

# BUY THE RUMOUR, SELL THE NEWS

## EXPLAINED

Followers of this adage will **start buying based on anticipation and rumours** leading up to a news announcement and **sell after the actual news is out**



## CONSIDER THIS



1



If enough traders act on the news (**buy the rumour**) it could potentially & substantially push prices up even before the real news is out.

2



Investors who buy only when the official news is out **will be working in favour of these 'rumour buyers'** by pushing prices up even more on the day of the news.

3



When prices are pushed high enough, rumour buyers will start selling (**sell the news**), while the late reactors (news buyers) will see prices fall.

# Rumor In The Marketplace

**Cass R. Sunstein**



## **Rumor In The Marketplace:**

*Rumor in the Marketplace* Fredrick Koenig,1985 This fascinating study of commercial rumors those directed at products producers corporations or retailers presents case studies illustrating the types and impacts of rumors that can seriously affect a company s image and finances The volume identifies factors that generate rumors and lead to their communication with specific discussion of oral communication networks The special roles of television call in radio shows and media personalities are discussed as is that very special marketplace the stock market This study also provides insights and guidelines for preventing and handling commercial rumors

Rumors and Rumor Control Allan J. Kimmel,2013-05-13 This book offers a thorough examination of rumors and proposes strategies for organizations to use in combatting rumors that occur both internally and externally Author Allan J Kimmel explores the rumor phenomenon and distinguishes it as a distinct form of communication He looks at psychological and social processes underlying rumor transmission to understand the circumstances under which people invent and circulate rumors In addition he examines how rumors are spread both interpersonally and through mediated processes and offers strategies for organizations to respond to rumors when they surface and methods for preventing their occurrence Numerous examples are provided of actual rumor cases for which managers either successfully or unsuccessfully coped including such companies as Procter Gamble McDonald s Snapple Pepsi Cola and Gerber Intended to serve as a comprehensive compendium of strategies this book was written with two objectives in mind The first is to shed light on the often perplexing phenomenon of rumor by integrating disparate approaches from the behavioral sciences marketing and communication fields The second is to offer a blueprint for going about the formidable tasks of attempting to prevent and neutralize rumors in business contexts With these dual goals in mind one theoretical the other applied this book will be of equal interest to both academics and managers in a wide range of professional contexts In addition it will guide organizational and marketing managers in their efforts to combat the potentially destructive consequences of rumors

*On Rumors* Cass R. Sunstein,2014-03-09 Many of us are being misled Claiming to know dark secrets about public officials hidden causes of the current economic situation and nefarious plans and plots those who spread rumors know precisely what they are doing And in the era of social media and the Internet they know a lot about how to manipulate the mechanics of false rumors social cascades group polarization and biased assimilation They also know that the presumed correctives publishing balanced information issuing corrections and trusting the marketplace of ideas do not always work All of us are vulnerable In *On Rumors* Cass Sunstein uses examples from the real world and from behavioral studies to explain why certain rumors spread like wildfire what their consequences are and what we can do to avoid being misled In a new afterword he revisits his arguments in light of his time working in the Obama administration

**Rumors** Jean-Noel Kapferer,2011-12-31 Rumors may be the oldest medium of mass communication of information or ideas Even before there were newspapers radio or television rumors communicated by word of mouth made and shattered

reputations and set off riots and wars Yet contrary to predictions rumors continue to thrive in spite of and parallel to mass media What accounts for the puzzling persistence and continuing significance of this little studied social phenomenon Jean Nel Kapferer examines the theory and practice of rumors focusing on specific areas such as entertainment criminal behavior business and finance and politics He describes the kinds of conditions that give birth to rumors why we believe them and the hidden messages they convey Kapferer points out that rumors frequently serve useful social purposes and present rich examples He speculates about how rumors can be controlled changed and prevented Drawing upon contributions of disciplines ranging from psychology to history and integrating the insights of Europeans with the latest work of American researchers this is the most comprehensive examination of rumors gossip and urban legends yet published Translated into nine languages this edition was updated with advances in theory and research since the book's original French publication in 1987 Its brisk accessible style makes the book of interest to psychologists economists political scientists sociologists and folklore analysts as well as the general reader who is curious about the origins of this fascinating social phenomenon

