

CON ARTIST ARTICLES

We are going to be creating our own con artist story in the next few days. All the work up to this point has been preparing us for this:

- why people like to gamble (play the lottery)
- what skills good con artists need (e.g. Dr. Brinkley and the female con artists)
- learning con artist language
- learning about typical cons
- thinking about what people feel like when they are either the con artist or the 'mark'

With the help of several articles, we are going to learn a little more about the typical con artist and why he/she is so dangerous...

Article One: "How Con Artists Work"

1. What are four weaknesses that con artists take advantage of?

2. What are three ways that con artists can gain your confidence?

Article Two: “Con Artists – Sociopaths – Narcissists”

1. Write down three definitions of “con artist.”

2. The article mentions a whole list of skills that con artists have. Write down five of them.

3. The article notes that con artists often are sociopaths and suffer from *narcissistic personality disorder* (NPD). What are four characteristics that you think con artists and people with NPD share?

4. What do you think are the two strongest motivators for con artists?

5. What are three ways that a con artist may exploit you?

6. Which are the three most convincing con artist quotes, in your opinion?

Article Three: "How Con Artists Trick Your Mind"

1. According to this article, 'only the foolish or poorly educated fall victim' to scams. True or false? Circle the right answer.

TRUE

FALSE

2. What are four characteristics that victims of scams have in common, according to the article?

3. What are the seven persuasion principles used by con artists? Explain your answers.

4. Statement: The Nigerian email scam, in one form or another, has been around since as early as the 1500s. True or false?

TRUE

FALSE