Introduction
The goal of this seminar is to be a follow-up to History of Art Markets (ARTHIST 231D; ECON 344D; VMS 242D). Here, however, the objective is to engage in advanced research on historical art markets, the emergence of new art markets, creative industries, art investment and interactions between market behavior and artistic production. Research in Art Markets involved many unanswered empirical questions that require a cross-disciplinary, methodological framework for developing new work hypothesis and empirically testable propositions. This requires a combination of humanistic, scientific and social scientific methodologies. In this seminar, students work in cross-disciplinary teams (composed of at least one representative of the humanities, sciences and social sciences) in consultation with the DALMI Teaching and Research Assistant Team. The pedagogical objective here is to effectively work as a vertically integrated team (graduates and undergraduates from the humanities, sciences and social sciences, as well as JD/MA and MBA students) on one specific research topic over the course of the semester. Individual disciplinary skillsets and methodologies are combined in one coherent research question involving a jointly integrated methodology.

Research Teams & Projects
Topics for your research projects will be decided in consultation with the TA-RA team and the instructor. Each team should consist of 3 or 4 members for a maximum of 6 research teams and will receive feedback on their progress from the DALMI team, the instructor and their peers. In the second half of the semester teams will present their final research twice, with the second presentation serving as a revised follow-up (based on peer and instructor feedback) to the first. Aside from these lengthier and more comprehensive presentations, however, regular informal updates on progress and struggles will be expected throughout the semester (during in-class discussions and meetings with the TA-RA team).
At the end of the seminar, all teams will hand in a research paper of **10,000 to 12,000 words** that clearly demonstrates the group’s ability to engage in original cross-disciplinary and data-driven research. The final paper is **due by 11:55pm on Wednesday, April 25th** via the designated assignment on Sakai. Additional guidelines will be circulated after Spring Break.

**Weekly Readings & Response Papers**
During the first half of the semester, weekly readings and discussions will accompany the students’ progression towards their team research projects. All of the required readings are assigned for the date under which they appear. Seminar participants are expected to read and critically analyze these materials to come to class well prepared to participate in discussions.

In addition to completing the readings, students must submit **1-2 page (double-spaced) response papers** for each week in which readings are assigned. You may choose to address one or more of the readings in these short assignments, but are expected to critically analyze content and contextualize arguments within broader art historical and/or economic themes. These papers are **due via the designated assignment on Sakai no later than 11:55pm the Tuesday BEFORE seminar**, and will be used to facilitate in-class discussions.

**Final Grading**
Your final grade is based on your individual reading responses reports and active class participation, group progress reports, group presentations and final group research paper.

- Reading Responses & Class Participation  25 %
- Progress Reports & Presentations  25 %
- Final Research Paper  50 %

No course credit will be given unless **ALL** components of the final grade are completed.

**Office Hours**
Tuesdays 1:00-4:00PM in A251 (DALMI Office) Bay 10, Smith Warehouse. To arrange a meeting outside of these hours, please contact Fiene Leunissen fiene.leunissen@duke.edu

*All assignments are subject to change.*
Seminar Schedule

17 Jan – Classes cancelled – Duke Severe Weather Policy
24 Jan – History of Art Markets

Readings:

31 Jan – Art Dealers, Galleries

→Finalize research teams (max. 4 people) and plan team meeting with TA’s to discuss potential research topics

Readings:
7 Feb – Why Auctions?

→Research teams present on their topic, research questions, proposed methods, data sources and working hypotheses in class (5-10 min). Further they turn in a detailed Research Proposal (min. 3 pages) in which they discuss the above elements and provide a selected bibliography (hardcopies due in class).

Readings:


14 Feb – Museums & Collectors

Readings:

• “Private Art Museum Report,” Larry’s List Ltd. & AMMA (2016)
21 Feb – NO CLASS (ANNUAL COLLEGE ART ASSOCIATION MEETING)

28 Feb – Investing in Art

➡️ Research teams turn in a Project Report with Data Codebook in which they include: (1) an update on the status of their project and data collection process; and (2) a description of the dataset as a list of variables with their descriptions and the scope covered (hardcopies due in class).

Readings:

7 March – Marketing Creativity, Creative Industries

➡️ Group discussion Creative Industries Team and feedback on project reports

Readings:
14 Mar – **NO CLASS (SPRING BREAK)**

21 Mar – **Art Markets in the Digital Age**

**Readings:**

- “Hiscox Online Art Trade Report” (2016).  
  https://www.hiscox.co.uk/online-art-trade-report/docs/hiscox-online-art-trade-report-2016-v2.pdf.
- Paul Waelder, “Keep it alive or let it die: new media art, curating and the market,” *ETC Media* 109 (2016).  

21 Mar – **Group Presentations**

28 Mar – **Group Presentations**

4 Apr – **Group Presentations**

11 Apr – **Group Presentations**

18 Apr – **Group Presentations**

25 Apr – **FINAL PAPER (due via Sakai by 11:55pm)**
Essential Background Literature

- Neil De Marchi and Hans J. Van Miegroet (eds.), *Mapping Markets for Paintings in Early Modern Europe 1450-1750*.

Basic Resources

- **Research Guide “Art Markets & Art Sales” Library:**
  [http://guides.library.duke.edu/content.php?pid=19863&sid=139037](http://guides.library.duke.edu/content.php?pid=19863&sid=139037)
- **Data and Visualization Services Department:**
  [http://library.duke.edu/data/](http://library.duke.edu/data/)
- **Tableau (visualization software):**
  [https://tableau.duke.edu/](https://tableau.duke.edu/)
  [http://guides.library.duke.edu/tableau](http://guides.library.duke.edu/tableau)
- **Open Refine (data cleaning software):**
- **An overview of useable databases can be found on our Sakai/resources**