

The Art Of Political Manipulation

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Who Governs? - James N. Druckman 2015-03-17

America's model of representational government rests on the premise that elected officials respond to the opinions of citizens. This is a myth, however, not a reality, according to James N. Druckman and Lawrence R. Jacobs. In *Who Governs?*, Druckman and Jacobs combine existing research with novel data from US presidential archives to show that presidents make policy by largely ignoring the views of most citizens in favor of affluent and well-connected political insiders. Presidents treat the public as pliable, priming it to focus on personality traits and often ignoring it on policies that fail to become salient. Melding big debates about democratic theory with existing research on American politics and innovative use of the archives of three modern presidents—Johnson, Nixon, and Reagan—Druckman and Jacobs deploy lively and insightful analysis to show that the conventional model of representative democracy bears little resemblance to the actual practice of American politics. The authors conclude by arguing that polyarchy and the promotion of accelerated citizen mobilization and elite competition can improve democratic responsiveness. An incisive study of American politics and the flaws of representative government, this book will be warmly welcomed by readers interested in US politics, public opinion, democratic theory, and the fecklessness of American leadership and decision-making.

New Work on Speech Acts - Daniel Fogal 2018-07-12

Speech-act theory is the interdisciplinary study of the wide range of things we do with words. Originally stemming from the influential work of twentieth-century philosophers, including J. L. Austin and Paul Grice, recent years have seen a resurgence of work on the topic. On one hand, a new generation of linguists, philosophers, and cognitive scientists have made impressive progress toward reverse-engineering the psychological underpinnings that allow us to do so much with language. Meanwhile, speech-act theory has been used to enrich our understanding of pressing social issues that include freedom of speech, racial slurs, and the duplicity of political discourse. This volume presents fourteen new essays by many of the philosophers and linguists who have led this resurgence. The topics span a methodological range that includes formal semantics and pragmatics, foundational issues about the nature of linguistic representation, and work on a variety of forms of indirect and/or uncooperative speech that occupies the intersection of the philosophy of language, ethics, and political philosophy. Several of the contributions demonstrate the benefits of integrating the methodologies and perspectives of these literatures. The essays are framed by a comprehensive introductory survey of the contemporary literature written by the editors.

[The Rise of Digital Repression](#) - Steven Feldstein 2021

"A Carnegie Endowment for International Peace Book" -- dust jacket.

Likewar - Peter Warren Singer 2018

Social media has been weaponized, as state hackers and rogue terrorists have seized upon Twitter and Facebook to create chaos and destruction. This urgent report is required reading, from defense experts P.W. Singer and Emerson T. Brooking.

The Art of Political Manipulation - William H. Riker 1986-01-01

Riker uses game theory to illustrate political strategy in twelve stories from history and current events, including Lincoln's outmaneuvering of Douglas in their debates and the parliamentary trick which defeated the Equal Rights Amendment in the 1980 Virginia Senate vote.

The Politics of Social Media Manipulation - Richard Rogers
2020-10-23

Disinformation and so-called fake news are contemporary phenomena with rich histories. Disinformation, or the willful introduction of false information for the purposes of causing harm, recalls infamous foreign interference operations in national media systems. Outcries over fake news, or dubious stories with the trappings of news, have coincided with the introduction of new media technologies that disrupt the publication, distribution and consumption of news -- from the so-called rumour-mongering broadsheets centuries ago to the blogosphere recently. Designating a news organization as fake, or der Lügenpresse, has a darker history, associated with authoritarian regimes or populist bombast diminishing the reputation of 'elite media' and the value of inconvenient truths. In a series of empirical studies, using digital methods and data journalism, we inquire into the extent to which social media have enabled the penetration of foreign disinformation operations, the widespread publication and spread of dubious content as well as extreme commentators with considerable followings attacking mainstream media as fake.

Saddam's Word - Ofra Bengio 2002-01-03

This is the first serious attempt to understand modern Iraq through a close examination of the political discourse used by the Ba'th regime and its leader, Saddam Hussein. By analyzing political terms, concepts, and

idioms as disseminated through the official Iraqi mouthpieces, author Ofra Bengio illuminates Iraq's political culture and the events that these expressions have both reflected and shaped. Not only does this study add to our understanding of the "Saddam enigma;" it also offers a more universal truth: that under any regime, political culture is built on public discourse. *Saddam's Word* will be of much interest to students of the contemporary Middle East, as well as to all other observers of Saddam Hussein and his regime.

Empowered Participation Or Political Manipulation? - Rabab El-Mahdi
2011-07-27

Using Social Funds in Egypt and Bolivia as a microcosm, this book offers a critical examination of state-civil society relations and governance under the neoliberal model. Focusing specifically on the reconstruction of citizenship rights and participatory governance under this model.

