Institute Benefit Ball, run by Anna Wintour, the editor of *Vogue*, is the most difficult-to-obtain ticket for any cultural event in America- in spite of being a hundred thousand dollar, tickets + outfit evening. The size of the logo on a Louis Vuitton handbag is inversely related to its price; less expensive bags have larger logos, the most expensive has the smallest (those who matter to the owner recognize the tiny logo; those who don't, don't matter). Luxury fashion conglomerate Louis Vuitton Moët Hennessy is the second most valuable company in the European Union, after Royal Dutch Shell. In *The Curious Economics of Luxury Fashion*, economist and bestselling author Don Thompson offers these and other insights and fascinating examples in discussing the intriguing and fast-evolving world of luxury fashion. Why does one handbag sell for five times the price of another that looks and feels pretty much the same? How does a luxury label justify a runway show costing many millions of dollars, when most of the outfits paraded will never appear for sale? Why are fall fashions shown on the runway in March, and spring fashions in October? The book includes stories of the people and workings of luxury fashion, from New York, London, Paris, Milan-and in the rapidly growing markets of China. It includes a chapter on "Death by Amazon and AI", the inroads and existential threat of Amazon to the luxury fashion world as it

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previously existed.

Learn World Calligraphy has something for everyone. Whether you want scholarly insight, artistic inspiration, classroom projects, or a theme for your next party, this comprehensive, unparalleled full-color book will guide you on a virtual trip around the globe. Covering nearly all of the world's writing systems—from African to Arabic, Chinese to Greek, Hebrew to Russian, and beyond—Learn World Calligraphy offers a unique glimpse of scripts worldwide and the calligraphers who write them. Lushly illustrated with gorgeous examples of both historical and modern calligraphic designs, this book is filled with practical instruction for how key aspects of each exotic script can be applied to the English alphabet, generating calligraphic hybrids with a distinctly foreign flair. Like a new cuisine that you can't wait to cook at home, the scripts you meet in this book are sure to infuse your own calligraphy with the flavor of abroad. Bon voyage!

Why would a smart New York investment banker pay \$12 million for the decaying, stuffed carcass of a shark? By what alchemy does Jackson Pollock's drip painting No. 5, 1948 sell for \$140 million? Intriguing and entertaining, *The \$12 Million Stuffed Shark* is a Freakonomics approach to the economics and psychology of the contemporary art world. Why were record prices achieved at auction for works by 131 contemporary artists in 2006 alone, with astonishing new heights reached in 2007? Don Thompson explores the money, lust, and self-aggrandizement of the art world in an attempt to determine what makes a particular work valuable while others are ignored. This book is the first to look at the economics and the marketing strategies that enable the modern art market to generate such astronomical prices. Drawing on interviews with both past and present executives of auction houses and art dealerships, artists, and the buyers who move the market, Thompson launches the reader on a

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journey of discovery through the peculiar world of modern art. Surprising, passionate, gossipy, revelatory, *The \$12 Million Stuffed Shark* reveals a great deal that even experienced auction purchasers do not know.

Art and the Global Economy analyzes major changes in the global art world that have emerged in the last twenty years including structural shifts in the global art market; the proliferation of international art fairs, biennials and blockbuster exhibitions; and the internationalization of the scope of contemporary art. John Zarobell explores the economic and social transformations in the cultural sphere, the results of greater access to information about art, exhibitions, and markets around the world, as well as the increasing interpenetration of formerly distinct geographical domains. By considering a variety of locations—both long-standing art capitals and up-and-coming centers of the future—*Art and the Global Economy* facilitates a deeper understanding of how globalization affects the domain of the visual arts in the twenty-first century. With contributions by Lucia Cantero, Mariana David, Valentin Diaconov, Kai Lossgott, Grace Murray, Chhoti Rao, Emma Rogers and Michelle Wong.

