

## *Maria Konnikova Books Full*

Do you want more free books like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. *The Confidence Game* (2016) lays bare the psychology behind pyramid schemes, get-rich-quick scams, and every other con artist trick in the book to help us understand why we so easily fall prey to manipulators. If you've ever wondered why we fall for con artists or even why we can be easily manipulated by others in everyday life, *The Confidence Game* has the answers. Drawing on examples from psychology and history, Maria Konnikova explains why confidence can create a master manipulator or a victim, why we're attracted to successful people, and what's wrong with our self-perception. Shares the author's personal experiences with anxiety, describing its painful coherence and absurdities while sharing the stories of other sufferers to illustrate anxiety's intellectual history and influence.

Buy now to get the insights from Maria Konnikova's *The Biggest Bluff*. Sample Insights: 1) *The World Series of Poker* is a championship open to professional and amateur poker players alike. For ten grand, anyone in the world can enter and take their shot at poker glory: the title of world champion and a prize of around \$9 million. 2) Maria Konnikova paid \$10,000 to enter the event and then failed to show up due to a really bad migraine. She prepped endlessly the day before, took Advil, meditated, slept a full nine hours, and ate well. As they say, man plans, God laughs.

A group biography of seven enduring and beloved games, and the story of why—and how—we play them. Checkers, backgammon, chess, and Go. Poker, Scrabble, and bridge. These seven games, ancient and modern, fascinate millions of people worldwide. In *Seven Games*, Oliver Roeder charts their origins and historical importance, the delightful arcana of their rules, and the ways their design makes them pleasurable. Roeder introduces thrilling competitors, such as evangelical minister Marion Tinsley, who across forty years lost only three games of checkers; Shusai, the Master, the last Go champion of imperial Japan, defending tradition against “modern rationalism”; and an IBM engineer who created a

backgammon program so capable at self-learning that NASA used it on the space shuttle. He delves into the history and lore of each game: backgammon boards in ancient Egypt, the Indian origins of chess, how certain shells from a particular beach in Japan make the finest white Go stones. Beyond the cultural and personal stories, Roeder explores why games, seemingly trivial pastimes, speak so deeply to the human soul. He introduces an early philosopher of games, the aptly named Bernard Suits, and visits an Oxford cosmologist who has perfected a computer that can effectively play bridge, a game as complicated as human language itself. Throughout, Roeder tells the compelling story of how humans, pursuing scientific glory and competitive advantage, have invented AI programs better than any human player, and what that means for the games—and for us. Funny, fascinating, and profound, *Seven Games* is a story of obsession, psychology, history, and how play makes us human.

Summary of The Confidence Game

Honey and Venom

The Most Notorious Fakes, Frauds, and Forgeries in the Art World

A Girl's Guide to Poker

Competition Demystified

BIGGEST BLUFF

The Confidence Game by Maria Konnikova (Summary)

***The wildly inventive debut collection of stories by the Oscar-nominated star of The Social Network. "Hilarious . . . It's a hoot" (People, The Best New Books). Jesse Eisenberg, known for his iconic film roles, his regular pieces in the New Yorker and two critically acclaimed plays, proves himself "a deeply original comic voice" in these 28 stories" about the funniness, sadness, and strangeness of everyday life and they really made me laugh" (Roz Chast). Moving from contemporary LA to the dorm rooms of an American college to ancient Pompeii, Eisenberg throws the reader into a universe of social misfits, reimagined scenes from history, and ridiculous overreactions; a college freshman forced to live with a roommate is stunned when one of her ramen packets goes missing ("She didn't have 'one' of my ramens. She had a chicken ramen."); Alexander Graham Bell***

has teething problems with his invention ("I've been calling Mabel all day, she doesn't pick up! Yes, of course I dialed the right number—2!"); and in the title story, a precocious and privileged nine-year-old boy finds himself in the uncomfortable position as an amateur restaurant critic. Featuring illustrations by award-winning cartoonist Jean Jillian, this "alphabet soup of sketches, riffs, and innovations" (Seattle Times) explores the various insanities of the modern world, "playfully bringing both familiar and wholly original scenarios to life" (Marie Claire). A Fall Books Preview Selection by Audible One of the Wall Street Journal's 15 Books to Read This Fall One of USA Today's Weekend Picks for Book Lovers One of People Magazine's Best New Books

The book before you is a product of what happens when two chess players start a relationship (which started over six years ago) and enter a dialogue about how to get ready for the next tournament. The content of this book is a training program for players who plan to play an over-the-board tournament a few weeks from the time they start training with this book. This book, unlike other similar books in the field of improvement, does not have a central theme. In other words, we are not focused solely on openings, middlegames or endgames. Moreover, the book does not only concentrate on specific themes (calculation, positional decisions, or other strategic aspects), though many of these concepts are addressed throughout the book. Instead, this book offers a holistic view on how to approach every single position in it, regardless of the phase of the game or the nature of the position. We try to teach players how to identify types of decisions in various positions, while pointing at the trade-off between a hardcore calculation and a heuristics judgment.

