



Management of Art Galleries

Magnus Resch

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What makes an art gallery successful? How do galleries get their marketing right? Which customer group is the most attractive? In a unique research undertaking, Magnus Resch carefully analyzes the inner life of art galleries. Examples and case studies from leading galleries around the world give an insight into the art scene. The author's broad experience as a former gallery owner and founder of the world's leading art collector database Larry's List, together with his PhD on the art market, lend the volume persuasive power and authenticity.

Magnus Resch is an entrepreneur and lectures in cultural entrepreneurship at Europe's leading business school, the University of St. Gallen, Switzerland. He studied economics at Harvard University and the London School of Economics. Articles on him have appeared in *The New York Times*, *Forbes*, *Bloomberg* and the Financial Times.



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