Electoral Malpractice - Sarah Birch 2011-12-22

"In an online, interconnected world, democracy is increasingly made up of wikis and blogs, pokes and tweets. Citizens have become accidental journalists thanks to their handheld devices, politicians are increasingly working online, and the traditional sites of democracy--assemblies, public galleries, and plazas--are becoming less and less relevant with every new technology. And yet, *Democracy and Public Space* argues, such views are leading us to confuse the medium with the message, focusing on electronic transmission when often what cyber citizens transmit is pictures and narratives of real democratic action in physical space. Democratic citizens are embodied, take up space, battle over access to physical resources, and perform democracy on physical stages at least as much as they engage with ideas in virtual space. Combining conceptual analysis with interviews and observation in capital cities on every continent, John Parkinson argues that democracy requires physical public space, that some kinds of space are better for performing some democratic roles than others, and that some of the most valuable kinds of space are under attack in developed democracies. He argues that accidental publics like shoppers and lunchtime crowds are increasingly valued over purposive, active publics, over citizens with a point to make

or an argument to listen to. This can be seen not just in the way that traditional protest is regulated, but in the ways that ordinary city streets and parks are managed, even in the design of such quintessentially democratic spaces as legislative assemblies. Democracy and Public Space offers an alternative vision for democratic public space, and evaluates 11 cities--from London to Tokyo--against that ideal."-- Publisher's website.

Host Manipulation by Parasites - David P. Hughes 2012-06-07
Parasites that manipulate the behaviour of their hosts represent striking examples of adaptation by natural selection. This text provides an authoritative review of host manipulation by parasites that assesses developments in the field and lays out a framework for future research.

Human Manipulation - A Handbook - Malcolm Coxall 2013-03-02
There are many ways to handle manipulation by individuals, a group, or government. Firstly, we need to recognise and understand a manipulative act, how it works, its motives, and why we, in particular, are its victims. To this end, the author seeks to illuminate "Human Manipulation" at all levels. This analysis provides the reader with a detailed definition, an understanding of the history and morality of human manipulation and an insight into the psychology of the manipulator and victim. The book identifies and examines 450 manipulative techniques in detail and explains what a victim can do to recognise, avoid and counteract them. Manipulation generally relies on human ignorance. So the better informed we are, the better our chances of detecting and managing manipulation when it is directed at us. This handbook is probably the most comprehensive study of human manipulation anywhere. It is a "must have" for any serious student of the subject.

The Art of the Lie - Marcel Danesi 2020-01-06

This book shows how language can be used strategically to manipulate beliefs. From Machiavelli to P. T. Barnum to Donald Trump, many have perfected the art of strategically using language to gain the upper hand, set a tone, change the subject, or influence people's beliefs and behaviors. Language--both words themselves and rhetorical tactics such

as metaphor, irony, slang, and humor--can effectively manipulate the minds of the listener. In this book, Marcel Danesi, a renowned linguistic anthropologist and semiotician, looks at language that is used not to present arguments logically or rationally, but to "move" audiences in order to gain their confidence and build consensus. He demonstrates that through language techniques communicators can not only sway opinions but also shape listeners' very perception of reality. He assesses how the communicative environment in which the art of the lie unfolds--such as on social media or in emotionally-charged gatherings--impacts the results. Danesi also investigates why lies are often accepted as valid. Artful lying fits in with an Internet society that is largely disinterested in what is true and what is false and in which attention is often given to speech that is entertaining or persuasive. Have we become immune to lies because of a social media discourse shaped by untruths? In an electronic age where facts are deemed irrelevant and conspiracies are accorded as much credibility as truths, this book discusses the implications of lying and language for the future of belief, ethics, and American democracy itself.

How to Change Minds - Rob Jolles 2013-06-03

Surely you know plenty of people who need to make a change. But despite your well-intentioned efforts, they resist—because even when it's in their best interest, people fundamentally fear change. As a salesman, father, friend, and consultant, Rob Jolles knows this scenario all too well. Drawing on his highly successful sales background and decades of research, he lays out a simple, repeatable, predictable, and ethical process that will enable you to lead others to discover for themselves what and why they need to change. Whether you hope to make a sale or improve a relationship, Jolles's wise advice—illustrated through a bevy of sometimes funny, sometimes moving, always illuminating stories—will help you ensure that influencing someone is never an act of coercion but rather one of caring and compassion. This enhanced edition contains ten videos totaling over 25 minutes in length. For many of the skills taught in this book, the author provides a video role-play showing that skill in action. In other videos, he underlines the crucial ethical nature of

persuasion, and even shares an inspirational story cut from the original book. The full How to Change Minds deluxe experience is not to be missed.

