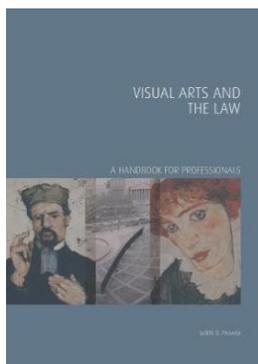




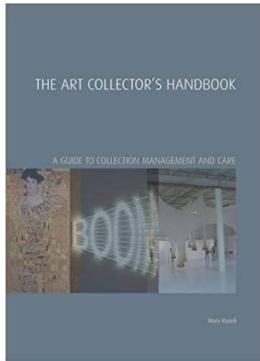
Art & Finance - Selected reading list

Collecting and investing in art



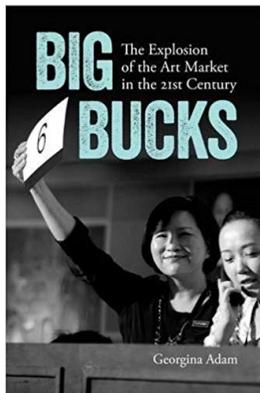
Visual Arts and the Law: A Handbook for Professionals (Handbooks in International Art Business) by Judith B. Prowda

This essential handbook offers art professionals and collectors an accessible legal analysis of important principles in art law, as well as a practical guide to legal rights when creating, buying, selling and collecting art in a global market. Although the book is international in scope, there is a particular focus on the US as a major art centre and the site of countless key international court cases. This authoritative but accessible and wide-ranging volume is essential reading for arts advisors, collectors, dealers, auction houses, museums, investors, artists, attorneys and students of art and law.



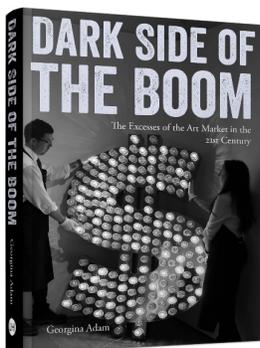
The Art Collector's Handbook: A Guide to Collection Management and Care (Handbooks in International Art Business) by Mary Rozell

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.



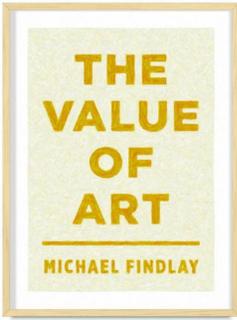
Big Bucks: The Explosion of the Art Market in the 21st Century by Georgina Adam

This highly readable and timely book explores the transformation of the modern and contemporary art market in the 21st century from a niche trade to a globalized operation worth an estimated \$50 billion a year. Drawing on her personal experience, the author describes in fascinating detail the contributions made by a range of actors and institutions to these recent developments. The book focuses on the development of auction houses into globalized, often cutthroat 'art business' firms; the emergence and modi operandi of 'mega-dealers' and middlemen; the 'new frontier' of selling art on the internet; the radical changes in the profile of art collectors; the phenomenon of the 'branded' artist and the explosion of art fairs.



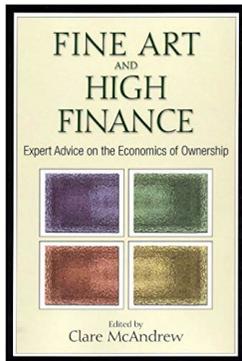
Dark Side of the Boom: The Excesses of The Art Market in The 21st Century by Georgina Adam

This book lifts the lid on some of the excesses that the 21st-century explosion of the contemporary art market brought in its wake, notably at its very top end. The buying of art as an investment, temptations to forgery, tax evasion, money laundering and pressure to produce more and more art all form part of this story, as do issues over authentication and the impact of the enhanced use of financial instruments on art transactions.



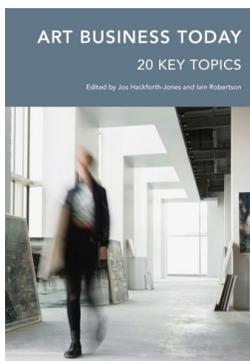
The Value of Art: Money, Power, Beauty by Michael Findlay

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.



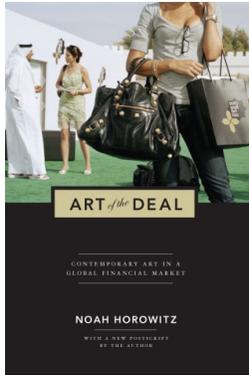
Fine Art and High Finance: Expert Advice on the Economics of Ownership by Clare McAndrew

Art and finance coalesce in the elite world of fine art collecting and investing. Investors and collectors can't protect and profit from their collections without grappling with a range of complex issues like risk, insurance, restoration, and conservation. They require intimate knowledge not only of art but also of finance.



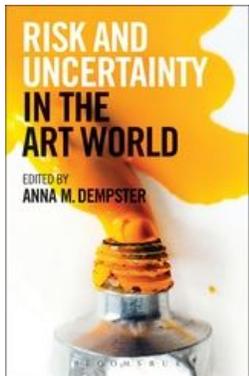
Art Business Today: 20 Key Topics (Handbooks in International Art Business) by Jos Hackforth-Jones

Art Business Today: 20 Key Topics is an accessible and comprehensive companion to the business of art written by leading experts in the field, many of them based at Sotheby's Institute of Art. It is an essential reference book for students in the areas of art business, arts management, the creative and cultural industries, art history, and general business and management. The key topics covered range from larger-scale questions about the globalization, funding, and ethics of the art market, to entries more focused on art objects themselves, such as connoisseurship, authenticity and conservation. Providing an up-to-date entree to the processes, structures, trends and peculiarities of the global art business, this book will fascinate all those unfamiliar with its opaque practices and traditions.



***Art of the Deal: Contemporary Art in a Global Financial Market* by Noah Horowitz**

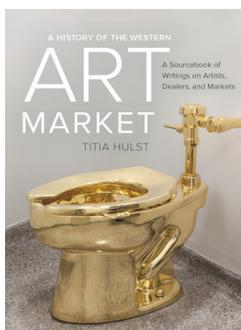
Art today is defined by its relationship to money as never before. Prices have been driven to unprecedented heights, conventional boundaries within the art world have collapsed, and artists think ever more strategically about how to advance their careers. Art is no longer simply made, but packaged, sold, and branded. In *Art of the Deal*, 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.



***Risk and Uncertainty in the Art World*, by Anna M. Dempster**

This edited book offers the first complete overview of risk in the art market by bringing together contributions from a wide range of international thought-leaders on the topic – both practitioners and leading scholars who investigate the specific types of uncertainty that exist in the art market as well as the dominant models used to manage the risks.

An essential read for both art world practitioners, as well as scholars and students, *Risk and Uncertainty in the Art Market* elucidates the dynamics and unique qualities of the art market as well as developing insights relevant to other sectors, including sociology, business and management, economics and finance.



***A History of the Western Art Market: A Sourcebook of Writings on Artists, Dealers, and Markets*, edited by Tita Hulst**

This is the first sourcebook to trace the emergence and evolution of art markets in the Western economy, framing them within the larger narrative of the ascendancy of capitalist markets. Selected writings from across academic disciplines present compelling evidence of art's inherent commercial dimension and show how artists, dealers, and collectors have interacted over time, from the city-states of Quattrocento Italy to the high-stakes markets of postmillennial New York and Beijing. This approach casts a startling new light on the traditional concerns of art history and aesthetics, revealing much that is provocative, profound, and occasionally even comic.

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