



Secrets of the Auction World

Summer Study New York 2018

2-week course | July 9 – July 20, 2018; Mon - Fri 2:30 pm - 5:00 pm | \$2350/2-week course

Go behind-the-scenes to learn how the auction world works. This course provides an insider's view of the way art is bought and sold on a global basis. The various positions including cataloguer, specialist and head of department are explored, including their roles in consigning, researching, establishing price estimates, managing the sale viewings of works and cultivating clients, culminating in the auction itself. The course also illuminates the complex mechanics of auctioning works, from bidding through when the gavel comes down, as well as the ways in which private sales and online platforms have changed the auction landscape.

This course will explore the following topics and more through lectures, site visits and guest speakers.*

- The Global Auction Market
- Key Players and Positions in the Auction World
- The Auction Process from Consignment to Sale
- Key Auction Terminology
- The Role of the Auctioneer
- How the Sale Process at Auction Differs from Galleries
- New Platforms and the Future of Auctions

*Specific course topics subject to change

"Best summer of my life."

*- Summer Study 2017
Student from Panama*

Instructor: Kejia Wu is a columnist for The Financial Times Chinese and an expert on the visual art market. Before joining Sotheby's Institute, she oversaw Asia projects and strategies at Sotheby's Auction House in the Office of the CEO while based in New York. Prior to that, Kejia worked in Asia for more than a decade advising various art organizations on projects including the British Museum, the Victoria and Albert Museum and the Chinese Pavilion at the 53rd Venice Biennale. She was co-founder of the East Modern Art Center (EMAC), the first nonprofit contemporary art center in Beijing, in charge of its contemporary art programs and operations. In 2015, Kejia was named by the Financial Times Chinese as a spokesperson for its "Ten Year Ten People" Anniversary in China. She holds an MBA from Yale University.

For More Information

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