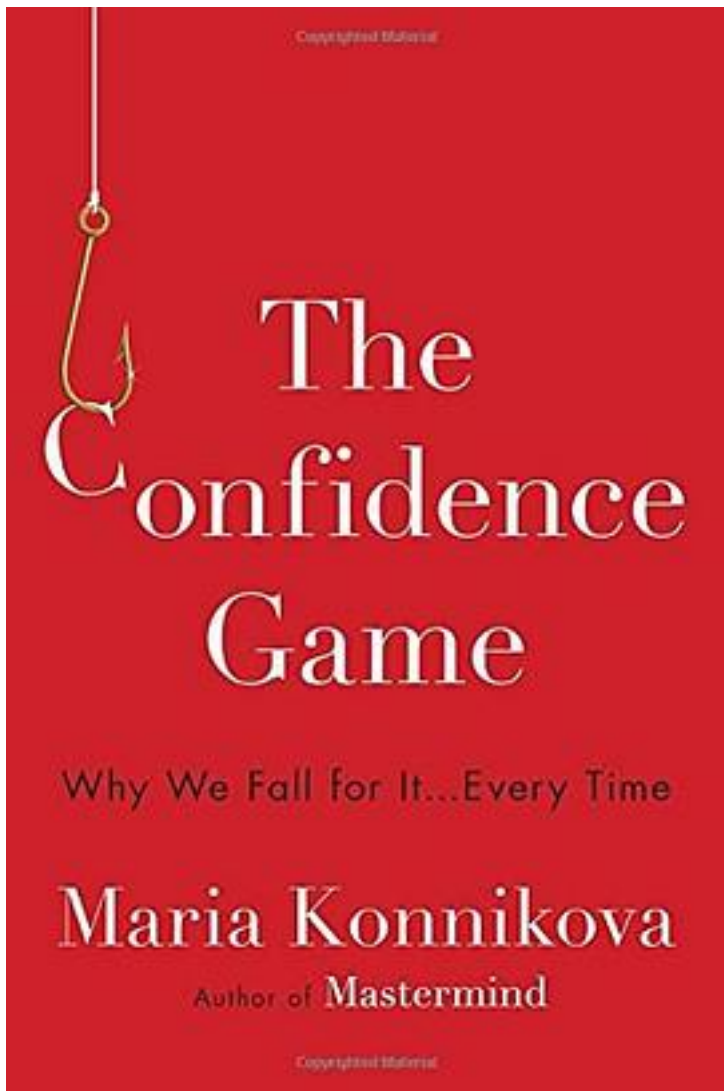


The Confidence Game



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著者: 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.

作者介绍:

Maria Konnikova's articles have appeared online and in print in the *New Yorker*, the *Atlantic*, the *New York Times*, *Slate*, the *New Republic*, the *Paris Review*, the *Wall Street Journal*, *Salon*, the *Boston Globe*, the *Observer*, the *Scientific American MIND*, *WIRED*, and the *Scientific American*, among numerous other publications. Maria blogs regularly for the *New Yorker* and formerly wrote the "Literally Psyched" column for the *Scientific American* and the popular psychology blog "Artful Choice" for Big Think. She graduated magna cum laude from Harvard University, where she studied psychology, creative writing, and government, and received her Ph.D. in Psychology from Columbia University.

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标签

心理学

社会心理学

诈骗

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Maria_Konnikova

英文原版

泛泛读

听

评论

路上读书解读： 尽量了解一个人，清楚其缺点和弱点是骗子最爱。
光观察细节还不够，进而赢得对方的信任才是下一步。骗子装出和你的相似性来获得信任，比如模仿面部表情、声音和肢体语言，或者假装拥有共同的价值观。一旦和受害者交上了朋友、获得了信任，下一步就开始了。得寸进尺是骗子最基本的策略；
另一个策略是一开始先提出一个比较无理的请求，然后再慢慢降低要求；
人们开始自我感觉特别良好的时候，就很容易成为骗子的猎物；
赢之后停不下来这种赌徒心理。对于如何利用这种虚假的乐观主义，骗子可是专家；
人们愿意相信事情总是会朝着好的方向发展也会被骗子利用；
相信一件事就会一根筋走到黑这种认知失调也常被骗子利用；
人们可能会为了保住名声而做出蠢事常被骗子利用；
所以了解自己的弱点是最佳防骗心态。

life is never fair, nothing comes for free, and there' s no such thing as the exception to the rule

Blinkist阅读。

我和作者都缘起于大卫·马梅的电影House of Games

其实这可以算失败骗子案例研究大全，因为，最好的骗子是没有被抓到的骗子。

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