

Useful Visual Arts Business Booklist

Arden, Paul, *It's Not How Good You Are, It's How Good You Want to Be*, (London: Phaidon Press, 2003).

Abbing, Hans, *Why are Artists Poor? The Exceptional Economy of the Arts* (Amsterdam: Amsterdam University Press, 2002).

Austen, Pam and Bob, *Getting Free Publicity* (Oxford: How To Books, 2004).

Borkowski, Mark, *Improperganda: The Art of the Publicity Stunt* (London: Vision On, 2000).

Branagan, Alison, *Making Sense of Business: A no-nonsense guide to business skills for managers and entrepreneurs* (1st edn) (London: Kogan Page, 2009).

Branagan, Alison, *The Essential Guide to Business for Artists and Designers* (London: A&C Black, 2011).

Branagan, Alison, *A Pocket Business Guide for Artists and Designers* (London: A&C Black, 2011)

Burke, Sandra, *Fashion Entrepreneur: Starting Your Own Fashion Business* (1st edn) (Oxford: Burke Publishing, 2008).

(Sandra Burke has published a wide number of useful books for fashion designers)

Carnegie, Dale, *How to Win Friends and Influence People* (2nd edn) (London: Vermilion, 1998).

Chappell, David & Willis, Andrew, *The Architect in Practice* (9th edn) (Oxford: Blackwell Publishing, 2005).

Davies, Gillian, *Copyright Law for Artists, Photographers and Designers* (London: A&C Black, 2011).

Dyson, James, *Against the Odds: An Autobiography* (New York: Texere, 2002).

Goltz, Jay, *The Street-Smart Entrepreneur* (Nebraska: Addicus Books, 1998).

Goworek, Helen, *Careers in Fashion and Textiles* (Oxford: Blackwell Publishing, 2006).

Hart, Tina, Fazzani, Linda & Clark, Simon, *Intellectual Property Law* (4th edn) (Hampshire: Palgrave Macmillan, 2006).

Hetreed, Jonathan & Ross, Ann, *The Architect's Pocket Book*, (4th edn) (Oxford: Architectural Press, 2011)

Hedges, Roy & Walkley, Roger, *Bookkeeping Made Easy* (3rd edn) (London: Lawpack Publishing, 2006).

Herbert, Jo (ed.), *Writers' & Artists' Yearbook 2010* (103rd edn) (London: A&C Black, 2009).

Jones, Chris and Jolliffe, Genevieve, *The Guerilla Film Makers Handbook*, (3rd edn) (London: Continuum International Publishing Group Ltd, 2006) (see revised guides and other titles by this author)

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King, Stephen, Macklin, Jeff and West, Chris, *Finance on a Beermat* (2nd edn) (London: Random House, 2008).

MacDonald, Kyle, *One Red Paperclip: The story of how one man changed his life one swap at a time* (2nd edn) (London: Ebury Press, 2008).

Manser, Sally & Wilmot, Hannah, *Artists in Residence: A Handbook for Teachers and Artists* (2nd edn) (London: St Katherine and Shadwell Trust, 2007).

Meadows, Toby, *How to Set Up and Run a Fashion Label*, (London: Laurence King Publishing)

Miller, Harley & Miller, Cally, *A proper living from your art: how to make your painting pay* (1st edn) (Findhorn Bay, Moray: Posthouse Printing and Publishing, 2000). Revised free edition available on download from <http://www.harleymiller.com>

Mornement, Caroline, *Second Steps* (4th edn) (Yeovil, Somerset: BCF Books, 2006).

Moses, Rachel, *Business Start-up Guide for Designers and Makers 2008* (4th edn) (London: Design Nation, 2008).

Olisa, Elinor, *The Artists' Yearbook 2010/11* (London: Thames and Hudson, 2009).

Portas, Mary, *How to Shop with Mary Queen of Shops* (1st edn) (London: BBC Books, 2007).

Parrish, David, *T-Shirts and Suits; A Guide to the Business of Creativity*, (1st edn) Merseyside, Liverpool, ACME, 2005). Free download on www.t-shirtsandsuits.com (Now an App)

Preddy, Shan, *How to Run a Successful Design Business*, (London: Gower 2011)

Ruston, Annabelle, *Starting Up A Gallery and Frame Shop* (London: Fine Art Trade Guild and A&C Black, 2007).

Ruston, Annabelle, *The Artist's Guide to Selling Work* (London: Fine Art Trade Guild and A&C Black, 2005).

Shaughnessy, Adrian, *Graphic Design: A user's manual* (1st edn) (London: Laurence King Publishing, 2009).

Smithson, Pete, *Installing Exhibitions: A practical guide* (London: A&C Black, 2009).

Stern, Simon, *The Illustrator's Guide to Law and Business Practice* (1st edn) (London: Association of Illustrators, 2008).

Taylor, Fig, *How to Create a Portfolio and Get Hired: A Guide for Graphic Designers and Illustrators*, (London: Laurence King, 2009)

Thomas, Gwen & Ibbotson, Janet, *Beyond the Lens* (3rd edn) (London: Association of Photographers, 2003).

Wedd, Kit, Peltz, Lucy & Ross, Cathy, *Artists' London: Holbein to Hirst* (1st edn) (London: Merrell Publishers, 2001).

Williams, Sarah, *The Financial Times Guide to Business Start-up* (Harlow: Prentice Hall, 2010).

Yakeley, Diana and Stephen, *The BIID Interior Design Job Book*, (London: RIBA Publishing, 2011)

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