*On Rumors* Cass R. Sunstein, 2014-03-10 Many of us are being misled Claiming to know dark secrets about public officials hidden causes of the current economic situation and nefarious plans and plots those who spread rumors know precisely what they are doing And in the era of social media and the Internet they know a lot about how to manipulate the mechanics of false rumors social cascades group polarization and biased assimilation They also know that the presumed correctives publishing balanced information issuing corrections and trusting the marketplace of ideas do not always work All of us are vulnerable In *On Rumors* Cass Sunstein uses examples from the real world and from behavioral studies to explain why certain rumors spread like wildfire what their consequences are and what we can do to avoid being misled In a new afterword he revisits his arguments in light of his time working in the Obama administration

### **Advances in Social and Organizational**

**Psychology** Donald A. Hantula, 2006-08-15 This volume is made up of original works of scholarship that showcase how Dr Rosnow's work has informed each contributor's research and writing

[US Reg International Securities and Derivative Market 11e \(2 Vol\)](#) GREENE, 2014-12-29 Dramatic changes in U S law have increased the need to understand the complex regulation of today's global capital and derivatives markets U S Regulation of the International Securities and Derivatives Markets is the first truly comprehensive guide in this dynamic regulatory arena This completely updated Eleventh Edition was authored by a team of attorneys at Cleary Gottlieb Steen and Hamilton LLP one of the foremost law firms in international finance U S Regulation of the International Securities and Derivatives Markets provides thoroughly up to date coverage of the SEC Securities Offering Reform rules the impact of the Dodd Frank Act and the Sarbanes Oxley Act on public companies in the United States and much more Advising clients on cross border securities transactions means dealing with a tangle of complex rules and requirements This comprehensive reference explains in detail virtually everything your clients might want to know including The U S securities and commodities laws pertaining to foreign participants and financial products entering

U S capital markets and U S securities in international markets including a comprehensive discussion of the requirements imposed by the Sarbanes Oxley Act and the regulatory framework established by the Dodd Frank Act The rules and regulations affecting each participant including foreign banks broker dealers investment companies and advisers futures commission merchants commodity pool operators commodity trading advisors and others The rules and requirements behind different cross border transactions including private placements and Rule 144A ADR programs the U S Canadian MJDS global offerings and more The principal European Union measures governing securities offerings and ongoing reporting in the European Union Many additional regulatory issues including enforcement and remedies recent case interpretations FINRA and other SRO rules and much more U S Regulation of the International Securities and Derivatives Markets Eleventh Edition is by far the most comprehensive reference of its kind This is the only desk reference covering all U S laws and regulations affecting international securities offerings and foreign participants in U S capital markets It explains dozens of topics that simply cannot be found in any other published source and saving you valuable research time you and I have all the detailed information you need to guide clients through this dramatic new financial era

**U.S. Regulation of the International Securities and Derivatives Markets, 12th Edition** Greene et al., 2017-05-17 **Rumor Psychology**

Nicholas DiFonzo, Prashant Bordia, 2007 In *Rumor Psychology Social and Organizational Approaches* expert rumor researchers Nicholas DiFonzo and Prashant Bordia investigate how rumors start and spread the accuracy of different types of rumor and how rumors can be controlled particularly given their propagation across media outlets and within organizations Rumors are an enduring feature of our social and organizational landscapes They attract attention evoke emotion incite involvement affect attitudes and actions and they are ubiquitous Rumor transmission is motivated by three broad psychological motivations fact finding relationship enhancement and self enhancement all of which help individuals and groups make sense in the face of uncertainty Rumor is closely entwined with a host of social and organizational phenomena including social cognition attitude formation and maintenance prejudice and stereotyping group dynamics interpersonal and intergroup relations social influence and organizational trust and communication Organizational rumors in contrast with natural disaster rumors tend to be highly accurate with accuracy being affected by cognitive motivational situational group and network factors DiFonzo and Bordia describe how managers can most effectively manage and refute rumors and infer that employee trust in management inhibits rumor activity