The Art of Political Manipulation - William H. Riker 1986

Riker uses game theory to illustrate political strategy in twelve stories from history and current events, including Lincoln's outmaneuvering of Douglas in their debates and the parliamentary trick which defeated the Equal Rights Amendment in the 1980 Virginia Senate vote.

Computational Propaganda - Samuel C. Woolley 2018-11-12

Social media platforms do not just circulate political ideas, they support manipulative disinformation campaigns. While some of these disinformation campaigns are carried out directly by individuals, most are waged by software, commonly known as bots, programmed to perform simple, repetitive, robotic tasks. Some social media bots collect and distribute legitimate information, while others communicate with and harass people, manipulate trending algorithms, and inundate systems with spam. Campaigns made up of bots, fake accounts, and trolls can be coordinated by one person, or a small group of people, to give the illusion of large-scale consensus. Some political regimes use political bots to silence opponents and to push official state messaging, to sway the vote during elections, and to defame critics, human rights defenders, civil society groups, and journalists. This book argues that such automation and platform manipulation, amounts to a new political communications mechanism that Samuel Woolley and Philip N. Noward call "computational propaganda." This differs from older styles of propaganda in that it uses algorithms, automation, and human curation to purposefully distribute misleading information over social media networks while it actively learns from and mimicks real people so as to manipulate public opinion across a diverse range of platforms and device networks. This book includes cases of computational propaganda from nine countries (both democratic and authoritarian) and four continents (North and South America, Europe, and Asia), covering propaganda efforts over a wide array of social media platforms and usage in different types of political processes (elections, referenda, and during political

crises).

Reality Lost - Vincent F. Hendricks 2018-09-07

This open access book looks at how a democracy can devolve into a post-factual state. The media is being flooded by populist narratives, fake news, conspiracy theories and make-believe. Misinformation is turning into a challenge for all of us, whether politicians, journalists, or citizens. In the age of information, attention is a prime asset and may be converted into money, power, and influence - sometimes at the cost of facts. The point is to obtain exposure on the air and in print media, and to generate traffic on social media platforms. With information in abundance and attention scarce, the competition is ever fiercer with truth all too often becoming the first victim. Reality Lost: Markets of Attention, Misinformation and Manipulation is an analysis by philosophers Vincent F. Hendricks and Mads Vestergaard of the nuts and bolts of the information market, the attention economy and media ecosystem which may pave way to postfactual democracy. Here misleading narratives become the basis for political opinion formation, debate, and legislation. To curb this development and the threat it poses to democratic deliberation, political self-determination and freedom, it is necessary that we first grasp the mechanisms and structural conditions that cause it.

Politicians Don't Pander - Lawrence R. Jacobs 2000-06-21

In this provocative and engagingly written book, the authors argue that politicians seldom tailor their policy decisions to "pander" to public opinion. In fact, they say that when not facing election, contemporary presidents and members of Congress routinely ignore the public's preferences and follow their own political philosophies. 37 graphs.

Manipulating the Masses - John Maxwell Hamilton 2020-10-21

Winner of the Goldsmith Book Prize by the Harvard Shorenstein Center on Media, Politics and Public Policy Manipulating the Masses tells the story of the enduring threat to American democracy that arose out of World War I: the establishment of pervasive, systematic propaganda as an instrument of the state. During the Great War, the federal government exercised unprecedented power to shape the views and

attitudes of American citizens. Its agent for this was the Committee on Public Information (CPI), established by President Woodrow Wilson one week after the United States entered the war in April 1917. Driven by its fiery chief, George Creel, the CPI reached every crevice of the nation, every day, and extended widely abroad. It established the first national newspaper, made prepackaged news a quotidian aspect of governing, and pioneered the concept of public diplomacy. It spread the Wilson administration's messages through articles, cartoons, books, and advertisements in newspapers and magazines; through feature films and volunteer Four Minute Men who spoke during intermission; through posters plastered on buildings and along highways; and through pamphlets distributed by the millions. It enlisted the nation's leading progressive journalists, advertising executives, and artists. It harnessed American universities and their professors to create propaganda and add legitimacy to its mission. Even as Creel insisted that the CPI was a conduit for reliable, fact-based information, the office regularly sanitized news, distorted facts, and played on emotions. Creel extolled transparency but established front organizations. Overseas, the CPI secretly subsidized news organs and bribed journalists. At home, it challenged the loyalty of those who occasionally questioned its tactics. Working closely with federal intelligence agencies eager to sniff out subversives and stifle dissent, the CPI was an accomplice to the Wilson administration's trampling of civil liberties. Until now, the full story of the CPI has never been told. John Maxwell Hamilton consulted over 150 archival collections in the United States and Europe to write this revealing history, which shows the shortcuts to open, honest debate that even well-meaning propagandists take to bend others to their views. Every element of contemporary government propaganda has antecedents in the CPI. It is the ideal vehicle for understanding the rise of propaganda, its methods of operation, and the threat it poses to democracy.

