

It's a startling and disconcerting read that should make you think twice every time a friend of a friend offers you the opportunity of a lifetime. "Erik Larson, #1 New York Times bestselling author of *Dead Wake* and bestselling author of *Devil in the White City* Think you can get conned? Think again. The New York Times bestselling author of *Mastermind: How to Think Like Sherlock Holmes* explains how to spot the con before they spot you. An excellent study of Con Artists, stories & the human need to believe. "Neil Gaiman, via Twitter A compelling investigation into the minds, motives, and methods of con artists and the people who fall for their cons over and over again. While cheats and swindlers may be a dime a dozen, true conmen—the Bernie Madoffs, the Jim Bakkers, the Lance Armstrongs—are elegant, outsized personalities, artists of persuasion and exploiters of trust. How do they do it? Why are they successful? And what keeps us falling for it, over and over again? These are the questions that journalist and psychologist Maria Konnikova tackles in her mesmerizing new book. From multimillion-dollar Ponzi schemes to small-time frauds, Konnikova pulls together a selection of fascinating stories to demonstrate what all cons share in common, drawing on scientific, dramatic, and psychological perspectives. Insightful and gripping, the book brings readers into the world of the con, examining the relationship between artist and victim. The Confidence Game asks not only why we believe con artists, but also examines the very act of believing and how our sense of truth can be manipulated by those around us. From the Hardcover edition.

Edward Norgate: *Miniatura or the Art of Limning* (The Paul Mellon Centre for Studies in British Art), *The Promise Aquarelle, Its OK: Tom, Ally, and the Baby-sitter (Its OK!)*, *Recherches Sur La Systematique Et l'Evolution DES Keroplastidae (Diptera, Mycetophiloidea)* (Memoires du Museum National d'Histoire Naturelle) (French Edition), *Lifespan Development, Praying for Purpose for Women: A Prayer Experience That Will Change Your Life Forever (Pathway to Purpose)*,

Amazon? The Confidence Game: Why We Fall for It Every Time? Amazon? Maria Konnikova? . The Confidence Game asks not only why we believe con artists, but also Game , Konnikova plumbs the psychology and chemistry of why we all fall so It's a startling and disconcerting read that should make you think twice every time a. 26 Aug - 8 min - Uploaded by RJ Young Please watch: Essay Writing Tutorial How To Write An Essay Or Research Paper Essay. As I learned from Maria Konnikova's "The Confidence Game," people "Never give a hot mooch time to cool off," Konnikova quotes one "It's an interesting idea " there's an optimist born every minute Why We Fall for It.

The Confidence Game. Why We Fall for It Every Time. Why We Fall for It Every Time. Why We Fall for It Every Time. By Maria Konnikova. The Confidence Game: Why We Fall For It Every Time. Maria Konnikova. Why do we fall for con men and scams? According to Maria Konnikova, our brains.

Konnikova (*Mastermind*) opens a door to the fascinating world of truly brilliant con artists—not the quotidian hustlers, but the Madoffs of the.

Early last month I started reading Maria Konnikova's *The Confidence Game: Why We Fall for It Every Time* (Viking) but had to put the book. *The Confidence Game: Why We Fall For It Every Time* by Maria Konnikova Viking, (\$28; pages). Texas rancher J. Frank Norfleet. They hold a deep, enigmatic fascination for us. But how do they do it? *The Confidence Game - The*

Psychology of the Con and Why We Fall for It Every Time .

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