The book examines the contemporary art system with a broad and systematic approach, through the application of models of microeconomics and industrial organizations. By breaking down the traditional barriers between different academic disciplines such as art and economics, this book offers a unique opportunity to grasp the complexities of the contemporary art world and provides the tools to conduct a structural analysis of that market. The result is an in-depth analysis of the contemporary art market from an interdisciplinary perspective. While it is not a textbook in the strictest

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sense, the book offers a concise and effective overview of all actors in the art system, and provides supporting data and valuable information, both conceptual and practical. It is therefore a text that can be used by students wishing to better understand the complex dynamics that govern the contemporary art market, but also by cultural managers, collectors, potential art investors or simply art lovers who need a quick reference.?

A fly-on-the-wall account of the smart and strange subcultures that make, trade, curate, collect, and hype contemporary art. The art market has been booming. Museum attendance is surging. More people than ever call themselves artists. Contemporary art has become a mass entertainment, a luxury good, a job description, and, for some, a kind of alternative religion. In a series of beautifully paced narratives, Sarah Thornton investigates the drama of a Christie's auction, the workings in Takashi Murakami's studios, the elite at the Basel Art Fair, the eccentricities of Artforum magazine, the competition behind an important art prize, life in a notorious art-school seminar, and the wonderland of the Venice Biennale. She reveals the new dynamics of creativity, taste, status, money, and the search for meaning in life. A judicious and juicy account of the institutions that have the power to shape art history, based on hundreds of interviews with high-profile players, Thornton's entertaining ethnography will change the way you look at contemporary culture.

Two questions are key to experiencing a work of art in a museum or exhibition: 1.) Do I

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like it? 2.) Who's it by? You need quite a few more questions if you're in an auction room or dealer's gallery, however. You'll find yourself asking, How much is it worth? How much will it be worth in five or ten years? And finally, what will people think of me if they see it hanging on my wall? Breakfast at Sotheby's is not only a guide to finding the answers to such questions, but also a glimpse into the rarely discussed financial side of the art world. Based on author Philip Hook's thirty-five years of experience in the art market, the book explores various shades of artist (including -isms, Gericault, and suicides), subject and style (from abstract art and banality through surrealism and war), "wall-power," provenance, and market weather Comic, revealing, piquant, splendid, and occasionally absurd, Breakfast at Sotheby's is a book of pleasure and intelligent observation, as engaged with art as it is with the world that surrounds it..

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Art today is defined by its relationship to money as never before. Prices of living artists' works have been driven to unprecedented heights, conventional boundaries within the art world have collapsed, and artists now think ever more strategically about how to advance their careers. Artists no longer simply make art, but package, sell, and brand it. Noah Horowitz exposes the inner workings of the contemporary art market, explaining how this unique economy came to be, how it works, and where it's headed. He takes a unique look at the globalization of the art world and the changing face of the

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business, offering the clearest analysis yet of how investors speculate in the market and how emerging art forms such as video and installation have been drawn into the commercial sphere. By carefully examining these developments against the backdrop of the deflation of the contemporary art bubble in 2008, "Art of the Deal" is a must-read book that demystifies collecting and investing in today's art market.

This compelling narrative goes behind the scenes with the world's most important living artists to humanize and demystify contemporary art. The best-selling author of *Seven Days in the Art World* now tells the story of the artists themselves—how they move through the world, command credibility, and create iconic works. *33 Artists in 3 Acts* offers unprecedented access to a dazzling range of artists, from international superstars to unheralded art teachers. Sarah Thornton's beautifully paced, fly-on-the-wall narratives include visits with Ai Weiwei before and after his imprisonment and Jeff Koons as he woos new customers in London, Frankfurt, and Abu Dhabi. Thornton meets Yayoi Kusama in her studio around the corner from the Tokyo asylum that she calls home. She snoops in Cindy Sherman's closet, hears about Andrea Fraser's psychotherapist, and spends quality time with Laurie Simmons, Carroll Dunham, and their daughters Lena and Grace. Through these intimate scenes, *33 Artists in 3 Acts* explores what it means to be a real artist in the real world. Divided into three cinematic "acts"—politics, kinship, and craft—it investigates artists' psyches, personas, politics, and social networks. Witnessing their crises and triumphs, Thornton turns a wry, analytical

