

The Confidence Game Why We Fall For It Every Time

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The Confidence Game Why We

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.

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

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

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. Customers Who Bought This Item Also Bought The Science of Sin: The Psychology of the Seven Deadlies (and Why They Are So Good For You) by Simon M. Laham PhD

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

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

The first three stories come from Maria Konnikova's new book, The Confidence Game: Why We Fall for It . . . Every Time. The fourth one — well, the mark in that case was my husband, who was parted from his cash mere weeks before Konnikova's intriguing book landed on my desk.

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

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

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The Confidence Game Why We Fall For It Every Time Pdf ...

The same thing that can underlie success can also make you all the more vulnerable to the grifter's wares. We are predisposed to trust. Those who trust more do better. And those who trust more become the ideal, albeit unwitting, player of the confidence game: the perfect mark." — Maria Konnikova, The Confidence Game: Why We Fall for It ...

The Confidence Game Quotes by Maria Konnikova

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.

The Confidence Game by Maria Konnikova: Summary and reviews

"The Confidence Game" belongs to the genre popularized by Malcolm Gladwell: social psychology designed for mass consumption.

'The Confidence Game,' by Maria Konnikova - The New York Times

The Confidence Game: What Con Artists Reveal About the Psychology of Trust and Why Even the Most Rational of Us Are Susceptible to Deception. "It's the oldest story ever told. The story of belief — of the basic, irresistible, universal human need to believe in something that gives life meaning, something that reaffirms our view of ourselves, the world, and our place in it."

The Confidence Game: What Con Artists Reveal About the ...

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.

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

The Confidence Game: Why We Fall for It ... Every Time by Maria Konnikova. August 2, 2020 ~ Ed SJC Park. Part 1 of 2 . I just realized the author's last name is Konnikova, get it, con. Humans are susceptible to cons for several reasons. One reason is that we are very uncomfortable with uncertainty and ambiguity.

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

The Confidence Game: The Psychology of the Con and Why We Fall for It Every Time Maria Konnikova BRAND NEW, Exactly same ISBN as listed, Please double check ISBN carefully before ordering.

The Confidence Game: The Psychology of the Con and Why We ...

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. Listen to a sample from The Confidence Game

The Confidence Game by Maria Konnikova: 9780143109877 ...

The Confidence Game is a nonfiction examination of con games. It considers both the minds and methods of con artists and the minds and weaknesses of the people who fall victim to their schemes. Con artists are some of the most intuitive psychologists in the world.

The Confidence Game by Maria Konnikova | Audiobook ...

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.

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

"In the Confidence Game, Konnikova plumbs the psychology and chemistry of why we all fall so readily for scams and cons--and why, thanks to the "Lake Wobegon Effect" and other forces, having fallen once, we're even more susceptible the next time.

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

The model of a confidence game, suggested by the writers' own thematic preoccupations, permits an analysis of the social motivations inherent in the fiction. The author concentrates on the process by which confidence is established and the ways in which deception leads to regeneration and an altered perception of authority.

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