2010 Living Now Bronze Award Winner for category: Nutrition, Dietary, Circulation Winner, 2009 Mom's Choice Gold Award in Adult Books: Health, Nutrition, Fitness & Safety Finalist in the 2008 Next Generation Indie Book Awards for two categories: Health/Wellness and Multicultural Non-Fiction "Interwoven with centuries-old herbal remedies, time-tested techniques, and women's wisdom handed down through the ages, this kaleidoscopic whole-health tapestry reveals a myriad of natural methods for achieving and maintaining good health and all-around happiness. At the heart of the narrative is a compilation of

*natural recipes for infusions, poultices, teas, and tinctures garnered by the young Svetlana while listening to her mother and the girls (other medical professionals like her mother) as they shared their bond of friendship and their tales of healing success while gathered for tea in the family's blossom-filled garden intertwined with her grandmother's fairy tales, family vignettes, legends, and herbal lore. Filled with easy-to-make, natural, healing recipes for common ailments and illnesses such as allergies, asthma, fatigue, headaches, insomnia, and respiratory problems this all-encompassing guide to wellness offers a holistic approach that intermingles alternative treatments with folklore, psychology, philosophy, and spirituality to foster optimal health and joyful living."*

*Note: This is a SUMMARY of The Biggest Bluff by Maria Konnikova How much more could you get done if you completed your readings in 1/3 or 1/5 the time . We aim to write professionally written high-quality summaries so you can take away the main points of this fascinating book. Learn about Maria Konnikova's fascinating journey that became a New York Bestseller and New York Times Notable Book. At first, you'd think she is crazy until you realize that Konnikova is a genius. She plunges into an experiment where she becomes the test subject, starting as a novice - starting out in online poker cafes in Hoboken, NJ, and making it all the way to the World Series of Poker in Las Vegas. This is what you'll learn with this summary book: Konnikova's quest to learn poker, the perfect game at evaluating variance and skill. A intriguing odyssey to investigate how much of one's life can be attributed to chance and skill. With support system from her coach and others, Konnikova discovers herself and learns to play better not only at poker, but at the game of life. This summary book will provide chapter by chapter summary of this exception experiment, extending entertaining Trivia questions and discussion questions to reflect on. DISCLAIMER: We aim to deliver high-quality summaries as a way to introduce more readers to the full book. It's our sincere intention that readers could use our summary as a companion and not a substitute to the original book.*

*Manuscripts Don't Burn*

*Mama's Home Remedies*

***A Field Guide to Lies***

***Philosophical Meditations***

***Seven Games: A Human History***

***A Genetic History***

***Expert Strategy for No-limit Tournaments. Volume I: Strategic Play***

A scientific exploration into humanity's obsession with the afterlife and quest for immortality from the bestselling author and skeptic Michael Shermer. In his most ambitious work yet, Shermer sets out to discover what drives humans' belief in life after death, focusing on recent scientific attempts to achieve immortality along with utopian attempts to create heaven on earth. For millennia, religions have concocted numerous manifestations of heaven and the afterlife, and though no one has ever returned from such a place to report what it is really like—or that it even exists—today science and technology are being used to try to make it happen in our lifetime. From radical life extension to cryonic suspension to mind uploading, Shermer considers how realistic these attempts are from a proper skeptical perspective. *Heavens on Earth* concludes with an uplifting paean to purpose and progress and how we can live well in the here-and-now, whether or not there is a hereafter.

A New York Times Notable Book. The inspiration for PBS's AMERICAN EXPERIENCE film *The Poison Squad*. From Pulitzer Prize winner and New York Times bestselling author Deborah Blum, the dramatic true story of how food was made safe in the United States and the heroes, led by the inimitable Dr. Harvey Washington Wiley, who fought for change. By the end of nineteenth century, food was dangerous. Lethal, even. "Milk" might contain formaldehyde, most often used to embalm corpses. Decaying meat was preserved with both salicylic acid, a pharmaceutical chemical, and borax, a compound first identified as a cleaning product. This was not by accident; food manufacturers had rushed to embrace the rise of industrial chemistry, and were knowingly selling harmful products. Unchecked by government regulation, basic safety, or even labelling requirements, they put profit before the health of their customers. By some estimates, in New York City alone, thousands of children were killed by "embalmed milk" every year.