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eye on their different answers to the question "What is an artist?" *33 Artists in 3 Acts* reveals the habits and attributes of successful artists, offering insight into the way these driven and inventive people play their game. In a time when more and more artists oversee the production of their work, rather than make it themselves, Thornton shows how an artist's radical vision and personal confidence can create audiences for their work, and examines the elevated role that artists occupy as essential figures in our culture.

A veteran art critic helps us make sense of modern and contemporary art The landscape of contemporary art has changed dramatically during the last hundred years: from Malevich's 1915 painting of a single black square and Duchamp's 1917 signed porcelain urinal to Jackson Pollock's midcentury "drip" paintings; Chris Burden's "Shoot" (1971), in which the artist was voluntarily shot in the arm with a rifle; Urs Fischer's "You" (2007), a giant hole dug in the floor of a New York gallery; and the conceptual and performance art of today's Ai Weiwei and Marina Abramovic. The shifts have left the art-viewing public (understandably) perplexed. In *The Art of Looking*, renowned art critic Lance Esplund demonstrates that works of modern and contemporary art are not as indecipherable as they might seem. With patience, insight, and wit, Esplund guides us through the last century of art and empowers us to approach and appreciate it with new eyes. Eager to democratize genres that can feel inaccessible, Esplund encourages viewers to trust their own taste, guts, and common

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sense. The Art of Looking will open the eyes of viewers who think that recent art is obtuse, nonsensical, and irrelevant, as well as the eyes of those who believe that the art of the past has nothing to say to our present.

"America's nerviest journalist" (Newsweek) trains his satirical eye on Modern Art in this "masterpiece" (The Washington Post) Wolfe's style has never been more dazzling, his wit never more keen. He addresses the scope of Modern Art, from its founding days as Abstract Expressionism through its transformations to Pop, Op, Minimal, and Conceptual. The Painted Word is Tom Wolfe "at his most clever, amusing, and irreverent" (San Francisco Chronicle).

Everything You Need To Know About Art, Ads, Life, God And Other Mysteries And Weren't Afraid To Ask

Though they were often ridiculed or ignored by their contemporaries, today astonishing sums are paid for their paintings. Their dazzling works are familiar to even the most casual art lovers—but how well does the world know the Impressionists as people? Sue Roe's colorful, lively, poignant, and superbly researched biography, *The Private Lives of the Impressionists*, follows an extraordinary group of artists into their Paris studios, down the rural lanes of Montmartre, and into the rowdy riverside bars of a city undergoing monumental change. Vivid and unforgettable, it casts a brilliant, revealing light on this

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unparalleled society of genius colleagues who lived and worked together for twenty years and transformed the art world forever with their breathtaking depictions of ordinary life.

What is creativity? While our traditional view of creative work might lead us to think of artists as solitary visionaries, the creative process is profoundly influenced by social interactions even when artists work alone. Sociologist Hannah Wohl draws on more than one hundred interviews and two years of ethnographic research in the New York contemporary art market to develop a rich sociological perspective of creativity. From inside the studio, we see how artists experiment with new ideas and decide which works to abandon, destroy, put into storage, or exhibit. Wohl then transports readers into the art world, where we discover how artists' understandings of their work are shaped through interactions in studio visits, galleries, international art fairs, and collectors' homes. Bound by Creativity reveals how artists develop conceptions of their distinctive creative visions through experimentation and social interactions. Ultimately, we come to appreciate how judgment is integral to the creative process, both resulting in the creation of original works while also limiting an artist's ability to break new ground. Exploring creativity through the lens of judgment sheds new light on the production of cultural objects, markets, and

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prestige.