*Rumors, Race and Riots* Terry Ann Knopf, 2017-07-12 Are race related rumors rooted in the personality traits of the individual Are they a kind of improvised news for a community Do they come and go at random or form definite recognizable patterns What role do the news media play in spreading rumors These and other questions are treated in this classic study now available in paperback with a new introduction by the author of how and why rumors emerge in connection with racial disorders Included is an examination and critique of the three major models of rumor formation the psychological approach emphasizing the emotional needs and

drives of the individual the functional approach which views rumors as a form of improvised news and the conspiratorial approach which sees rumors as deliberately planted and not spontaneous The author's process model of rumor formation is based on the premise that rumors cannot cause violence and that violence cannot cause rumors Both are viewed as parts of the same process Rumors are seen as just one of a series of determinants each of which increases the likelihood of a collective outburst Among the determinants examined are conditions of stress a rigid social structure supported by a racist ideology and a hostile belief system or negative set of generalized perceptions held separately by different groups Race related rumors are functionally tied to the latter point and crystallize confirm and intensify these beliefs by linking them to actual events Hundreds of pertinent rumors are documented from local newspapers and investigative accounts An exhaustive systematic inquiry is made into the series of disorders that occurred between 1967 and 1970 The role played by rumors during these disturbing times is examined and compared to earlier periods of unrest Implications for public policy are explored along with a hard look at rumor control centers The influence of the police and other public officials as well as the news media are

I Heard It Through the Grapevine Patricia A. Turner, 2023-11-15 I Heard It Through the Grapevine explores how rumors that run rife in African American communities concerning such issues as AIDS the Ku Klux Klan and FBI conspiracies translate white oppression into folk warnings and are used by the community to respond to a hostile dominant culture I Heard It Through the Grapevine explores how rumors that run rife in African American communities concerning such issues as AIDS the Ku Klux Klan and FBI conspiracies translate white oppression into folk warnings and are used by the community to resp

**Good Gossip** Robert F. Goodman, Aharon Ben-Ze'ev, 1994 Twenty two scholars from several disciplines turn a professional eye to this much maligned yet heavily practiced form of conversation They show how it contributes to community cohesion and helps individuals better understand their own predicaments problems and personal idiosyncrasies in light of knowledge about the life experiences of others

**Applying Social Cognition to Consumer-Focused Strategy** Frank R. Kardes, Paul M. Herr, 2006-04-21 Applying Social Cognition to Consumer Focused Strategy a book in the Advertising and Consumer Psychology series sponsored by the Society for Consumer Psychology focuses on the most important recent developments at the interface of social cognition and marketing and develops integrative theoretical frameworks with rich practical implications More specifically the chapters offer a novel and thought provoking perspective on consumer focused strategy or the effects of marketing stimuli and activities on an integrated system of consumer processes and responses Divided into four parts this book offers new perspectives on consumer information processing selective or one sided information processing and attribution theory discusses how asking questions in focus groups surveys and experiments leads consumers to create opinions that would not have occurred to them otherwise advances a new approach for modeling uncertainty and a new framework for thinking about uncertainty summarizes recent developments concerning the Implicit Association Test and their implications for branding strategy develops a new approach

for analyzing the effects of intention on behavior and unplanned purchase behaviors discusses the devaluation effect and shows both how implementation intentions can be used to increase new product consumption and also how promotion versus prevention regulatory focus influences consumer preferences and focuses on consumer information processing and persuasion The text is intended for advanced graduate students academics and practitioners who embrace cutting edge paradigms and methodologies in social cognitive consumer research     *According to Rumor, It's a Conspiracy* Stephanie L. Singleton,2008     Tales, Rumors, and Gossip Gail de Vos,1996-04-15 Explore the stories and themes that capture the imagination of young people today A sampling of tales is organized into broad subject areas such as contaminated food threats to children and satanic legends and the tales are analyzed according to function structure and international variants De Vos also discusses film and literary adaptations and offers suggestions for adapting tales for the junior high and high school curriculum Explore the stories and themes that capture the imagination of young people today After a fascinating overview and discussion of contemporary legends commonly referred to as modern urban legends and often told as true de Vos examines them in their relationship to rumors and gossip ostension acting out the legends the role of the media in formulation and dissemination and related tales e g literary horror tales A sampling of tales is organized into broad subject areas such as contaminated food threats to children and satanic legends and the legends are analyzed according to function structure and international variants De Vos discusses some of the literary and visual adaptations in popular culture and offers suggestions for adapting tales for the junior high and high school curriculum A fascinating professional book this is a great resource to use with young adults     *Gossip* Jack Levin,Arnold Arluke,2013-11-11     **Metal Men** A. Craig Copetas,2014-05-27 This true story of the multibillionaire who fled to Switzerland reads like a mystery novel USA Today How did Marc Rich make over ten billion dollars while paying hardly any taxes Journalist A Craig Copetas infiltrated the inner circle of the commodities market and Rich s associates to show not only how the metals and minerals trader pulled off the scam becoming one of America s most wanted criminals but also how other traders have used the same model to evade taxes as well A continuing figure of controversy even after his death Rich a hedge fund manager and the founder of Glencore was wanted for evading almost ninety million dollars in taxes and if caught could have spent life in prison From a former staff reporter at The Wall Street Journal *Metal Men* is a story of international intrigue spanning the globe from the inside of the White House to the Kremlin a brilliantly researched work that exposes the inner workings of one of country s largest scams Mr Copetas is at his best evoking the high stakes fast paced life of the commodities traders the greed and corruption that consume them are the stuff of high drama The New York Times Book Review     *Israel* Ludwig Lewisohn,1925     *Running a Public Company* Steven M. Bragg,2009-09-28 Praise for *Running a Public Company* From IPO to SEC Reporting Steve Bragg s book is an essential read for anyone contemplating a public offering or taking on leadership responsibility in a public company Not only does he explain the complicated aspects of registration and reporting he provides practical examples of