Citizens--activists, journalists, scientists, and women's groups--began agitating for change. But even as protective measures were enacted in Europe, American corporations blocked even modest regulations. Then, in 1883, Dr. Harvey Washington Wiley, a chemistry professor from Purdue University, was named chief chemist of the agriculture department, and the agency began methodically investigating food and drink fraud, even conducting shocking human tests on groups of young men who came to be known as, "The Poison Squad." Over the next thirty years, a titanic struggle took place, with the courageous and fascinating Dr. Wiley campaigning indefatigably for food safety and consumer protection. Together with a gallant cast, including the muckraking reporter Upton Sinclair, whose fiction revealed the horrific truth about the Chicago stockyards; Fannie Farmer, then the most famous cookbook author in

the country; and Henry J. Heinz, one of the few food producers who actively advocated for pure food, Dr. Wiley changed history. When the landmark 1906 Food and Drug Act was finally passed, it was known across the land, as "Dr. Wiley's Law." Blum brings to life this timeless and hugely satisfying "David and Goliath" tale with righteous verve and style, driving home the moral imperative of confronting corporate greed and government corruption with a bracing clarity, which speaks resoundingly to the enormous social and political challenges we face today.

A meditation on the Victorian novel and a sprawling epic tale of a man's quest for his identity follows John Huffman as he journeys to the heart of the Quincunx to reveal his elusive past

Rough sex, black magic, murder, and the science-and eros-of gambling meet in the ultimate book about Las Vegas James McManus was sent to Las Vegas by Harper's to cover the World Series of Poker in 2000, especially the mushrooming progress of women in the \$23 million event, and the murder of Ted Binion, the tournament's prodigal host, purportedly done in by a stripper and her boyfriend with a technique so outré it took a Manhattan pathologist to identify it. Whether a jury would convict the attractive young couple was another story altogether. McManus risks his entire Harper's advance in a long-shot attempt to play in the tournament himself. Only with actual table experience, he tells his skeptical wife, can he capture the hair-raising brand of poker that determines the world champion. The heart of the book is his deliciously suspenseful account of the tournament itself-the players, the hand-to-hand combat, and his own unlikely progress in it. Written in the tradition of *The Gambler* and *The Biggest Game in Town*, *Positively Fifth Street* is a high-stakes adventure, a penetrating study of America's card game, and a terrifying but often hilarious account of one man's effort to understand what Edward O. Wilson has called "Pleistocene exigencies"-the eros and logistics of our primary competitive instincts.

*Annals of Gullibility: Why We Get Duped and How to Avoid It*

*A Radically Simplified Approach to Business Strategy*

*The Confidence Game*

*Summary of the Biggest Bluff* by Maria Konnikova

*Murderers, Cheetahs, and Binion's World Series of Poker*

*A Journey Through Anxiety*

*Monkey Mind*

The urge to tidiness seems to be rooted deep in the human psyche. Many of us feel threatened by anything that is vague, unplanned, scattered around or hard to describe. We find comfort in having a script to rely on, a system to follow, in being able to categorise and file away. We all benefit from tidy organisation - up to a point. A large library needs a reference system. Global trade needs the shipping container. Scientific collaboration needs measurement units. But the forces of tidiness have marched too far. Corporate middle managers and government bureaucrats have long tended to insist that everything must have a label, a number and a logical place in a logical

system. Now that they are armed with computers and serial numbers, there is little to hold this tidy-mindedness in check. It's even spilling into our personal lives, as we corral our children into sanitised play areas or entrust our quest for love to the soulless algorithms of dating websites. Order is imposed when chaos would be more productive. Or if not chaos, then . . . messiness. The trouble with tidiness is that, in excess, it becomes rigid, fragile and sterile. In *Messy*, Tim Harford reveals how qualities we value more than ever - responsiveness, resilience and creativity - simply cannot be disentangled from the messy soil that produces them. This, then, is a book about the benefits of being messy: messy in our private lives; messy in the office, with piles of paper on the desk and unread spreadsheets; messy in the recording studio, the laboratory or in preparing for an important presentation; and messy in our approach to business, politics and economics, leaving things vague, diverse and uncomfortably made-up-on-the-spot. It's time to rediscover the benefits of a little mess.

Provides poker strategies for every phase of tournament play, covering the early phase where the stakes are small to later tactics such as bluffing, flops, scare cards, playing shorthanded, loose games, and endgame play.

The classic 1940 study of con men and con games that Luc Sante in *Salon* called “a bonanza of wild but credible stories, told concisely with deadpan humor, as sly and rich in atmosphere as anything this side of Mark Twain.” “Of all the grifters, the confidence man is the aristocrat,” wrote David Maurer, a proposition he definitely proved in *The Big Con*, one of the most colorful, well-researched, and entertaining works of criminology ever written. A professor of linguistics who specialized in underworld argot, Maurer won the trust of hundreds of swindlers, who let him in on not simply their language but their folkways and the astonishingly complex and elaborate schemes whereby unsuspecting marks, hooked by their own greed and dishonesty, were “taken off” - i.e. cheated—of thousands upon thousands of dollars. *The Big Con* is a treasure trove of American lingo (the write, the rag, the payoff, ropers, shills, the cold poke, the convincer, to put on the send) and indelible characters (Yellow Kid Weil, Barney the Patch, the Seldom Seen Kid, Limehouse Chappie, Larry the Lug). It served as the source for the Oscar-winning film *The Sting*.

