

**THE TRUE BELIEVER: THOUGHTS ON THE NATURE OF  
MASS MOVEMENTS (PERENNIAL CLASSICS)**

Lennette Pagliaro

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### **The True Believer - Wikipedia**

Editorial Reviews. From the Back Cover. A stevedore on the San Francisco docks in the s, The True Believer: Thoughts on the Nature of Mass Movements ( Perennial Classics) - Kindle edition by Eric Hoffer. Download it once and read it on your Kindle device, PC, phones or tablets. Use features like bookmarks, note.

The True Believer. Thoughts on the Nature of Mass Movements [The True Believer is] one of the most provocative books of our immediate day."—Christian .

The True Believer: Thoughts on the Nature of Mass Movements (Perennial Classics). Hoffer, Eric. Harper Perennial Modern Classics. PAPERBACK.

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Persuasion is preferable but practical only with those already sympathetic to the mass movement. Journal by Presidential Medal of Freedom recipient Eric Hoffer, The True Believer is a landmark in the field of social psychology, and even more relevant today than ever before in history.

Hoffer identifies this communal sensibility as the appearance of a "primitive" This copy of The True Believer: The substitutes would be pride instead of self-confidence, memberships in a collective whole like a mass movement, absolute certainty instead of understanding. Five star seller - Buy with confidence! HarperPerennialOnSale: A variety of what Hoffer terms "misfits" are also found. is preferable but practical only with those already sympathetic to the mass movement. Moreover, persuasion must be thrilling enough to excite the listener yet vague enough to allow "the frustrated to