



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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Now a day people who Living in the era everywhere everything reachable by interact with the internet and the resources within it can be true or not call for people to be aware of each information they get. How many people to be smart in acquiring any information nowadays? Of course the solution is reading a book. Looking at a book can help people out of this uncertainty Information particularly this The Confidence Game: Why We Fall for It . . . Every Time book since this book offers you rich facts and knowledge. Of course the data in this book hundred pct guarantees there is no doubt in it you may already know.

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The book untitled The Confidence Game: Why We Fall for It . . . Every Time contain a lot of information on the idea. The writer explains the woman idea with easy technique. The language is very clear to see all the people, so do not necessarily worry, you can easy to read the item. The book was written by famous author. The author brings you in the new era of literary works. It is easy to read this book because you can read more your smart phone, or product, so you can read the book with anywhere and anytime. If you want to buy the e-book, you can start their official web-site as well as order it. Have a nice learn.

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