



NAVIGATING THE ART MARKET 2019

This course aims to provide museum professionals with a practical understanding of the art market through a combination of online sessions and a one-day seminar in London. Topics range from understanding the fine art market and ecosystem, how to bid at auction, to the legal aspects of acquiring art and guidance for conducting provenance and due diligence research.

Online: *Art Business*

- 7th Oct *Session One: Introduction to the Art Market*
This session aims at introducing the art market today and its history, sales at auctions and the proliferation of art fairs (physical and online). Led by Dr David Bellingham, Programme Director, MA Art Business, Sotheby's Institute of Art.
- 14th Oct *Session Two: The Art Ecosystem*
This session provides an understanding of the primary and secondary markets and the different business models in the art world. Led by Dr David Bellingham.
- 21st Oct *Session Three: Assessing Private Collections*
This session aims to consider the opportunities of acquiring art from individual collections. Various case studies analyse the sales process of individual works and large estates. Led by Dr David Bellingham.
- 28th Oct *Session Four: Tools for Navigating the Art Market*
The final online session provides various online resources for understanding and analysing the art market. Led by Dr David Bellingham.

Seminar: *Provenance and Due Diligence Research*

Venue: Sotheby's Institute of Art, 30 Bedford Square, London WC1B 3EE

1st November 2019 (Friday)

- 9.45 Welcome
Joe Watson, Director of Summer and Public Programmes, Sotheby's Institute of Art
Sarah Philip, Director of Programmes, Art Fund
- 10.00-11.15 *Title Claim Checks and Registration*
Gareth Fletcher, Programme Director, MA Art Logistics, Sotheby's Institute of Art
- 11:30-12:45 *Authentication Process and Condition Reporting*
Gareth Fletcher
- 12.45-14.00 Networking Lunch
- 14.00-15.15 *Guidance for Art Acquisitions through an Auction House*
Tom Christopherson, Consultant, Art and Law Studies, Sotheby's Institute of Art (invited)
- 15.30-16.45 Panel Discussion: *Practical Considerations for Museums Today*
- 16.45-17.30 Networking Reception

This timetable may be subject to change

For more information, please contact:

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