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ideological defense of modernism from its very inception and that the avant-garde actually thrived on the commercial appeal of anti-commercialism at the turn of the century. The commercial success of modernism, he argues, depended greatly on possession of historical legitimacy.

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argues that, 'alienated artists, like Egon Schiele, would have learned by 1910, if not long before, that alienation sells, that to be alienated was as much a role, a way of establishing a professional identity, as occupying a position in the academy' Jensen ...

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Princeton, Princeton
University Press, 1994.
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assumed, "multiple roles that ran the gamut from certifying the authenticity of the object, to guiding it through the hazards of the marketplace, to establishing its provenance and enlisting critics and historians to situate the artist's importance."

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Careers and Canvases:

The Rise of the Market

for Modern Art in the

Nineteenth Century

David W. Galenson and

Robert Jensen NBER

Working Paper No.

9123 September 2002

ABSTRACT This paper

reexamines the process

by which a market for a

new product — modern

painting — emerged in

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Paris in the nineteenth
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