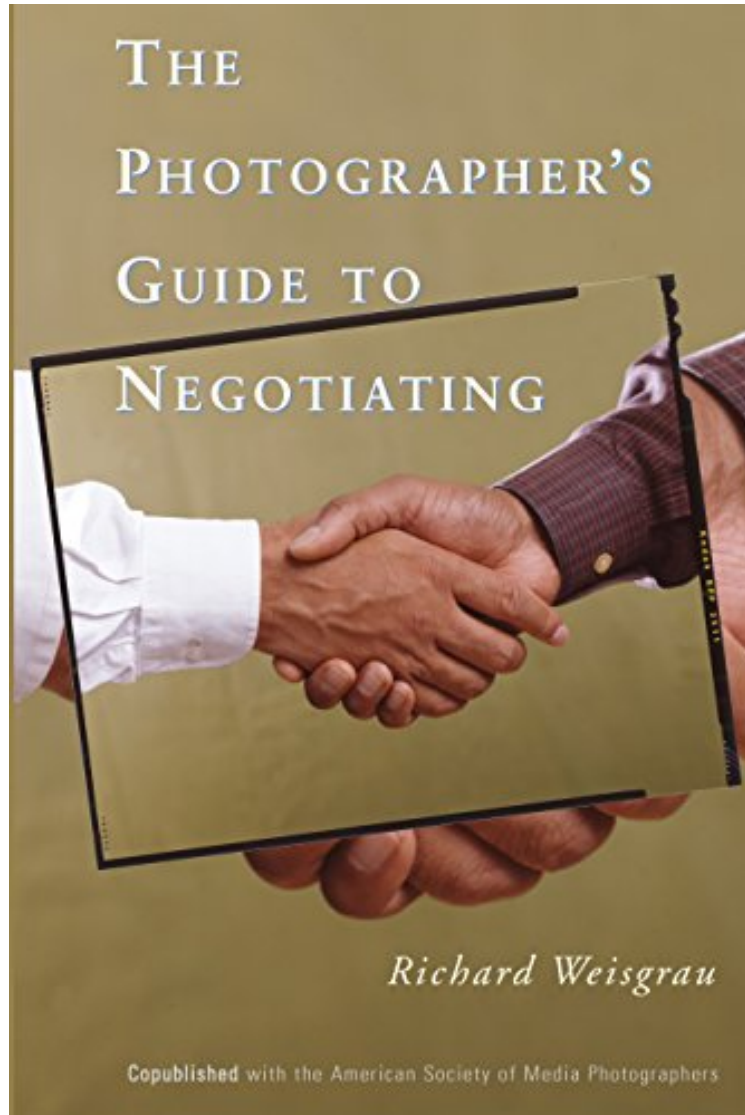


(Free pdf) The Photographer's Guide to Negotiating

## The Photographer's Guide to Negotiating

*Richard Weisgrau*

*ebooks | Download PDF | \*ePub | DOC | audiobook*



DOWNLOAD



READ ONLINE

#3608766 in eBooks 2005-07-01 2005-07-01 File Name: B01KVTR7KA | File size: 28.Mb

**Richard Weisgrau : The Photographer's Guide to Negotiating** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Photographer's Guide to Negotiating:

1 of 1 people found the following review helpful. Terrific!By R. IcksI originally purchased this book a couple of months ago, along with a few others of various topics, to help me overcome a few weakness I had as a photographer. I read through it and found it very useful, and thorough, but being mainly a wedding photographer I hadn't been able to put much into practice since it mainly deals in commercial deals and such. But, just by reading through it and absorbing all the tips I felt more confident with how I dealt with pricing overall. Then a couple of weeks ago I got commissioned to do a big commercial photo deal and I automatically picked up this book, reread the parts pertaining

to my current situation and it helped SO much! I am so glad I purchased this book. I definitely think I'll be using it many more times in the future!0 of 0 people found the following review helpful. A lot in a small packageBy Donald J. PeitzmanThis unassuming book has more under the hood than you'd think. It covers negotiation but also a lot more including interviews with people who buy photography and photographers. The author takes the mystery out of how to negotiate, a skill any one can learn. Overall, for the money, a very valuable book.0 of 0 people found the following review helpful. nice referenceBy TMLPhotothis has helped me alot as my confidence was built up with it and understanding the process highly recommended to own

Negotiating is a crucial skill for anyone running a business, but they don't teach this art in photography school. The Photographer's Guide to Negotiating gives specific tips for negotiating assignment deals, digital and electronic rights, stock photography sales, contracts, purchases, and more. Interviews with an art buyer, a photographer, and a photographer's rep give photographers extra insight-and maybe even the upper hand in many negotiations. Everyone negotiates in everyday life. This book shows photographers how to take those skills and successfully apply them to business deals.Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

About the AuthorRichard Weisgrau, a professional photographer, operated one of Philadelphia's largest commercial photography studios for over fifteen years. He then served as executive director of ASMP (American Society of Media Photographers). He has negotiated within a continuum from the small services contract to major industry agreements and political deals. He has taught the subject nationwide and has published numerous books on the business side of photography, including The Real Business of Photography, The Photographers' Guide to Negotiating, and Licensing Photography. He lives in Narbeth, Pennsylvania.