The Russian playwright and novelist Mikhail Bulgakov (1891 - 1940) is now widely acknowledged as one of the giants of twentieth-century Soviet literature, ranking with such luminaries as Pasternak and Solzhenitsyn. In his own lifetime, however, a casualty of Stalinist repression, he was scarcely published at all, and his plays reached the stage only with huge difficulty. His greatest masterpiece, *The Master and Margarita*, a novel written in the 1930s in complete secrecy, largely at night, did not appear in print until more than a quarter of a century after his death. It has since become a worldwide bestseller. In *Manuscripts Don't Burn*, J.A.E. Curtis has collated the fruits of eleven years of research to produce a fascinating chronicle of Bulgakov's life, using a mass of exciting new material - much of which has never been published before. In particular, she is the only Westerner to have been granted access to either Bulgakov's or his wife Yelena Sergeyevna's diaries, which record in vivid detail the nightmarish precariousness of life during the Stalinist purges. J.A.E. Curtis combines these diaries with extracts from letters to and from Bulgakov and with her own illuminating commentary to create a lively and highly readable account. Her vast collection of Bulgakov's correspondence is unparalleled even in the USSR, and she draws on it judiciously to include letters addressed directly to Stalin, in which Bulgakov's pleads to be allowed to emigrate; letters to his sisters and to his brother in Paris whom he did not see for twenty years; intimate notes to his second and third wives; and letters to and from well-known writers such as Gorky and Zamyatin. *Manuscripts Don't Burn* provides a forceful and compelling insight into the pressures of day-to-day existence for a man fighting persecution in order to make a career as a writer in Stalinist Russia.

Soul Made Flesh

Sherlock's Method -

Summary and Analysis of The Biggest Bluff by Maria Konnikova

Summary of Maria Konnikova's The Biggest Bluff

Why We Fall for It . . . Every Time

Heavens on Earth

Positively Fifth Street

The Biggest Bluff By Maria Konnikova. SJB Quickreads offers an in-depth summary of the book by Maria Konnikova so that you can appreciate the book even more. The book looks at the question - How much of life can be found in the game of poker? After a series of unfortunate events in her family, psychologist Maria Konnikova decides to enter the world of poker and eventually tries to compete in the World Series of Poker Main Event or WSOP, to determine how much of chance and luck she could actually control...More than poker, this book is about taking control of one's life, improving decision making skills, and learning to maximize the limited information presented to us in everyday situations. It's an analysis of human behavior, seen through the lens of poker hands, bad beats, and bluffs. There are trivia question about the book and the author at the beginning of the book. Download and enjoy. Please note: This is an unofficial companion book to Maria Konnikova's popular book The Biggest Bluff - it is meant to enhance your reading experience and is not the original book.

Bruce Greenwald, one of the nation's leading business professors, presents a new and simplified approach to strategy that cuts through much of the fog that has surrounded the subject. Based on his hugely popular course at Columbia Business School, Greenwald and his coauthor, Judd Kahn, offer an easy-to-follow method for understanding the competitive structure of your industry and developing an appropriate strategy for your specific position. Over the last two decades, the conventional approach to strategy has become frustratingly complex. It's easy to get lost in a sophisticated model of your competitors, suppliers, buyers, substitutes, and other players, while losing sight of the big question: Are there barriers to entry that allow you to do things that other firms cannot?

The Confidence Game by Maria Konnikova | Summary & Analysis Preview: 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. They are able to read people quickly and easily. They understand what different people want and they take advantage of this by offering them easy solutions: by appearing at the right time, in the right way, with the desired offer... PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instaread Summary of The Confidence Game: . Overview of the book . Important People . Key Takeaways . Analysis of Key Takeaways