Why would a smart New York investment banker pay twelve million dollars for the decaying, stuffed carcass of a shark? By what alchemy does Jackson Pollock's drip painting No.5 1948 sell for \$140 million? 'The \$12 Million Dollar Stuffed Shark' is the first book to look at the economics of the modern art world, and the marketing strategies that power the market to produce such astronomical prices. Don Thompson talks to auction houses, dealers, and collectors to find out the source of Charles Saatchi's Midas touch, and how far a gallery like White Cube has contributed to Damien Hirst becoming one of the highest-earning artists in the world.

Here for the first time is the history of art dealers, those extraordinary men and woman who, over centuries (and almost entirely out of the public eye), built their profession on a singular skill: identifying the intangible but infinitely desirable qualities that characterize the greatest works of art—and finding clients for whom those qualities are irresistible. Philip Hook's riveting narrative takes us from the early days of art dealing in Antwerp, where paintings were sold by weight, to the unassailable hauteur of contemporary galleries in New York, London, Paris, and beyond. Along the way, we meet a surprisingly wide-ranging cast of characters—from tailors, spies, and the occasional anarchist to scholars,

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aristocrats, and connoisseurs, some compelled by greed, some by their own vision of art—and some by the art of the deal. Among them are Joseph Duveen, who almost single-handedly brought the Old Masters to America; Paul Durand-Ruel, the Impressionists' champion; Daniel-Henry Kahnweiler, high priest of Cubism; Leo Castelli, dealer-midwife to Abstract Expressionism and Pop Art; and Peter Wilson, the charismatic Sotheby's chairman who made a theater of the auction room. Rogues' Gallery bursts with unforgettable anecdotes and astute judgments about art and artists, honed by Hook's more than forty years in the art market—making it essential reading for anyone interested in the hidden history of art.

Presents a look at the economics and psychology of the contemporary art market and examines the dominant role of a few auction houses and high-end galleries in setting its prices.

"Today's artists create work that's challenging, complicated, and often perplexing, and this book offers a guide to understanding-and enjoying- the wide range of works on display in museums and galleries worldwide. Organized alphabetically, the book includes more than two hundred works of art made in the last twenty years by living artists from all over the globe, encompassing photography, installation, sculpture, painting, video art, performance, and more. Author Michael

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Wilson explores the impact of a broad selection of the most prominent artists at work around the world, including Francis Alys, Allora & Calzadilla, Luc Tuymans, and Marina Abramovic." - Excerpt from back cover.

"This book examines the legacy of Pop art and its most celebrated exponent in the lives and work of succeeding generations of artists." --Book Jacket.

What is art worth? How can a work by Warhol be sold for more than \$100,000,000? This critically acclaimed book, newly revised, updated, and generously illustrated throughout, explains the market for art—and art's value for all of us. In *The Value of Art*, internationally renowned art dealer and market expert Michael Findlay offers a lively and authoritative tour of the art world informed by almost a half-century in the business and a passion for great art. With style and wry wit, Findlay explores how art acquires value—both commercial and social—and how these values circulate among the artists, dealers, and collectors that comprise today's complex and constantly evolving art world. In the process he demystifies how art is bought and sold while also constantly looking beyond sales figures to emphasize the primacy of art's essential, noncommercial worth. Coloring his account with wise advice, insider anecdotes involving scoundrels and scams, stories of celebrity collectors, and remarkable discoveries, Findlay has distilled a lifetime's experience in this indispensable

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guide for today's art lover.

He's quick. He's silent. He has five rows of deadly teeth. Chomp! Meet the shark—the fish who ruled the deep before dinosaurs roamed the Earth! This fish has soft cartilage so he can glide, twist, and turn before his prey can say "gulp!" He can smell a single drop of blood in 25 million drops of ocean. He can feel electricity given off by his prey. He will lose and replace more than 10,000 teeth in his lifetime. Cool photos bring kids into the shark's world. Fun facts go deep into the shark's scary science.

