



REPRESENTING ARTISTS: Roles and Responsibilities

Two-day Course | 14-15 November 2019 | Fee: £750 (Register by 17 September, 2019 for 10% off)

Designed for art professionals and artists, this two-day intensive course considers many of the issues related to successful artist representation, such as understanding the art market and its structures, the practicalities of representing artists, marketing an artist and their work, and addressing legal and contractual issues surrounding representation. Led by Institute faculty and leading practitioners in the field, the course offers valuable networking opportunities.

Thursday 14 November

- 9.30 - 10.00 Registration and Welcome
- 10.00 - 11.15 *The Art Ecosystem*
Gareth Fletcher, Programme Director, MA Art Logistics, Sotheby's Institute of Art
- 11.30 - 12.45 *Artists Working in Today's Market*
Gareth Fletcher, Programme Director, MA Art Logistics, Sotheby's Institute of Art
- 12.45 - 14.00 Lunch
- 14.00 - 15.15 *Artist Representation: Different Approaches and Alternative Models*
Stephanie Dieckvoss, Academic and Writer; Independent Arts Management Consultant and Founder, KunstBuro
- 15.30 - 17.00 *The Practicalities of Representing Artists*

Friday 15 November

- 10.00 - 11.15 *Grants Writing for Artists*
- 11.30 - 12.45 *Marketing an Artist and their Works*
- 12.45 - 14.00 Lunch
- 14.00 - 15.15 *Artists' Rights and Agreements*
- 15.30 - 17.00 Panel Discussion: *Working with Artists*

This timetable may be subject to change.

For more information, please contact:
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