United States of Distraction - Mickey Huff 2018-08-13

"Mickey Huff and Nolan Higdon emphasize what we can do today to restore the power of facts, truth, and fair, inclusive journalism as tools

for people to keep political and corporate power subordinate to the engaged citizenry and the common good."—Ralph Nader The role of news media in a free society is to investigate, inform, and provide a crucial check on political power. But does it? It's no secret that the goal of corporate-owned media is to increase the profits of the few, not to empower the many. As a result, people are increasingly immersed in an information system structured to reinforce their social biases and market to their buying preferences. Journalism's essential role has been drastically compromised, and Donald Trump's repeated claims of "fake news" and framing of the media as "an enemy of the people" have made a bad scenario worse. Written in the spirit of resistance and hope, *United States of Distraction* offers a clear, concise appraisal of our current situation, and presents readers with action items for how to improve it. Praise for *United States of Distraction*: "A war of distraction is underway, media is the weapon, and our minds are the battlefield. Higdon and Huff have written a brilliant book of how we've gotten to this point, and how to educate ourselves to fight back and win."—Henry A. Giroux, author of *American Nightmare: Facing the Challenge of Fascism* "A timely and urgent demand re-asserting the central importance of civic pursuits—not commercialism—in U.S. media and society."—Ralph Nader "Higdon and Huff have produced the best short introduction to the nature of Trump-era journalism and how the 'Post-Truth' media world is inimical to a democratic society that I have seen. The book is provocative and an entertaining read. Best of all, the analysis in *United States of Distraction* leads to concrete and do-able recommendations for how we can rectify this deplorable situation."—Robert W. McChesney, author of *Rich Media, Poor Democracy: Communication Politics in Dubious Times* "The U.S. wouldn't be able to hide its empire in plain sight were it not for the subservient 'free' press. *United States of Distraction* shows, in chilling detail, America's major media dysfunction—how the gutting of the fourth estate paved the road for fascism and what tools are critical to salvage our democracy."—Abby Martin, *The Empire Files* "Nolan Higdon and Mickey Huff provides us with a fearless and dangerous text that refuses the post-truth proliferation of fake news, disinformation, and media that

serve the interests of the few. This is a vital wake-up call for how the public can protect itself against manipulation and authoritarianism through education and public interest media.”—George Yancy, author of *Backlash: What Happens When We Talk Honestly about Racism in America* and Professor of Philosophy at Emory University "United States of Distraction challenges our hegemon-media's ideological mind control and the occupation of human thought. ... Huff and Higdon correctly call for mass critical resistance through truth telling by free minds. Power to the people!"—Peter Phillips, author of *Giants: The Global Power Elite*

The Strategy of Rhetoric - Riker, William Harrison Riker 1996-01-01

He discusses several heresthetical maneuvers that made the Federalists' narrow victory possible, such as their proposal of a constitution that was broader than most citizens would have preferred, and their design of the ratification process as a take-it-or-leave-it proposition, so that they could prevent any ratifying state from altering it. Riker concludes by examining the relationship between rhetoric and heresthetic. He shows that both were necessary for the Federalist victory: rhetoric, to build support for Federalist positions, and heresthetic, to structure the choice process so that this level of support would be sufficient.

Network Propaganda - Yochai Benkler 2018-09-17

This is an open access title available under the terms of a CC BY-NC-ND 4.0 International licence. It is free to read at Oxford Scholarship Online and offered as a free PDF download from OUP and selected open access locations. Is social media destroying democracy? Are Russian propaganda or "Fake news" entrepreneurs on Facebook undermining our sense of a shared reality? A conventional wisdom has emerged since the election of Donald Trump in 2016 that new technologies and their manipulation by foreign actors played a decisive role in his victory and are responsible for the sense of a "post-truth" moment in which disinformation and propaganda thrives. Network Propaganda challenges that received wisdom through the most comprehensive study yet published on media coverage of American presidential politics from the start of the election cycle in April 2015 to the one year anniversary of the Trump presidency. Analysing millions of news stories together with

Twitter and Facebook shares, broadcast television and YouTube, the book provides a comprehensive overview of the architecture of contemporary American political communications. Through data analysis and detailed qualitative case studies of coverage of immigration, Clinton scandals, and the Trump Russia investigation, the book finds that the right-wing media ecosystem operates fundamentally differently than the rest of the media environment. The authors argue that longstanding institutional, political, and cultural patterns in American politics interacted with technological change since the 1970s to create a propaganda feedback loop in American conservative media. This dynamic has marginalized centre-right media and politicians, radicalized the right wing ecosystem, and rendered it susceptible to propaganda efforts, foreign and domestic. For readers outside the United States, the book offers a new perspective and methods for diagnosing the sources of, and potential solutions for, the perceived global crisis of democratic politics.