Suitable for sceptics, art lovers, and the millions of us who visit art galleries every year - and are confused, this book is a history of Modern Art, from Impressionism to the present day.

"Really good. Highly recommended." Andrew Marr, Radio 4: Start the Week From the author of the internationally bestselling *The \$12 Million Stuffed Shark* comes a fresh and provocative look at the high-end art market and whether it is a bubble about to burst. Within forty-eight hours in the autumn of 2014, buyers in the Sotheby's and Christie's New York auction houses spent \$1.7 billion on contemporary art. Economist and bestselling author Don Thompson cites this and other fascinating examples to explore the sometimes baffling activities of the high-end contemporary art market, examining what is at play in the exchange of vast amounts of money and what nudges

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buyers, even on the subconscious level, to imbue a creation with such high commercial value. Thompson analyses the behaviours of buyers and sellers and delves into the competitions that define and alter the value of art in today's international market, from New York to London, Singapore to Beijing. Take heed if your fortunes are tied up in stainless steel balloon dogs – Thompson also warns of a looming bust of the contemporary art price balloon. A fascinating explanation, through the field of behavioural economics, for the phenomena that is behind the incredible value of contemporary art.

Art history is more than just a collection of dates and foreign-sounding names, obscure movements and arcane isms. Every age, for the last 50,000 years has left its unique imprint on the world, and from the first cave paintings to the ceiling of the Sistine Chapel, from the Byzantine mosaics of the Hagia Sophia, to the graffiti-inspired paintings of Jean-Michel Basquiat, art history tells the story of our evolving notions of who and what we are and our place in the universe. Whether you're an art enthusiast who'd like to know more about the history behind your favorite works and artists, or somebody who couldn't tell a Titian and a De Kooning—but would like to—*Art History For Dummies* is for you. It takes you on a tour of thirty millennia of artistic expression, covering the artistic movements, major artists, and indispensable masterworks, and the world events and cultural trends that helped spawn them. With the help of stunning black-and-white photos throughout, and a sixteen-page gallery of color images, it

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covers: The rise and fall of classical art in Greece and Rome The differences between Renaissance art and Mannerism How the industrial revolution spawned Romanticism How and why Post-Impression branched off from Impressionism Constructivism, Dadaism, Surrealism and other 20th century isms What's up with today's eclectic art scene Art History For Dummies is an unbeatable reference for anyone who wants to understand art in its historical context.

With the rapid and unprecedented global expansion of the art market, new collectors are emerging every day. When buying art, whether for pure enjoyment, for investment or some other motive, few art collectors consider the practical and financial implications of owning and maintaining art, and many do not have a plan for how they might eventually dispose of it. This book, probing a number of resources and incorporating advice from top experts in the field, offers guidance on collection management and care, and serves as an important reference guide for collectors and those charged with managing collections.

A tautly paced investigation of one the 20th century's most audacious art frauds, which generated hundreds of forgeries-many of them still hanging in prominent museums and private collections today Provenance is the extraordinary narrative of one of the most far-reaching and elaborate deceptions in art history. Investigative reporters Laney Salisbury and Aly Sujo brilliantly recount the tale of a great con man and unforgettable villain, John Drewe, and his sometimes unwitting accomplices. Chief among those was

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the struggling artist John Myatt, a vulnerable single father who was manipulated by Drewe into becoming a prolific art forger. Once Myatt had painted the pieces, the real fraud began. Drewe managed to infiltrate the archives of the upper echelons of the British art world in order to fake the provenance of Myatt's forged pieces, hoping to irrevocably legitimize the fakes while effectively rewriting art history. The story stretches from London to Paris to New York, from tony Manhattan art galleries to the esteemed Giacometti and Dubuffet associations, to the archives at the Tate Gallery. This enormous swindle resulted in the introduction of at least two hundred forged paintings, some of them breathtakingly good and most of them selling for hundreds of thousands of dollars. Many of these fakes are still out in the world, considered genuine and hung prominently in private houses, large galleries, and prestigious museums. And the sacred archives, undermined by John Drewe, remain tainted to this day. Provenance reads like a well-plotted thriller, filled with unforgettable characters and told at a breakneck pace. But this is most certainly not fiction; Provenance is the meticulously researched and captivating account of one of the greatest cons in the history of art forgery.