policies procedures and controls to keep a public company on the right track This book is easy to follow and will continue to be a resource for the reader Tom Wilkinson PMB Helin Donovan LLP I will recommend Running a Public Company From IPO to SEC Reporting to my clients and consulting colleagues as an excellent resource The book provides helpful guidance about the decision to go public and about managing the requirements once a company is public Steve Bragg s extensive knowledge stems from actual business experience and his writing style makes a complex topic easier to follow and understand Valerie G Walling CPA CMC Management and Internal Controls Consultant I highly recommend Steve s new book Running a Public Company From IPO to SEC Reporting because it s a reference manual and insider s guide that contains a treasure trove of valuable insights certain to help managers accountants and attorneys navigate through the countless challenges that arise when taking and keeping a company public Matthew Posta Esq CPA Vice President of Finance Key Air LLC Mr Bragg has done an excellent job of demystifying what is required to run your company and sell your stock in the public markets I consider this a must read for anyone considering a public offering or working with a public company Wray Rives CPA Running a Public Company From IPO to SEC Reporting is an incredibly exhaustive guide to going public spanning the process from first deciding to take the leap to filing with the SEC and everything in between so comprehensive that it even includes the SEC s account number for paying filing fees This is yet another Steven Bragg title for professionals that takes a complicated and oftentimes confusing process and breaks it down into simple easy to follow steps Should our company ever decide to make that jump it is reassuring to know that Running a Public Company has laid out the path before us in perfect detail Whether used as a reference or a guide Mr Bragg makes the process simple clear and amazingly straightforward Adrienne Gonzalez Project Coordinator Roger CPA Review Chief Information Officer JrDeputyAccountant com The first A to Z guide that I have seen An excellent reference for management and investors alike Brian A Lebrecht Esq President The Lebrecht Group APLC      *Wisdom, Well-Being, Win-Win* Isaac Sserwanga,Hideo Joho,Jie Ma,Preben Hansen,Dan Wu,Masanori Koizumi,Anne J. Gilliland,2024-04-09 The Three volume set LNCS 14596 14596 and 14598 constitutes the proceedings of the 19th International Conference on Wisdom Well Being Win Win iConference 2024 which was hosted virtually by University of Tsukuba Japan and in presence by Jilin University Changchun China during April 15 26 2024 The 36 full papers and 55 short papers are presented in these proceedings were carefully reviewed and selected from 218 submissions The papers are organized in the following topical sections Volume I Archives and Information Sustainability Behavioural Research AI and Machine Learning Information Science and Data Science Information and Digital Literacy Volume II Digital Humanities Intellectual Property Issues Social Media and Digital Networks Disinformation and Misinformation Libraries Bibliometrics and Metadata Volume III Knowledge Management Information Science Education Information Governance and Ethics Health Informatics Human AI Collaboration Information Retrieval Community Informatics Scholarly Communication and Open Access



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