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A confidence trick is an attempt to defraud a person or group after first gaining their confidence, . ISBN 978-0525427414. Maurer, David W. (1999) [1940]. The Big Con: The Story of the Confidence Man and the Confidence Game (reprinted).

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Ibid. 11. David W. Maurer, The Big Con: Story of the Confidence Man, New York: Anchor Books/Random House, 1940. 12. "Not in Gans' Class," Baltimore Sun,

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