The definitive, must-have guide to pursuing an art career—the fully revised and updated edition of *Art/Work*, now in its fourteenth printing, shares the tools artists of all levels need to make it in this highly competitive field. Originally published in 2009, *Art/Work* was the first practical guide to address how artists can navigate the crucial business

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and legal aspects of a fine art career. But the rules have changed since then, due to the proliferation of social media, increasing sophistication of online platforms, and ever more affordable digital technology. Artists have never had to work so hard to distinguish themselves—including by making savvy decisions and forging their own paths. Now Heather Bhandari, with over fifteen years of experience as a director of the popular Chelsea gallery Mixed Greens, and Jonathan Melber, a former arts/entertainment lawyer and director of an art e-commerce startup, advise a new generation of artists on how to make it in the art world. In this revised and updated edition, Bhandari and Melber show artists how to tackle a host of new challenges. How do you diversify income streams to sustain a healthy art practice? How can you find an alternative to the gallery system? How do you review a license agreement? What are digital marketing best practices? Also included are new quotes from over thirty arts professionals, updated commission legal templates, organizational tips, tax information, and advice for artists who don't make objects. An important resource for gallerists, dealers, art consultants, artist-oriented organizations, and artists alike, *Art/Work* is the resource that all creative entrepreneurs in the art world turn to for advice.

This book scrutinizes the excesses and extravagances that the 21st-century explosion of the contemporary art market brought in its wake. The buying of art as an investment, temptations to forgery and fraud, tax evasion, money laundering and pressure to produce more and more art all form part of this story, as do the upheavals in auction

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houses and the impact of the enhanced use of financial instruments on art transactions. Drawing on a series of tenaciously wrought interviews with artists, collectors, lawyers, bankers and convicted artist forgers, the author charts the voracious commodification of artists and art objects, and art's position in the clandestine puzzle of the highest echelons of global capital. Adam's revelations appear even more timely in the wake of the Panama Papers revelations, for example incorporating examples of the way tax havens have been used to stash art transactions - and ownership - away from public scrutiny. With the same captivating style of her bestselling *Big Bucks: The Explosion of the Art Market in the 21st Century*, Georgina Adam casts her judicious glance over a section of the art market whose controversies and intrigues will be of eye-opening interest to both art-world players and observers.

A consummate insider demystifies the nebulous cosmos of buying and selling art."While most who read this volume will have visited a museum, few will have gained entry into the inner sanctums of art appreciation. Guggenheim has lived her life in those occluded quarters--she has a doctorate in art history from Columbia and has worked at Christie's, Sotheby's, and the Whitney Museum of American Art--and so is ideally positioned to furnish a 'backstage pass into the art world.' Her first book is eclectically structured: it is one part instructional guide and one part work of history, all written in an almost confessional tone, exposing closely guarded secrets. ART WORLD covers a broad spectrum of subjects, including buying art at an auction, appraising a work as an

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investment, framing a piece owned, and deciding what to do with the treasure if the collector falls out of love with it or divorces. Sprinkled throughout the volume are historical vignettes--always insightful and expressed in breezy, unpretentious prose. The world of art turns out to be as bewilderingly complex as it is delightful: 'Making your way through the art world is like picking wild mushrooms: it's not always easy to differentiate what's okay from what's deadly.' Guggenheim is at the height of her powers explaining the basics of a prudent purchase; she adeptly explains the process that involves the messy intersection of art, commerce, and the navigation of a cliquy and closed universe. And while her notion of what a budget comprises is likely miles apart from the average reader's, she still delivers useful advice for the less affluent on how to think about art buying. The whole work, more than a how-to textbook, is really a passionate defense of the place of art in life--every page rings with Guggenheim's devotion to what is undoubtedly a calling. A charming passport to the unregulated art world." -Kirkus Review

"An extremely candid autobiography of Hirst presented in a series of conversations with the British writer, Gordon Burn ... intimate conversations are punctuated with art form all phases of his career chosen by Hirst himself.

