



Auctioneers Who Made Art History

Ursula Bode, Barbara Bongartz, This Brunner, Walter Feilchenfeldt, Celina Fox, James Goodwin, Rose-Maria Gropp, Albert Kriemler, Daniella Luxembourg

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Procurement analysis, sales planning, customer orientation, brand management?the art market is changing more rapidly than ever before. The price that a work of art commands influences its place in the art-historical canon. Auction houses have become dominant avenues of distribution, as have art fairs, galleries and art dealers. Even today the ritual dramaturgy of the auction resembles an archaic competition, captivating participants and bystanders. At the center of the action is the auctioneer, whose performance is increasingly critical to the success of the auction. This volume tells the story of the art auction business through portraits of auctioneers. Key events in cities such as New York, Paris, Zurich, Berlin, Stuttgart and Pompeii come alive, and show how the auctioneer is emerging from the anonymity of a service provider and stepping into the limelight as a star of the show.

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