Leadership and engagement expert Mark C. Crowley shows how trading in the old business playbook for heart-led leadership strategies will create purpose-driven, dedicated employees and higher levels of performance. Revised and updated to address the needs of those managing Gen Z and millennial employees in addition to the latest global research on employee engagement. In this thoroughly revised and updated edition of his now classic book, visionary Mark C. Crowley provides the roadmap workplace leaders the world over are seeking: How to most successfully and sustainably inspire and manage other human beings in the post-pandemic era. • Nearly 50 million workers quit their jobs in the U.S. alone in 2021—a record number likely to be exceeded in 2022. • While we might imagine that an opportunity to earn greater pay is the key driver of this “Great Resignation,” research shows two-thirds of the reasons people leave jobs boil down to issues related to their engagement and overall well-being. • More specifically, people quit when they feel they aren’t valued, respected, appreciated, coached—or cared about personally—by their manager and organization. • Thanks in large part to the COVID pandemic and a global reset of what matters most to people in their lives, human beings have profoundly evolved in what they need and want in exchange for their work. • Consequently, a radical change in employee expectations demands that organizations and managers rapidly pivot by embracing leadership practices that match the moment. • The remedy to the Great Resignation is to adopt more humane ways of managing people knowing they inherently lead to infinitely greater engagement not to mention optimal employee performance. • In this new and updated version of his seminal and visionary book, Mark C. Crowley draws upon emerging medical and other scientific discoveries which prove it's the heart, not the mind, that drives human motivation and achievement. • While we’ve long been led to believe that human beings are essentially rational beings, new research shows that feelings and emotions far more often motivate human behavior and what people care about most and commit themselves to in their lives. • In light of this breakthrough understanding, it’s become incumbent upon workplace managers to pay great attention to their employees' emotional experience at work—far greater attention than any of us ever believed necessary. • Ironically, most of us were told the heart has no place in workplace management. In fact, most of us were taught that the heart acts like Kryptonite in leadership: it inherently undermines a manager's effectiveness - and lowers performance. • What makes this book so remarkable is that it brilliantly contradicts all those traditional beliefs and proves why people naturally and instinctively respond to managers who care about them personally and support their deep human needs. • To be absolutely clear, there's nothing soft or weak about the Lead From The Heart philosophy. Instead, it represents the future of workplace management and a roadmap to driving uncommon engagement, productivity and profitability when organizations around the world are wanting it most. • Rich with inspiring stories and illuminating research, this book proves that when you lead people with a greater balance of mind and heart, people naturally follow. And they also excel.

By Maria Konnikova | Includes Analysis  
Inequality

The Biggest Bluff

The Big Con

How I Learned to Pay Attention, Master Myself, and Win

by Maria Konnikova | Summary & Analysis

Why We Get Duped and How to Avoid It

Winner of the 2011 George Orwell Award. One of The Atlantic's top psychology books of 2011. As human beings, we've always told stories: stories about who we are, where we come from, and where we're going. Now imagine that one of those stories is taking over the others, narrowing our diversity and creating a monoculture. Because of the rise of the economic story, six areas of your world - your work, your relationships with others and the environment, your community, your physical and spiritual health, your education, and your creativity - are changing, or have already changed, in subtle and not-so-subtle ways. And because how you think shapes how you act, the monoculture isn't just changing your mind - it's changing your life. In *Monoculture*, F.S. Michaels draws on extensive research and makes surprising connections among disciplines to take a big-picture look at how one story is changing everything. Her research and writing have been supported by the Social Sciences and Humanities Research Council of Canada, the Killam Trusts, and regional and municipal arts councils. Michaels has an MBA, and lives and writes in British Columbia.

Andrew Coté has one of the most intriguing, challenging, and unique jobs in New York City--maintaining millions of honey bees atop some of the city's most iconic buildings. His apiaries have crowned the Waldorf Astoria and the Museum of Modern Art; reside on the North Lawn of the United Nations; reign above stores, hotels, restaurants, schools, churches, and synagogues; and are situated in community gardens, and even cemeteries, throughout the five boroughs. Widely recognized as New York City's premier urban beekeeper, in this debut collection, Coté takes readers with him on his daily apiary adventures over the course of a year, in the city and across the globe...

'Searls restores much of [the inkblot test's] potency in this rich and resonant book . . . Even in the age of alternative facts, there are still right answers, and wrong ones, and the inkblots still ring true ' Sunday Times ' A marvelous book about how one man and his enigmatic test came to shape our collective imagination. The Rorschach test is a great subject and *The Inkblots* is worthy of it: beguiling, fascinating, and full of new discoveries every time you look. ' David Grann, author of *The Lost City of Z* and *Killers of the Flower Moon* ' It seems incredible that no one before Damion Searls has ever written a biography of Rorschach... His early death may have deterred other would-be biographers, but Searls sails past it with style: the second half of his book traces the fortunes of Rorschach ' s famous test, which became a household word in America after World War II, when the U.S. Army used it on draftees. Searls uses this unlikely-seeming artifact to illuminate two histories, one scientific, the other cultural, both full of surprises. ' Lorin Stein, *The Paris Review* ' This excellent book begins as a biography and becomes, when [Rorschach] suddenly dies of a ruptured appendix at the age of thirty-seven, a cultural history of his creation. ' Harper's The captivating, untold story of Hermann Rorschach and his famous inkblot test, which has shaped our view of human personality and become a fixture in popular culture. In 1917, working alone in a remote Swiss asylum, psychiatrist Hermann Rorschach devised an experiment to probe the human mind. He had come to believe that who we are is less a matter of what we say, as Freud thought, than what we see. Rorschach himself was a talented illustrator, and his test, a set of ten carefully designed inkblots, quickly