Bestselling novelist David Bergen follows his Scotiabank Giller Prize—winning *The Time in Between* with a haunting novel about the clash of generations — and cultures. In 1973, outside of Kenora, Ontario, Raymond Seymour, an eighteen-

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year-old Ojibway boy, is taken by a local policeman to a remote island and left for dead. A year later, the Byrd family arrives in Kenora. They have come to stay at “the Retreat,” a commune run by the self-styled guru Doctor Amos. The Doctor is an enigmatic man who spouts bewildering truisms, and who bathes naked every morning in the pond at the edge of the Retreat while young Everett Byrd watches from the bushes. Lizzy, the eldest of the Byrd children, cares for her younger brothers Fish and William, and longs for what she cannot find at the Retreat. When Lizzy meets Raymond, everything changes, and Lizzy comes to understand the real difference between Raymond’s world and her own. A tragedy and a love story, the novel moves towards a conclusion that is both astonishing and heartbreaking. Set during the summer of the Ojibway occupation of Anicinabe Park in Kenora, *The Retreat* is a finely nuanced, deeply felt novel that tells the story of the complicated love between a white girl and a native boy, and of a family on the verge of splintering forever. It is also a story of the bond between two brothers who were separated in childhood, and whose lives and fates intertwine ten years later. A brilliant portrait of a time and a place, *The Retreat* confirms Bergen’s reputation as one of the country’s most gifted and compelling writers.

The \$12 Million Stuffed Shark delves into the economics and psychology of the

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contemporary art world – artists, dealers, auction houses, and wealthy collectors. If it's true – as so often said – that 85 percent of new contemporary art is bad, why were record prices achieved at auction for works by 131 contemporary artists in 2006 alone, with astonishing new heights reached in 2007? The \$12 Million Stuffed Shark explores money, lust, and the self-aggrandizement of possession in an attempt to determine what makes a particular work of art valuable while others are ignored. In the style of the bestselling Freakonomics, Thompson uses economic concepts to explain the unique practices employed, to great success, in the international contemporary art market. He discusses branding and marketing and how various strategies are tailored to a wealthy clientele, driving a "must-have" culture. Drawing on exclusive interviews with both past and present executives of auction houses and art dealerships, artists, and the buyers who move the market, Thompson launches the reader on a surprising journey of discovery.

In the late nineteenth century, the first discoveries of prehistoric painting were greeted with incredulity. How could there have been such deft and skillful artists in the world over 30,000 years ago? Noted art historian Nigel Spivey begins with this puzzle to explore the record of humanity's artistic endeavors and their impact on our own development. Embarking with the motto, "Everyone is an artist,"

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Spivey takes us on a quest to find out when and how we humans began to explore the deepest questions of life, using visual artforms. With the help of vivid color illustrations of some of the world's most moving and enduring works of art, Spivey shows how that art has been used as a means of mass persuasion, essential to the creation of hierarchical societies, and finally, the extent to which art has served as a mode of terror management in the face of our inevitable death. Packed with new insights into ancient wonders and fascinating stories from all around the globe, *How Art Made the World* is a compelling account of how humans made art and how art makes us human.

Whether you're an art fan, aficionado, or collector, this book should be on your required reading list. Like a textbook for a class given by all of the world's leading experts, 'Collecting Contemporary Art' will teach you everything you ever wanted to know about the contemporary art market.

Now available in an updated paperback edition, this fascinating and critically acclaimed book explains the market for art - and art's value for all of us.

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