The Art of Manipulation - Omar Johnson 2013-09-18

We have all used forms of manipulation in our lifetime. For example, a child manipulating a parent by crying incessantly when that parent balks at the idea of buying them the latest toy, crying to the point where that parent just eventually wears down and gives in or altering our appearance with the intention of getting a specific reaction or getting others to perceive us in a certain way. We all have engaged in the art of manipulation. Manipulating others is a great way to get what you want. It can be used in a positive sense or in negative one and that choice rests solely on the individual who is engaging in the manipulation. There are many techniques that are used to manipulate others and in his book entitled "The Art of Manipulation" author and serial entrepreneur Omar Johnson examines the secrets of how to use manipulation to get anybody to do what you want. You will also learn how to determine if someone is trying to manipulate you.

Language and Manipulation in House of Cards - Sandrine Sorlin 2016-08-12

This book is to date the first monograph-length study of the popular American political TV series House of Cards. It proposes an

encompassing analysis of the first three seasons from the unusual angles of discourse and dialogue. The study of the stylistic idiosyncrasies of the ruthless main protagonist, Frank Underwood, is completed by a pragmatic and cognitive approach exposing the main characters' manipulative strategies to win over the other. Taking into account the socio-cultural context and the specificities of the TV medium, the volume focuses on the workings of interaction as well as the impact of the direct address to the viewer. The book critically uses the latest theories in pragmatics and stylistics in its attempt at providing a pragma-rhetorical theory of manipulation.

The Art Of Seduction - Robert Greene 2010-09-03

Which sort of seducer could you be? Siren? Rake? Cold Coquette? Star? Comedian? Charismatic? Or Saint? This book will show you which. Charm, persuasion, the ability to create illusions: these are some of the many dazzling gifts of the Seducer, the compelling figure who is able to manipulate, mislead and give pleasure all at once. When raised to the level of art, seduction, an indirect and subtle form of power, has toppled empires, won elections and enslaved great minds. In this beautiful, sensually designed book, Greene unearths the two sides of seduction: the characters and the process. Discover who you, or your pursuer, most resembles. Learn, too, the pitfalls of the anti-Seducer. Immerse yourself in the twenty-four manoeuvres and strategies of the seductive process, the ritual by which a seducer gains mastery over their target.

Understand how to 'Choose the Right Victim', 'Appear to Be an Object of Desire' and 'Confuse Desire and Reality'. In addition, Greene provides instruction on how to identify victims by type. Each fascinating character and each cunning tactic demonstrates a fundamental truth about who we are, and the targets we've become - or hope to win over. *The Art of Seduction* is an indispensable primer on the essence of one of history's greatest weapons and the ultimate power trip. From the internationally bestselling author of *The 48 Laws of Power*, *Mastery*, and *The 33 Strategies Of War*.

Manipulation - Christian Coons 2014-07-01

In all groups -- from couples to nation-states -- people influence one

another. Much of this influence is benign, for example giving advice to friends or serving as role models for our children and students. Some forms of influence, however, are clearly morally suspect, such as threats of violence and blackmail. A great deal of attention has been paid to one form of morally suspect influence, namely coercion. Less attention has been paid to what might be a more pervasive form of influence: manipulation. The essays in this volume address this relative imbalance by focusing on manipulation, examining its nature, moral status, and its significance in personal and social life. They address a number of central questions: What counts as manipulation? How is it distinguished from coercion and ordinary rational persuasion? Is it always wrong, or can it sometimes be justified, and if so, when? Is manipulative influence more benign than coercion? Can one manipulate unintentionally? How does being manipulated to act bear on one's moral responsibility for so acting? Given various answers to these questions, what should we think of practices such as advertising and seduction?

On the Abolition of All Political Parties - Simone Weil 2014-09-30

An NYRB Classics Original Simone Weil—philosopher, activist, mystic—is one of the most uncompromising of modern spiritual masters. In “On the Abolition of All Political Parties” she challenges the foundation of the modern liberal political order, making an argument that has particular resonance today, when the apathy and anger of the people and the self-serving partisanship of the political class present a threat to democracies all over the world. Dissecting the dynamic of power and propaganda caused by party spirit, the increasing disregard for truth in favor of opinion, and the consequent corruption of education, journalism, and art, Weil forcefully makes the case that a true politics can only begin where party spirit ends. This volume also includes an admiring portrait of Weil by the great poet Czeslaw Milosz and an essay about Weil’s friendship with Albert Camus by the translator Simon Leys.

