

Introduction

Throughout civilization we have witnessed everything from con artists, liars, cheats, frauds and even imposters in this century. To deceive and exploit, to trick with shrewd and clever tactics is surely a basic illness of modern society. In all kinds of exploitation there are elements of fraud or deception.

The exploiter is a particular kind of character type who often does not appear so much different from the average person until you begin to add up and understand the aim of their actions. Relationships always have an ulterior motive and there is a decided lack of integrity and empathy toward those they come into contact. You can never be sure whether their feelings toward you are honest and sincere or rather, that they are putting on some act to win you over.

The exploiter is able to keep up his appearances by attenuating his aggression and applying it to being clever and tricky. In a way they enter more actively into competition with their victim. They lean toward proving their superiority by defeating the other person. Their aim in life is the pursuit of putting something over and this often comes as a result of outright betrayal of trust. Their empathy is minimal and they rarely seem to feel awful when realizing how destructive they have been. Obviously, they are not the kind we ought to ever trust or even get that close to even though they can exude extreme charm and offer multitudes of help. This is all in the quest to exploit and manipulate both the other and the situation.

What we do find in the end is that they are extremely ambitious and when pushed will resort to all kinds of deviances to win the day. In fact, their ambition is fueled by a heightened greed that makes losing not a viable option for them. No, they must win and of course, they must win at all costs. In this pursuit, they often appear like heroes

who are energized by godlike powers and energies. The problem is that they cannot contemplate not being the best, the brightest and the most skilled. All of this comes at a terrible price - that being their own destructiveness - they invariably get caught at it and unfortunately the victim pays the price. I hope to highlight in the following chapters an array of exploitative personalities together with their underlying psychological complexities. I hope that this will give the reader a deeper understanding of what motivates these people to do what they feel they must. Lying, deceit, corruptibility is one of the supreme vices in our culture. We must always be on guard for this, otherwise we pay the price of being the exploiter's prey.

I wish to illustrate two kinds of exploiters, one who breaks the law outright and the other who tries to win in a most deceptive way exploiting the very sport she is engaged in.

On 21 April 1980, Rosie Ruiz, a 23-year-old New Yorker, was the first woman to cross the finish line in the Boston Marathon. She had achieved the third fastest time ever recorded for a female runner (two hours, thirty-one minutes, and fifty-six seconds), which was made all the more remarkable by the fact that she looked remarkably sweat-free and relaxed as she climbed the winner's podium to accept her wreath. However, race officials almost immediately began to question her victory.

The problem was that no one could remember having seen her during the race. Monitors at the various race checkpoints hadn't seen her, nor had any of the other runners. Numerous photographs taken during the race failed to contain any sign of her. Her absence was overwhelming. Finally, a few members of the crowd came forward to reveal that they had seen her jump into the race during its final half-mile. Apparently she had then simply sprinted to the finish line.

As race officials prepared to announce her disqualification from the race, they discovered evidence that she had also cheated during the earlier New York marathon, where she had earned the time that had qualified her to run in the Boston marathon. She had apparently achieved her time in New York by riding the subway. Officials stripped her of her Boston victory and awarded the title to the real winner, Jackie Gareau.

In another instance, we have the case of Rajat Gupta, a former Goldman Sachs director who was found guilty of leaking the bank's boardroom discussion to his hedge fund friend. A taped conversation to Raj Rajaratnam a hedge fund manager went like this: "I heard yesterday

from somebody who's on the board of Goldman Sachs that they are going to lose \$2 per share." At his trial, Mr. Gupta was sentenced to two years in prison. Mr. Gupta who came to this country from South Asia rose to the highest ranks of business. He was once one of the world's most admired executives having served for a decade as the global chairman of the management consultant firm, McKinsey & Company.

The judge in the case recounted damning evidence that phone logs and trading records

indicated that less than one minute after hanging up from a Goldman board call, Mr. Gupta phoned Mr. Rajaratnam who quickly bought about \$35 million worth of Goldman stock. This relationship which consisted of passing off insider trading information continued for some time. We might wonder why would a person with the kinds of prestige, achievement and money resort to such criminal activity. Was he trying to cheat the system, put something over on his colleagues or needed to feel the exhilaration of the activity itself. Essentially he exploited the very economic system that brought him his success. And the puzzling question is why resort to such activity? I will try to answer these questions in the cases that follow.