made its way to America, where it took on a life of its own. Co-opted by the military after Pearl Harbor, Rorschach ' s test was a fixture at the Nuremberg trials and in the jungles of Vietnam. It became an advertising staple, a cliché in Hollywood and journalism, and an inspiration to everyone from Andy Warhol to Jay-Z. The test was also taken by millions of defendants, job applicants, parents in custody battles and people suffering from mental illness – or simply trying to understand themselves better. And it is still used today. Damion Searls draws on untranslated letters and diaries, and a cache of previously unknown interviews with Rorschach ' s family, friends and colleagues, to tell the unlikely story of the test ' s creation, its controversial reinvention and its remarkable endurance. Elegant and original, *The Inkblots* shines a light on the twentieth century ' s most visionary synthesis of art and science.

Art scams are today so numerous that the specter of a lawsuit arising from a mistaken attribution has scared a number of experts away from the business of authentication and forgery, and with good reason. Art scams are increasingly convincing and involve incredible sums of money. The cons perpetrated by unscrupulous art dealers and their accomplices are proportionately elaborate. Anthony M. Amore's *The Art of the Con* tells the stories of some of history's most notorious yet untold cons. They involve stolen art hidden for decades; elaborate ruses that involve the Nazis and allegedly plundered art; the theft of a conceptual prototype from a well-known artist by his assistant to be used later to create copies; the use of online and television auction sites to scam buyers out of millions; and other confidence scams incredible not only for their boldness but more so because they actually worked. Using interviews and newly released court documents, *The Art of the Con* will also take the reader into the investigations that led to the capture of the con men, who oftentimes return back to the world of crime. For some, it's an irresistible urge because their innocent dupes all share something in common: they want to believe.

How I Learned to Pay Attention, Master Myself, and Win

Discover Time-Tested Secrets of Good Health and the Pleasures of Natural Living

One Chemist's Single-Minded Crusade for Food Safety at the Turn of the Twentieth Century

Transformational Leadership For The 21st Century

The Story of the Confidence Man

The Beautiful Struggle (Adapted for Young Adults)

Messy

"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.

The New York Times bestselling guide to thinking like literature's greatest detective. "Steven Pinker meets Sir Arthur Conan Doyle" (Boston Globe), by the author of *The Confidence Game*. No fictional character is more renowned for his powers of thought and observation than Sherlock Holmes. But is his extraordinary intellect merely a gift of fiction, or can we learn to cultivate these abilities ourselves, to improve our lives at work and at home? We can, says psychologist and journalist Maria Konnikova, and in *Mastermind* she shows us how. Beginning with the "brain attic"—Holmes's metaphor for how we store information and organize knowledge—Konnikova unpacks the mental strategies that lead to clearer thinking and deeper insights. Drawing on twenty-first-century neuroscience and psychology, *Mastermind* explores Holmes's unique methods of ever-present mindfulness, astute observation, and logical deduction. In doing so, it shows how each of us, with some self-awareness and a little practice, can employ these same methods to sharpen our perceptions, solve difficult problems, and enhance our creative powers. For Holmes aficionados and casual readers alike, Konnikova reveals how the world's most keen-eyed detective can serve as an unparalleled guide to upgrading the mind.

The first book to provide a comprehensive look at the problem of gullibility, this groundbreaking work covers how and why we are fooled in areas that range from religion, politics, science, and medicine, to personal finance and relationships. First laying the groundwork by showing gullibility at play in the writings of historic authors we all know, developmental psychologist Stephen Greenspan follows with chapters that describe social duping across the gamut of human conduct. From people who pour bucks into investment scams, to those who follow the faith of scientologists, believe in fortunetellers, or champion unfounded medicine akin to snake oil, we all know someone who has been duped. A lot of us have been duped ourselves, out of naive trust. It's not a matter of low intelligence that moves us to, without evidence, believe the words of politicians, salesmen, academics, lawyers, military figures, or cult leaders, among others. Greenspan shows us the four broad reasons we become drawn into gullible behavior, and he presents ways people can become less gullible. Greenspan takes us into the vast realm of gullibility from the fictional Pied Piper to the historical Trojan Horse, then through modern-day military maneuvers, political untruths, police and criminal justice scams, and financial and love lies. While there have been earlier books focused on liars and manipulators of all sorts, this is the first to focus on the gullible who are their victims, and how the gullible can become less likely to be taken

again.