Agendas and Instability in American Politics, Second Edition -

Frank R. Baumgartner 2010-03-15

When *Agendas and Instability in American Politics* appeared fifteen years ago, offering a profoundly original account of how policy issues rise and

fall on the national agenda, the Journal of Politics predicted that it would "become a landmark study of public policy making and American politics." That prediction proved true and, in this long-awaited second edition, Bryan Jones and Frank Baumgartner refine their influential argument and expand it to illuminate the workings of democracies beyond the United States. The authors retain all the substance of their contention that short-term, single-issue analyses cast public policy too narrowly as the result of cozy and dependable arrangements among politicians, interest groups, and the media. Jones and Baumgartner provide a different interpretation by taking the long view of several issues—including nuclear energy, urban affairs, smoking, and auto safety—to demonstrate that bursts of rapid, unpredictable policy change punctuate the patterns of stability more frequently associated with government. Featuring a new introduction and two additional chapters, this updated edition ensures that their findings will remain a touchstone of policy studies for many years to come.

Humbuggery and Manipulation - Frederick George Bailey 1988

Must all leaders have dirty hands? Must they all defy the moral and intellectual conventions of their own societies? Building on his earlier books, F. G. Bailey tackles these questions as he takes a hard look at political leadership and concludes that it is a difficult art which inevitably involves chicanery. "My intentions are modest," he writes: "to demonstrate that there is a dark side to leadership; to show that it is found everywhere and at all times; to encourage people to open the closet, whenever they get a chance, and find out what is really hidden in there; and, finally, perhaps even to urge compassion for those intrepid and (sad to say) indispensable people who allow their souls to be corrupted by the exercise of power." To illuminate the moral and social limits of leadership around the world, Bailey draws on examples from his own research in Orissa, Europe, and elsewhere, from his work on bureaucracies, and from political and military biographies, novels, and historical accounts. He carries his controversial argument into two domains: that of the leader and his mass following and that of the leader in his entourage. Dealing with the masses, he asserts, calls for both

simplification of issues and falsification of capacities and attainments; the leader's world is a world of image-making and humbug. He explains how these techniques work and why they find an accepting (if not always gullible) audience. He demonstrates how manipulation and intimidation can control an entourage, and he shows how such reputedly decent leaders as Franklin Roosevelt, Churchill, and even Gandhi used these stratagems just as readily as did other, less reputable leaders. Recent American political scandals only serve to underline the timeliness of Bailey's subject and to support his theory of the persistence of "humbuggery." With its highly distinctive point of view, this book is sure to interest -- and may well outrage -- anthropologists, political scientists, psychologists, and other interested observers of the political scene. Book jacket.

How to Win an Election - Quintus Tullius Cicero 2012-02-13

How to Win an Election is an ancient Roman guide for campaigning that is as up-to-date as tomorrow's headlines. In 64 BC when idealist Marcus Cicero, Rome's greatest orator, ran for consul (the highest office in the Republic), his practical brother Quintus decided he needed some no-nonsense advice on running a successful campaign. What follows in his short letter are timeless bits of political wisdom, from the importance of promising everything to everybody and reminding voters about the sexual scandals of your opponents to being a chameleon, putting on a good show for the masses, and constantly surrounding yourself with rabid supporters. Presented here in a lively and colorful new translation, with the Latin text on facing pages, this unashamedly pragmatic primer on the humble art of personal politicking is dead-on (Cicero won)--and as relevant today as when it was written. A little-known classic in the spirit of Machiavelli's Prince, How to Win an Election is required reading for politicians and everyone who enjoys watching them try to manipulate their way into office.

Citizens and the State in Authoritarian Regimes - Valerie Bunce
2020-03-03

The revival of authoritarianism is one of the most important forces reshaping world politics today. However, not all authoritarians are the

same. To examine both resurgence and variation in authoritarian rule, Karrie J. Koesel, Valerie J. Bunce, and Jessica Chen Weiss gather a leading cast of scholars to compare the most powerful autocracies in global politics today: Russia and China. The essays in *Citizens and the State in Authoritarian Regimes* focus on three issues that currently animate debates about these two countries and, more generally, authoritarian political systems. First, how do authoritarian regimes differ from one another, and how do these differences affect regime-society relations? Second, what do citizens think about the authoritarian governments that rule them, and what do they want from their governments? Third, what strategies do authoritarian leaders use to keep citizens and public officials in line and how successful are those strategies in sustaining both the regime and the leader's hold on power? Integrating the most important findings from a now-immense body of research into a coherent comparative analysis of Russia and China, this book will be essential for anyone studying the foundations of contemporary authoritarianism.

