

## Recommended Reading

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***The Informant*** by Kurt Eichenwald. This account of the Archer Daniels Midland international price-fixing scandal reads like a fiction novel, with odd twists, the feel of an unreliable narrator reminiscent of Poe, and some excellent insight into the anatomy of a massive, systemic, international fraud.

***Extraordinary Popular Delusions and the Madness of Crowds*** by Charles Mackay. Published in 1841 and still in print, this definitive study of human folly and crowd psychology, from the South Sea Bubble to Tulipomania to Witch Hunts, demonstrates there is nothing new about financial disasters.

***Influence: The Psychology of Persuasion*** by Robert B. Cialdini, Ph.D. Although not about fraud, Dr. Cialdini's book is a go-to source for anyone seeking to understand the psychology behind why proper authority and executive example is critical to an ethical organization.

***Hard Facts, Dangerous Half-Truths, and Total Nonsense*** by Jeffrey Pfeffer and Robert L. Sutton. Stanford professors examine the dangers of relying on popular axioms and business adages, rather than managing by hard facts and evidence. This excellent management book not only describes how to build "organizational wisdom," but also references numerous studies which demonstrate the links between certain organizational behaviors and fraud.

***Beautiful Evidence*** by Edward Tufte. All of Professor Tufte's books are wonderfully illustrated and graphically appealing, demonstrating his philosophy of presenting statistical evidence in a way that is visually compelling to the reader. He also describes the dangers of PowerPoint and what he calls "Chart Junk," providing alternate methods for displaying information. Essential for anyone seeking to improve their presentations and reports of fraud findings. Just seeing his hilarious reconstruction of Lincoln's Gettysburg Address into a contemporary slide deck is worth the book by itself.

***Conspiracy of Fools*** by Kurt Eichenwald. Mr. Eichenwald does it again, molding the massive Enron frauds into a novelesque tale. Compelling insights into a corrupt system which management established as early as the mid-80's, unfolding over the course of 15 years before the company's notorious collapse.

***Practical Aspects of Interview and Interrogation*** by David E. Zulawski and Douglas E. Wicklander. This comprehensive text provides thorough discussion and visuals related to the legal aspects of interviewing, types of confessions, verbal and non-verbal behaviors, planning & structuring the interview, and obtaining an admission of wrongdoing.

***What Every Body Is Saying*** by Joe Navarro. This ex-FBI agent describes, alongside many excellent photos, the survival instincts driving our body language, the nonverbal cues which build trust & demonstrate authority, and the most powerful signs of deceptive behavior. Do you know which body part provides the best gauge of an interviewee's feelings? It's not the eyes . . . .

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***The Cuckoo's Egg*** by Cliff Stoll. Anyone who has ever bypassed an anomaly because it was "immaterial" must read this one. Mr. Stoll, a Berkeley astronomer, pursued a 75-cent accounting error which led him to a hacker, paid in cash and cocaine by the KGB, who broke into U.S. computer systems and stole sensitive defense information. A personable, well-written account of Mr. Stoll's cyber-pursuit of the spy.

***Catch Me If You Can*** by Frank Abagnale. Where a movie is good, the book is usually better, and this one is. An inside account of a very young man who traveled the world, posing as a Pan Am pilot, a doctor, and a lawyer, all the while living off of the millions in forged checks he cashed. The end of the book is better than the end of the movie.

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