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by Maria Konnikova |

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Game Why We

Deeply researched and

elegantly written, The

Confidence Game will

widen your eyes and

sharpen your



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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

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confidence man is to understand the mind and motivation of the con man."

Time

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

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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

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Every Time ...

Deeply researched and

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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

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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."

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In The Confidence  
Game, Maria

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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

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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

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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

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The Confidence Game  
is a masterful  
exploration of human  
psychology—Konnikova

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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

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falling into the wrong  
hands.

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Time  
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

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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. ”

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Why We Fall for It . . .  
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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

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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



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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  
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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

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the nation on Friday  
night as he closes in on  
White House victory

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with leads in the three

key states in play -

Pennsylvania, Nevada

and Arizona. As it

stands, he has 253 ...

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