Psychological Warfare - Christopher Kingler 2021-07-10

Is it really possible to invade an enemy's mind and win without a fight? Can you achieve your goals by having others do the dirty work for you? Have you ever wondered why politicians, speakers and performers get everything they want? Do modern life-hack tips always seem repetitive to you? If you ask yourself these questions, the answer is: *The Art of Psychological Warfare*. This collection 5 Books in 1 includes: ♦ *Dark Seduction and Persuasion Tactics* - Most people spend their lives interacting with the opposite sex in absolute darkness, ignoring the fact that they are judged, valued, approved and rejected based on their unconscious reactions. The seduction playbook has changed, but most "novice seducers" still haven't figured it out. ♦ *Subliminal Psychology* - As powerful as the mind and intellect are, each individual has grey space in their psyche. This grey space is the primal, subconscious and unexplored force. Do you want to influence or be influenced? We are all suggestible, in one way or another. The mind is flexible and gullible, but it can be an object of awareness and self-control. ♦ *Masters of Emotional*

Blackmail - Blackmail is a hidden, aggressive way in which a person close to us threatens, directly or indirectly, to punish us if we fail to meet their expectations. This manual which is a real self-defence course, it will show you how the invisible chain that binds you to your "blackmailer" can be broken. ♦ *How to Read People Like a Book* - The non-verbal component constitutes over 65% of overall communication. It is an indispensable skill in any situation or social class. As you have probably already experienced in life the risk of misinterpreting the body language of others, or of sending incorrect and incongruent messages, is very high and can cause a lot of misunderstanding. ♦ *The Art of Psychological Warfare* - has existed since the beginning of time. Propaganda, subversion, intimidation, disinformation, large-scale lies, deception, counter-insurgency, brainwashing and manipulation of public opinion in which our individual freedom of thought is constantly under attack. This book is not a joke. Like it or not, 'out there', there will always be people who will try to hurt you or try to use you for their own pleasure or benefit. You are not the only person with access to psychological warfare methods. If you don't already know it, chances are you are a lifelong victim. In this book, the author studies the various forms of psychological warfare, the dark personalities, the key elements of this PsyWar and, most importantly, how we can fight back and win. It is, without doubt, the best gift you can give to yourself. The principles in this book are not hype, they have survived through the ages and will continue long into the future. After reading this book, you will never be the same again. Scroll up and click Buy Now button at the top of this page

The Rise of Andrew Jackson - David S. Heidler 2018-10-23

The story of Andrew Jackson's improbable ascent to the White House, centered on the handlers and propagandists who made it possible Andrew Jackson was volatile and prone to violence, and well into his forties his sole claim on the public's affections derived from his victory in a thirty-minute battle at New Orleans in early 1815. Yet those in his immediate circle believed he was a great man who should be president of the United States. Jackson's election in 1828 is usually viewed as a result of the expansion of democracy. Historians David and Jeanne Heidler

argue that he actually owed his victory to his closest supporters, who wrote hagiographies of him, founded newspapers to savage his enemies, and built a political network that was always on message. In transforming a difficult man into a paragon of republican virtue, the Jacksonites exploded the old order and created a mode of electioneering that has been mimicked ever since. !--[endif]--

Conspiracy Theories and the People Who Believe Them - Joseph E. Uscinski 2018-11-12

Conspiracy theories are inevitable in complex human societies. And while they have always been with us, their ubiquity in our political discourse is nearly unprecedented. Their salience has increased for a variety of reasons including the increasing access to information among ordinary people, a pervasive sense of powerlessness among those same people, and a widespread distrust of elites. Working in combination, these factors and many other factors are now propelling conspiracy theories into our public sphere on a vast scale. In recent years, scholars have begun to study this genuinely important phenomenon in a concerted way. In *Conspiracy Theories and the People Who Believe Them*, Joseph E. Uscinski has gathered forty top researchers on the topic to provide both the foundational tools and the evidence to better understand conspiracy theories in the United States and around the world. Each chapter is informed by three core questions: Why do so many people believe in conspiracy theories? What are the effects of such theories when they take hold in the public? What can or should be done about the phenomenon? Combining systematic analysis and cutting-edge empirical research, this volume will help us better understand an extremely important, yet relatively neglected, phenomenon.

