

Dear Colleague,

I am writing to you today to introduce Sotheby's Institute of Art, a leading academic institution offering Master's Degree programmes, Semester courses, Summer Study programmes and specialised Short Courses in art scholarship, connoisseurship and art business. Our students get a rare look inside the business of art while they explore both the scholarly and the practical sides of the art world.

For more than forty years Sotheby's Institute of Art has provided object-based, hands-on education that draws creatively upon the resources of important art centres worldwide. At campuses in London and New York, postgraduate degree and postgraduate diploma programmes combine academic study with professional training, extensive research work and academic study visits. Students follow a rigorous academic programme and, as graduates, go on to work in museum and corporate administrative and curatorial posts, auction houses, art and antique gallery management and as specialised art dealers. We currently have over 6,000 alumni worldwide.

Our MA degree programmes include six subject areas comprising Art Business, Contemporary Art, Photography, Fine & Decorative Art, East Asian Art and Contemporary Design. Semester Study comprises 15-week courses including Art & Business, Arts of Asia, Styles in Western Art, and Decorative Art & Design. These courses are now validated as Continuing Professional Development by the University of Manchester.

The Institute's faculty is comprised of noted scholars and art world practitioners. Guest speakers include experts from Sotheby's auction house, collectors, artists, gallery owners, art critics, dealers and museum curators, as well as entrepreneurs and business professionals. Our degrees are awarded in collaboration with the University of Manchester in the UK.

Please find enclosed a copy of our '11/12 brochure featuring an overview of our academic programmes and our campuses. We would be delighted to talk to you further about the Institute and answer any questions you may have. Please also let us know if you would like us to arrange a visit to your campus by our European Recruiter, Manuel Mindreau, who will also be able to answer your questions on m.mindreau@sothebysinstitute.com or tel: +44 207 462 3219 (direct line). You can also learn more about the Institute by visiting our website at www.sothebysinstitute.com

Yours sincerely,



Professor Jos Hackforth-Jones
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