

The Confidence Game Why We Fall For It Every Time

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[The Confidence Game: Why We Fall for It . . . Every Time ...](#)

According to psychologist/author Maria Konnikova, they were thinking the same way we would. In their shoes, we'd have been saps, too. In the 1950s, linguist David Maurer called confidence men the "aristocrats of crime." Unlike most other crimes, the con requires us to become willing participants in our

[The Confidence Game: Why We Fall for It . . . Every Time ...](#)

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[The Confidence Game: Why We Fall for It . . . Every Time ...](#)

In [The Confidence Game](#), Maria Konnikova investigates the psychological principles that underlie each stage of the swindle, from the put-up all the way to the fix. Exploring the psychological profile of both the con artist and his mark, we learn how grifters can be so persuasive, and how we can train ourselves to discern the signs of a story that isn't quite what it seems.

[The Confidence Game: The Psychology of the Con and Why We ...](#)

Buy [The Confidence Game: Why We Fall for It . . . Every Time](#) (Thorndike Crime Scene) Large Print by Maria Konnikova (ISBN: 9781410489289) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

[The Confidence Game: Why We Fall for It. . .Every Time ...](#)

[The Confidence Game - The Psychology of the Con and Why We Fall for It Every Time](#) by Maria Konnikova - paperback (9781782113911) published by Canongate 19 January 2017. An investigation into the minds, motives and methods of con artists by a New York Times bestselling psychologist

[The Confidence Game - The Psychology of the Con and Why We ...](#)

Deeply researched and elegantly written, [The Confidence Game](#) will widen your eyes and sharpen your mind."--Daniel H. Pink, author of [Drive](#) and [To Sell Is Human](#) "As an ambassador to AARP's Fraud Watch Network which educates its members on protecting themselves from confidence games and scams, I found [The Confidence Game](#) an excellent resource. The best way to protect oneself from the confidence man is to understand the mind and motivation of the con man."

[The Confidence Game: The Psychology of the Con and Why We ...](#)

[The Confidence Game](#) is a masterful exploration of human psychology—Konnikova uses the art of the con to explore some striking claims about kindness and cruelty, memory and reputation, the power of stories, and the very nature of the self. This is a brilliant and often unsettling book, and it leaves me with mixed feelings—I'd like everyone to read it, but at the same time, it scares me to think of it falling into the wrong hands.

[The Confidence Game](#)

Deeply researched and elegantly written, [The Confidence Game](#) will widen your eyes and sharpen your mind. " —Daniel H. Pink, author of [Drive](#) and [To Sell Is Human](#) " As an ambassador to AARP ' s Fraud Watch Network which educates its members on protecting themselves from confidence games and scams, I found [The Confidence Game](#) an excellent resource. The best way to protect oneself from the confidence man is to understand the mind and motivation of the con man. "

[The Confidence Game: Why We Fall for It . . . Every Time ...](#)

The confidence game — the con — is an exercise in soft skills. Trust, sympathy, persuasion. The true con artist doesn ' t force us to do anything; he makes us complicit in our own undoing. He doesn ' t steal. We give. He doesn ' t have to threaten us. We supply the story ourselves. We believe because we want to, not because anyone made us.

[The Confidence Game: What Con Artists Reveal About the ...](#)

As I learned from Maria Konnikova ' s " [The Confidence Game](#), " people are instinctively trusting: Why not assume that this stranger we met on the street was perfectly well intentioned? What ' s more, con...

' [The Confidence Game](#), ' by Maria Konnikova - [The New York Times](#)

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[The Confidence Game](#) not only asks 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. Download from [icerbox.com](#) [Non-Fiction Self-Help](#)

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