China's Party Congress - Guoguang Wu 2015-09-18

Nominally the highest decision-making body in the Chinese Communist Party, the Party Congress is responsible for determining party policy and the selection of China's leaders. Guoguang Wu provides the first analysis of how the Party Congress operates to elect Party leadership and decide Party policy, and explores why such a formal performance of congress meetings, delegate discussions, and non-democratic elections is

significant for authoritarian politics more broadly. Taking institutional inconsistency as the central research question, this study presents a new theory of 'mutual contextualization' to reveal how informal politics and formal institutions interact with each other. Wu argues that despite the prevalence of informal politics behind the scenes, authoritarian politics seeks legitimization through a combination of political manipulation and the ritual mobilization of formal institutions. This ambitious book is essential reading for all those interested in understanding contemporary China, and an innovative theoretical contribution to the study of comparative politics.

Liberalism against Populism - William H. Riker 1988-07-01

The discoveries of social choice theory have undermined the simple and unrealistic nineteenth-century notions of democracy, especially the expectation that electoral institutions smoothly translate popular will directly into public policy. One response to these discoveries is to reject democracy out of hand. Another, which is the program of this book, is to save democracy by formulating more realistic expectations. Hence, this book first summarizes social choice theory in order to explain the full force of its critique. Then it explains, in terms of social choice theory, how politics and public issues change and develop. Finally, it reconciles democratic ideals with this new understanding of politics.

Xenophon and the Graces of Power - Vincent Azoulay 2018-12-31

One of classical Greece's most worldly and lucid writers, Xenophon across his many works gave a restless criticism of power: democratic, oligarchic and autocratic. From military campaigns (in which he took part), through the great powers of his day (Sparta, Persia, Athens) to modes of control within the household, he observed intimately and often with partisan passion. In this work a leading French Hellenist, Vincent Azoulay, analyses across Xenophon's diverse texts the techniques by which the Greek writer recommends that leaders should manipulate. Through gifts and personal allure, though mystique, dazzling appearance, exemplary behaviour, strategic absences - and occasional terror, Xenophon analyses ways in which a powerful few might triumphantly replace the erratic democracies and self-indulgent

oligarchies of his day. First published in French (in 2004) to international acclaim, this book is here translated for the first time, revised and updated.

Is the American Century Over? - Joseph S. Nye, Jr. 2015-03-05

For more than a century, the United States has been the world's most powerful state. Now some analysts predict that China will soon take its place. Does this mean that we are living in a post-American world? Will China's rapid rise spark a new Cold War between the two titans? In this compelling essay, world renowned foreign policy analyst, Joseph Nye, explains why the American century is far from over and what the US must do to retain its lead in an era of increasingly diffuse power politics. America's superpower status may well be tempered by its own domestic problems and China's economic boom, he argues, but its military, economic and soft power capabilities will continue to outstrip those of its closest rivals for decades to come.

State of Confusion - Bryant Welch 2008-06-10

Finally, the answer to the many questions that have been preying on the minds of millions of Americans has arrived. Why are Americans so vulnerable to divisive political tactics? Why did Americans get dragged into such an unwise war in Iraq? Why do fundamentalist religious groups, Fox News, and right-wing radio still play such influential roles in America's political landscape? And why are long-accepted rational scientific ideas like evolution under siege? These questions hold America's future in the balance. Ultimately, they are questions about the American mind. Psychologist-attorney Dr. Bryant Welch has the answers. If America is going to change the mind-set that led us to war in Iraq and left us unable to confront our serious national problems, this book is vitally important. Drawing on his unique experience both as a clinical psychologist and a Washington, D.C., political figure with the American

Psychological Association, Dr. Welch shows how the long-term effects of sophisticated new forms of political manipulation have not only led to our debacle in Iraq but are also currently undercutting America's ability to address its very serious problems. In the 1944 movie *Gaslight*, a husband drives his wife to the brink of insanity by playing games with her sense of reality. Just as in the movie, America's most recent political "gaslighters," such as George W. Bush, Karl Rove, Rush Limbaugh, Ann Coulter, and many religious leaders, have generated and exploited confusion in the minds of countless Americans. Gaslighters prey on their victim's vulnerability to paranoia, sexual perplexity, and envy to undermine the mind's ability to function rationally. Welch examines why millions of Americans, in response to such assaults, subconsciously and dangerously create their own simplistic reality, even if it is completely different from the more complex reality of the world. Most important, *State of Confusion* explains how and why Americans must act now to fight back against this harmful manipulation before it's too late. Dr. Welch's exploration of the American mind is both fascinating and frightening, and *State of Confusion* is a must-read for everyone who cares about the future of this great country.

Love & Other Crimes - Sara Paretsky 2020-06-30

Love & Other Crimes has descriptive copy which is not yet available from the Publisher.

American Vulgar - Robert Grudin 2006

A cautionary account of what the author believes to be the coarsening of America's consciousness identifies the ways in which politicians, marketers, and media exploiters easily mislead the public and have directly contributed to destructive ignorance, in a volume that makes strong recommendations on how to repair the damage of "mass vulgarity." Original.