



The Confidence Game: Why We Fall for It . . . Every Time

Maria Konnikova

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"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't 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.

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Daniele Chambers:

Why don't make it to become your habit? Right now, try to prepare your time to do the important work, like looking for your favorite publication and reading a e-book. Beside you can solve your condition; you can add your knowledge by the e-book entitled The Confidence Game: Why We Fall for It . . . Every Time. Try to the actual book The Confidence Game: Why We Fall for It . . . Every Time as your close friend. It means that it can to get your friend when you experience alone and beside that of course make you smarter than previously. Yeah, it is very fortunated for yourself. The book makes you a lot more confidence because you can know every little thing by the book. So , we should make new experience and also knowledge with this book.

Glenn Hancock:

Playing with family inside a park, coming to see the water world or hanging out with friends is thing that usually you have done when you have spare time, in that case why you don't try matter that really opposite from that. 1 activity that make you not feeling tired but still relaxing, trilling like on roller coaster you are ride on and with addition details. Even you love The Confidence Game: Why We Fall for It . . . Every Time, you can enjoy both. It is very good combination right, you still would like to miss it? What kind of hang type is it? Oh seriously its mind hangout people. What? Still don't understand it, oh come on its identified as reading friends.

Beatrice Kennemer:

The book untitled The Confidence Game: Why We Fall for It . . . Every Time contain a lot of information on this. The writer explains her idea with easy method. The language is very clear to see all the people, so do not worry, you can easy to read that. The book was compiled by famous author. The author gives you in the new age of literary works. You can easily read this book because you can please read on your smart phone, or model, so you can read the book with anywhere and anytime. If you want to buy the e-book, you can available their official web-site and also order it. Have a nice go through.

Richard Vedder:

Is it you actually who having spare time in that case spend it whole day by means of watching television programs or just telling lies on the bed? Do you need something new? This The Confidence Game: Why We Fall for It . . . Every Time can be the answer, oh how comes? A book you know. You are thus out of date, spending your spare time by reading in this brand new era is common not a geek activity. So what these publications have than the others?

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