



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

By Maria Konnikova

VIKING, United States, 2016. Hardback. Book Condition: New. 231 x 157 mm. Language: English . Brand New Book. 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. 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...



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