An account of living with anxiety, coupled with reportage on the science of anxiety disorders.

Life Is Messy

How to Think Like Sherlock Holmes

& Other Stories

Mikhail Bulgakov: a Life in Letters and Diaries

The Art of the Con

A Memoir of Anxiety

Examined Life

How genomics reveals deep histories of inequality, going back many thousands of years. Inequality is an urgent global concern, with pundits, politicians, academics, and best-selling books all taking up its causes and consequences. In *Inequality*, Carles Lalueza-Fox offers an entirely new perspective on the subject, examining the genetic marks left by inequality on humans throughout history. Lalueza-Fox describes genetic studies, made possible by novel DNA sequencing technologies, that reveal layers of inequality in past societies, manifested in patterns of migration, social structures, and funerary practices. Through their DNA, ancient skeletons have much to tell us, yielding anonymous stories of inequality, bias, and suffering. Lalueza-Fox, a leader in paleogenomics, offers the deep history of inequality. He explores the ancestral shifts associated with migration and describes the gender bias unearthed in these migrations—the brutal sexual asymmetries, for example, between male European explorers and the women of Latin America that are revealed by DNA analysis. He considers social structures, and the evidence that high social standing was inherited—the ancient world was not a meritocracy. He untangles social and genetic factors to consider whether wealth is an advantage in reproduction, showing why we are more likely to be descended from a king than a peasant. And he explores the effects of ancient inequality on the human gene pool. Marshaling a range of evidence, Lalueza-Fox shows that understanding past inequalities is key to understanding present ones.

Inside this Instaread Summary of *The Confidence Game*:  
\*Overview of the book\*  
\*Important People\*  
\*Key

Takeaways\*  
\*Analysis of Key Takeaways

PHILOSOPHY/EASTERN RELIGIONS

The New York Times bestseller! A New York Times Notable Book “The tale of how Konnikova followed a story about poker players and wound up becoming a story herself will have you riveted, first as you learn about her big winnings, and then as she conveys the lessons she learned both about human nature and herself.” —The Washington Post It's true that Maria Konnikova had never actually played poker before and didn't even know the rules when she approached Erik Seidel, Poker Hall of Fame inductee and winner of tens of millions of dollars in earnings, and convinced him to be her mentor. But she knew her man: a famously thoughtful and broad-minded player, he was intrigued by her pitch that she

wasn't interested in making money so much as learning about life. She had faced a stretch of personal bad luck, and her reflections on the role of chance had led her to a giant of game theory, who pointed her to poker as the ultimate master class in learning to distinguish between what can be controlled and what can't. And she certainly brought something to the table, including a Ph.D. in psychology and an acclaimed and growing body of work on human behavior and how to hack it. So Seidel was in, and soon she was down the rabbit hole with him, into the wild, fiercely competitive, overwhelmingly masculine world of high-stakes Texas Hold'em, their initial end point the following year's World Series of Poker. But then something extraordinary happened. Under Seidel's guidance, Konnikova did have many epiphanies about life that derived from her new pursuit, including how to better read, not just her opponents but far more importantly herself; how to identify what tilted her into an emotional state that got in the way of good decisions; and to get to a place where she could accept luck for what it was, and what it wasn't. But she also began to win. And win little over a year, she began making earnest money from tournaments, ultimately totaling hundreds of thousands of dollars. She won a major title, got a sponsor, and got used to being on television, and to headlines like "How one writer's book deal turned her into a professional poker player." She even learned to like Las Vegas. But in the end, Maria Konnikova is a writer and student of human behavior, and ultimately the point was to render her incredible journey into a container for its invaluable lessons. The biggest bluff of all, she learned, is that skill is enough. Bad cards will come our way, but keeping our focus on how we play them and not on the outcome will keep us moving through many a dark patch, until the luck once again breaks our way.

The Poison Squad

Harrington on Hold 'em

The Scientific Search for the Afterlife, Immortality, and Utopia

Monoculture

The Working Tool for the Club Player

Critical Thinking with Statistics and the Scientific Method

The Marshmallow Test

Winner of the National Business Book Award From the New York Times bestselling author of *The Organized Mind* and *This Is Your Brain on Music*, a primer to the critical thinking that is more necessary now than ever We are born with more information each day than our brains can process—especially in election season. It's raining bad data, truths, and even outright lies. New York Times bestselling author Daniel J. Levitin shows how to recognize mislabeled announcements, statistics, graphs, and written reports, revealing the ways lying weasels can use them. It's been harder to separate the wheat from the digital chaff. How do we distinguish misinformation, pseudo-facts, and

from reliable information? Levitin groups his field guide into two categories—statistical information and faulty arguments—ultimately showing how science is the bedrock of critical thinking. Infoliteracy means understanding that there are hierarchies of source quality and bias that variously distort our information feeds via every media channel, from print to social media. We may expect newspapers, bloggers, the government, and Wikipedia to be factually and logically sound, but they so often aren't. We need to think critically about the words and numbers we encounter if we want to be successful at work, at play, and in making the most of our lives. This means checking the plausibility and reasonableness of information, rather than passively accepting information, repeating it, and making decisions based on it. Readers learn to avoid the extremes of glib passive gullibility and cynical rejection. Levitin's charming, entertaining, accessible guide can help anyone wake up to the whole lot of things that aren't so. And catch some weasels in their tracks!

