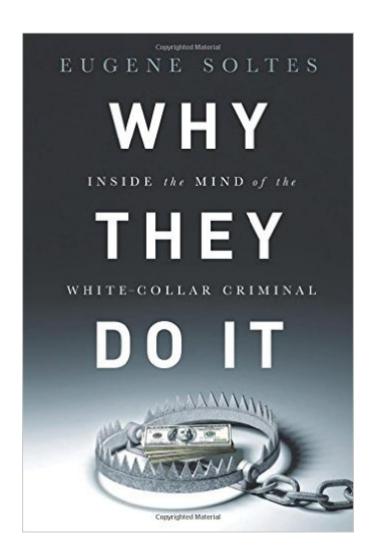
## The book was found

## Why They Do It: Inside The Mind Of The White-Collar Criminal





## Synopsis

Rarely does a week go by without a well-known executive being indicted for engaging in a white-collar crime. Perplexed as to what drives successful, wealthy people to risk it all, Harvard Business School professor Eugene Soltes took a remarkable journey deep into the minds of these white-collar criminals, spending seven years in the company of the men behind the largest corporate crimes in history--from the financial fraudsters of Enron, to the embezzlers at Tyco, to the Ponzi schemers Bernie Madoff and Allen Stanford. Drawing on intimate details from personal visits, letters, and phone calls with these former executives, as well as psychological, sociological, and historical research, Why They Do It is a breakthrough look at the dark side of the business world. Soltes refutes popular but simplistic explanations of why seemingly successful executives engage in crime. White-collar criminals, he shows, are not merely driven by excessive greed or hubris, nor do they usually carefully calculate the costs and benefits before breaking the law and see it's worth the risk. Instead, he shows that most of these executives make decisions the way we all do--on the basis of their intuitions and gut feelings. The trouble is, these gut feelings are often poorly suited for the modern business world. Based on extensive interaction with nearly fifty former executives--many of whom have never spoken about their crimes--Soltes provides insights into why some saw the immediate effects of misconduct as positive, why executives often don't feel the emotions (angst, guilt, shame) most people would expect, and how acceptable norms in the business community can differ from those of the broader society.

## **Book Information**

Hardcover: 464 pages

Publisher: PublicAffairs (October 11, 2016)

Language: English

ISBN-10: 1610395360

ISBN-13: 978-1610395366

Product Dimensions: 9.1 x 6.6 x 1.1 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #281,163 in Books (See Top 100 in Books) #76 in Books > Biographies & Memoirs > True Crime > White Collar Crime #408 in Books > Business & Money > Business Culture > Ethics #551 in Books > Business & Money > Business Culture > Workplace Culture

Download to continue reading...

Why They Do It: Inside the Mind of the White-Collar Criminal From Zero to Sixty on Hedge Funds and Private Equity 3.0: What They Do, How They Do It, and Why They Do The Mysterious Things They Do White Collar Crime: Law and Practice (American Casebook Series) A Company of One: Insecurity, Independence, and the New World of White-Collar Unemployment Working: People Talk About What They Do All Day and How They Feel About What They Do Creature Features: Twenty-Five Animals Explain Why They Look the Way They Do Understanding Jehovah's Witnesses: Why They Read the Bible the Way They Do Food and the City: New York's Professional Chefs, Restaurateurs, Line Cooks, Street Vendors, and Purveyors Talk About What They Do and Why They Do It The Tree: A Natural History of What Trees Are, How They Live, and Why They Matter The Economist Guide to Financial Markets (6th Ed): Why they exist and how they work (Economist Books) Angels: Who They Are, What They Do, and Why It Matters The Little Book of Tom of Finland: Blue Collar Touring, Trekking, and Traveling Green: Careers in Ecotourism (Green-Collar Careers) The Green Collar Economy: How One Solution Can Fix Our Two Biggest Problems The Red Collar ( A Dog Story) The Last Good Heist: The Inside Story of The Biggest Single Payday in the Criminal History of the Northeast El Narco: Inside Mexico's Criminal Insurgency Gods Generals: Why They Succeeded And Why Some Fail The Brain Audit: Why Customers Buy (And Why They Don't) The Faith: What Christians Believe, Why They Believe It, and Why It Matters

<u>Dmca</u>