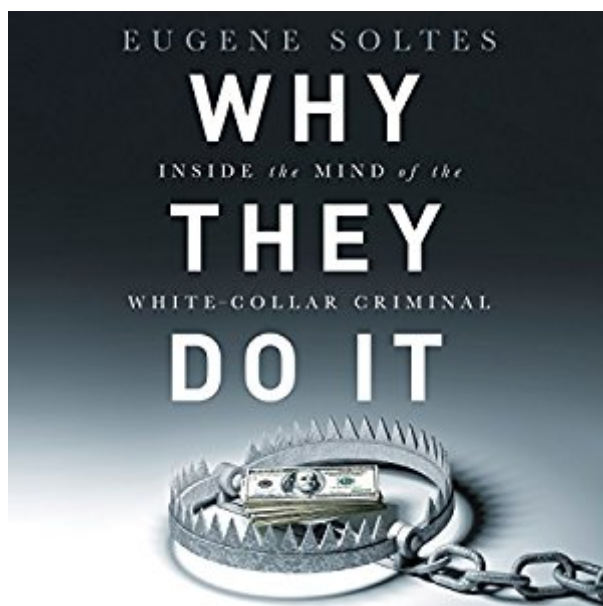


The book was found

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 spent 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. Soltes refutes popular 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. Instead, he shows that most of these executives make decisions the way we all do - on the basis of their intuitions and gut feelings. Based on extensive interaction with nearly 50 former executives, Soltes provides insights into why some saw the immediate effects of misconduct as positive, why executives often don't feel the emotions most people would expect, and how acceptable norms in the business community can differ from those of the broader society.

Book Information

Audible Audio Edition

Listening Length: 11 hours and 54 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: HighBridge, a division of Recorded Books

Audible.com Release Date: October 11, 2016

Whispersync for Voice: Ready

Language: English

ASIN: B01LZXV6CE

Best Sellers Rank: #3 in Books > Biographies & Memoirs > True Crime > White Collar Crime

#16 in Books > Business & Money > Business Culture > Ethics #19 in Books > Audible

Audiobooks > Nonfiction > True Crime

Customer Reviews

Why do they do it? Soltes builds good evidence with a tremendous number of case studies to answer this tricky question from the motivational perspective, but I think he goes a little easy on the perpetrators and the current system of enablers. I understand why the author avoids the self-righteous tone. After all, the criminals became his pen pals as he worked on this book, and he met quite a few of them in-person. Some relationship-building ended up taking place. Keeping that

in mind, the book does not devolve into a full-on apologia of their behavior, but harsh in judgement it is not. Nor is the book deep in acknowledging a whole host of enablers that incent, act slowly, don't think critically, behave dismissively, and/or at times ignore the crime that may be a harder subject to broach since those people are perfectly happy with themselves and are not in jail. Soltes covers the historic background on the rise of white-collar crime as a concept within our justice system. Then he discusses psychological and organizational reasons that may incent corporate executives to cross beyond the grey space of corporate gamesmanship. In short, I think the framework of "Pressure, Opportunity, Rationalization" works quite well to explain a lot of misbehavior in Corporate America. Yet I would argue there is still plenty of work to be done to study the specific traits or pressures that end up leading people in the wrong direction, and talk about the enablers (internal and external to the company). I think volume two of this work, if the author ever considers pursuing this subject matter further, should involve discussion about the market participants who deal with these types of executives before their crime becomes official "wall street research analysts, i-bankers, auditors, institutional investors, SEC investigators, short sellers, etc. It may be amazing to see just how much the current system enables corporate crossover onto the dark side. Victims, beneficiaries, and investigators must all have a treatment on this topic.

Well written. Dr. Soltes' writing is insightful into the mind of the "white collar" criminal.

I would have preferred more dialogue with the perpetrators rather than an assessment. Interesting, but I felt there was more to be learned.

great book

Starts slowly but then becomes more interesting. The penultimate treatment of Bernie Madoff is great.

Amazingly well-written book with multiple first order accounts of interviews with white-collar criminals and extensive research on the nature of their behavior.

The argument gets a little thin after a while, but the first 50 to 60 pages is quite entertaining. The end is too much of the hired apologist spreading the gospel.

Great Read

[Download to continue reading...](#)

Why They Do It: Inside the Mind of the White-Collar Criminal Criminal Psychology: Understanding the Criminal Mind and Its Nature Through Criminal Profiling (Criminal Psychology - Criminal Mind - Profiling) From Zero to Sixty on Hedge Funds and Private Equity: What They Do, How They Do It, and Why They Do The Mysterious Things They Do Criminal Psychology: Understanding the Criminal Mind through Criminal Profiling They Hurt, They Scar, They Shoot, They Kill: Toxic Characters in Young Adult Fiction (Studies in Young Adult Literature) Understanding Girls with ADHD, Updated and Revised: How They Feel and Why They Do What They Do The 100 Best Business Books of All Time: What They Say, Why They Matter, and How They Can Help You Miracles: What They Are, Why They Happen, and How They Can Change Your Life Modern Criminal Procedure, Basic Criminal Procedure, and Advanced Criminal Procedure, 2017 Supplement (American Casebook Series) Inside Administrative Law: What Matters and Why (Inside Series) (Inside (Wolters Kluwer)) Trusted Criminals: White Collar Crime In Contemporary Society Profit Without Honor: White Collar Crime and the Looting of America (6th Edition) White Collar Crime in a Nutshell (Nutshells) The Financial Crisis and White Collar Crime: The Perfect Storm? Corporate and White Collar Crime, Cases and Materials, Fifth Edition (Aspen Casebook Series) Spin Move (White Collar Crime Thriller) White Collar Crime: Law and Practice (American Casebook Series) Master Your Mind: Achieve Greatness by Powering Your Subconscious Mind [mental power, mind control, thought control] (brain power, subconscious mind power, NLP, Neuro Linguistic Programming) Working: People Talk About What They Do All Day and How They Feel About What They Do The Employee Experience Advantage: How to Win the War for Talent by Giving Employees the Workspaces they Want, the Tools they Need, and a Culture They Can Celebrate

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)