In this unprecedented history of a scientific revolution, award-winning author and journalist Carl Zimmer tells the story of the dawn of the age of the brain and modern consciousness. Told here for the first time, the dramatic story of how the secrets of the brain were discovered in seventeenth-century England unfolds against a turbulent backdrop of civil war, the Great Fire of London, and plague. At the beginning of that chaotic century, no one knew how the brain worked, or even what it looked like intact. But by the century's close, even the most common conceptions and dominant philosophies had been completely overturned, supplanted by a radical new vision of man, God, and the universe. Presiding over the rise of this new scientific paradigm was the founder of modern neurology, Thomas Willis, a thoughtful and sympathetic, even heroic figure at the center of an extraordinary group of scientists and philosophers known as the Oxford circle. Chronicled here in vivid detail are their groundbreaking revelations and the often gory experiments that enshrined the brain as the physical seat of intelligence -- and the seat of the human soul. *Soul Made Flesh* conveys a contagious appreciation for the brain, its structure, and its many marvelous functions, and the implications for our understanding of identity, mind, and morality.

"A memoir from Ta-Nehisi Coates, in which he details the challenges on the streets and within one's family, especially the eternal struggle for peace between a father and son and the important role family plays in such circumstances." Renowned psychologist Walter Mischel, designer of the famous Marshmallow Test, explains what self-control is and how to master it. A child is presented with a marshmallow and given a choice: Eat this one now, or wait and enjoy two later. What will she do? And what are the implications for her behavior later in life? The world's leading expert on self-control, Walter Mischel has proven that the ability to delay gratification is critical for a successful life, predicting higher test scores, better social and cognitive functioning, a healthier lifestyle and a greater sense of self-worth. But is self-control prewired, or can it be taught? In *The Marshmallow Test*, Mischel explains how self-control can be mastered and

to challenges in everyday life--from weight control to quitting smoking, overcoming heartbreak, making major decisions and planning for retirement. With profound implications for the choices we make in parenting, education, public self-care, The Marshmallow Test will change the way you think about who we are and what we can be.

The Inkblots

The Quincunx

On Edge

Confessions of an Urban Beekeeper

Lead From The Heart

The Discovery of the Brain--and How it Changed the World

Mastermind

*So you want to play poker. Maybe it's the challenge. Maybe it's the cash. Maybe you're turned on by guys in hoodies and sunglasses. Whatever the reason, if you're a girl - or guy! - who wants to learn poker, then this book is handier than your high school cheat sheet. Learn everything from insider poker lingo (bluff! checkraise! snapcall!) to fancy winning plays with the help of easy-to-read mini-chapters and quizzes. Most poker books read like a math textbook. This one reads like Cosmo. The only poker book that teaches card playing strategy and how to bluff your boyfriend, A Girl's Guide to Poker will make you the belle of the ball - or the cardshark of the casino. Amanda Botfeld isn't your average poker player - how many hold their cards with a red nail polish manicure? Not enough! Nicknamed the Bridget Jones of poker, she seeks to turn the tables for women everywhere, writing a sassy how-to guide so more women can join the game. A writer at heart, her work has previously been published in the Wall Street Journal, Los Angeles Times, and Huffington Post.*

*Life is messy. It isn't a color-within-the-lines exercise. It's a wild and outrageous invitation full of uncertain outcomes. The mess of life is both inevitable and unexpected. It is filled with delightful mysteries and frustrating predicaments. In our disposable culture, we throw broken things away. So, what will we do with broken people, broken relationships, broken institutions, broken families, and of course, our very own broken selves? We are all broken and wounded. This book is about putting our lives back together, and allowing ourselves to be put back together, when life doesn't turn out as we expected it to. Based on his own heart-wrenching personal journals, Matthew Kelly shares how the worst three years of his life affected him, by*

*exploring this question: Can someone who has been broken be healed and become more beautiful and more lovable than ever before? The answer will fill you with hope. There has never been a more urgent need for us to attend to what is happening within us. This is quite simply the right book at the right time.*

*Bream Gives Me Hiccups*

*How One Story Is Changing Everything*

*Mastering Self-Control*