

*TOOLS FOR THE FUTURE - RESEARCHING ART MARKET PRACTICES FROM
PAST TO PRESENT*

International Workshop #8

GATEKEEPERS IN THE ART MARKET

LSU School of Art, Baton Rouge, LA, USA

April 14-16, 2023



"The Disputed Toll" by Heywood Hardy. Image courtesy of Manchester Art Gallery.

Scientific Committee

- Prof. Elisabetta Lazzaro, University of the Creative Arts, UK
- Prof. Nathalie Moureau, University Paul Valéry Montpellier 3, France
- Prof. Darius A. Spieth, Louisiana State University, USA
- Adriana Turpin, IESA Art & Culture, Paris, France

The LSU School of Art will host the next *Gatekeepers in the Art Market* workshop, which will be held in Baton Rouge April 14-16, 2023.

DAY ONE – Friday, April 14 – Sternberg Salon, French House/Honors College, LSU Campus

DAY TWO – Saturday, April 15 – LSU Museum of Art, 3rd floor of Shaw Center, downtown Baton Rouge

The workshop *Gatekeepers in the Art Market* is part of the International Workshops Series “Tools for the Future: Researching Art Market Practices from Past to Present,” jointly founded by Elisabetta Lazzaro (Business School for the Creative Industries – University for the Creative Arts, UK), Nathalie Moureau (University Paul Valéry, Montpellier 3) and Adriana Turpin (IESA Art & Culture, Paris and the Society for the History of Collecting, London). This 8th edition of the “Tools for the Future: Researching Art Market Practices from Past to Present” workshop series – the first one to be held in America – will be organized in collaboration with LSU art history professor Darius A. Spieth.

PROGRAMME

DAY ONE – Fr., April 14 – Sternberg Salon, French House/Honors College, LSU Campus

9.00 Welcome & Introductory Remarks – Prof. Darius A. Spieth (Louisiana State University)

9.30 – 10.30 Keynote Prof. William Goetzmann (Yale Center for International Finance, Yale University, USA)

10.30-12.00 Session 1 – Defining Art Market Gatekeepers

Chair: Prof. Nathalie Moureau (University Paul Valéry, Montpellier 3, France)

Prof. Hung-Hsing Chen (Institute of Arts Management & Entrepreneurship, National Sun Yat-Sen University, Taipei, Taiwan): *When is a ‘Gatekeeper’? Activators in the Structure of Art Markets*

Prof. Elisabetta Lazzaro and Giuliano Picchi (University for the Creative Arts, UK): *A Taxonomy of Gatekeepers in the Art Market*

Mikaella Milikouri (Royal Holloway College, London, UK): *Attention Shifting in the Art Market: How Art Collectors Construct Value and Taste*

Lunch 12.00-13.15

13.15-14.45 Session 2 – Geographies

Chair: Adriana Turpin (IESA Arts&Culture, Paris, France)

Prof. Ghazi Gherairi (University of Carthage, Tunisia): *Multilateral Diplomacy: A New Gatekeeper of the Art Market? The Case of the UNESCO Art Collection*

Maryam Mehrabadi (Louisiana State University): *Interpreting the Marketing Studies of the Websites of Tehran's Art Galleries*

Feliks Tuszko (University of Warsaw, Poland): *Studying Artistic Failures: How Gatekeepers Decide Which Artists Have Higher Potential*

14.45-16.15 Session 3 – Types of Gatekeepers

Chair: Prof. Darius Spieth (LSU)

Dr. Nikki Kane (University of Glasgow, UK): *Festivals as Gatekeepers: The Role of Festivals and Biennials in Contemporary Art Careers*

Nubia Khan (Duke University, Durham, NC, USA): *The Fall of the American Art Union (1839-1851): The Mainstream Press as a Gatekeeper in the Art Market*

Prof. Alycen Mitchell (Queen Mary College, University of London, UK): *Alfred Taubman: The Pivotal Architect of the Auction Boom of the 1980s*

Break 16.15-16.45

16.45- 18.00 Round table (Moderators: Prof. Ghazi Gherairi, University of Carthage, Tunisia, and Joseph Givens, Director McNair Program, Louisiana State University)

The First Day of the Workshop will be accompanied by an exhibition of artworks by Venezuelan artist Christian Rios, *The Seeds of Envy*, in the LSU French House/Honors College.

DAY TWO – Sat., April 15 – LSU Museum of Art, 3rd floor of Shaw Center, downtown Baton Rouge

9.30 Welcome & Introduction – Prof. Darius A. Spieth (LSU)

9.45–10.45 Keynote Prof. Hans Van Miegroet (DALMI – Duke Art, Law & Markets Initiative, Duke University, Durham, NC, USA)

11.00-11.30 Break

11.30-13.00 Session 4 - Measuring Gatekeepers

Chair: Prof. Elisabetta Lazzaro (University for the Creative Arts, UK)

Prof. Nikola Dedić and Irena Javorski Dedić (University of Arts in Belgrade, Serbia): *Works of Art as Commodities with a Monopoly Price and the Speculative Character of Art Markets*

Stephanie Dieckvoss (Kingston University, London) and Prof. Nathalie Moureau (University Paul Valéry, Montpellier 3, France): *Are the Physical Layouts of Contemporary Art Fairs Benefitting Gatekeepers in the Art Market?*

Dr. Anne-Sophie V. Radermecker (Free University, Brussels, Belgium): *Connoisseurship 2.0 – Informal Expertise in the Digital Age*

Lunch 13.00-14.15

14:15-15.45 Session 5 – Third Parties as Gatekeepers

Chair: Prof. Darius Spieth (LSU)

Dr. Laura Johanna Noll (University of St. Gallen, Switzerland): *Auction Houses as Gatekeepers: Gender Effects on the Secondary Art Market*

Erika Witt (Southern University, New Orleans, USA and LSU): *Gatekeepers, Collectors, and Provenance of Art in HBCU Collections*

Chinenye Emegolu (Louisiana State University and Alex Ekwueme (Federal University Ndufu-Alike, Nigeria): *The Landscape of African Art Dealers in Paris, 1920-2020*

15.45-16.15 Break

16.15-17.30 Round table and close of conference (Moderators: Nedra Hains, Deputy Director of the LSU Museum of Art, and Joseph Givens, Director McNair Program, Louisiana State University)

To register for either in person or on online attendance please email toolsforthefuture.artmarkets@gmail.com

Support for this Workshop was kindly provided by the LSU Provost's Fund for innovation in Research - Conference Support Fund, the LSU School of Art, and CCK, the Center for Collaborative Knowledge at LSU.