# Political Consultants and Negative Campaigning

The Secrets of the Pros

KERWIN C. SWINT

UNIVERSITY PRESS OF AMERICA

# **Political Consultants And Negative Campaigning**

Karen S. Johnson-Cartee, Gary Copeland

# **Political Consultants And Negative Campaigning:**

Political Consultants and Negative Campaigning Kerwin C. Swint, 1998-01-22 One of the most closely watched and controversial aspects of modern political campaigning is the use of negative attack tactics. This book examines the role played by negative campaigning through a national survey of professional political consultants Campaign consultants have become vitally important to political candidates in recent years as strategists fundraisers and media specialists. The research in this book focuses on how consultants define negative campaigning including the differences between issue attacks and character attacks how and when criticism of the opponent should be implemented and which media should be used to deliver attack messages A statistical analysis of the survey data reveals insights into behavioral and professional differences among consultants with regard to party affiliation gender age and level of experience **Mudslingers** Kerwin C. Swint, 2006 Americans have a love hate relationship with negative campaigning claiming to despise it and ranting about how it turns off the electorate while at the same time paying an increasing amount of attention to negative ads and tactics during ever lengthening campaign seasons Swint gathers the most compelling of these campaigns from the two Golden Ages of negative campaigning 1864 to 1892 and 1988 to the present in addition to some that fall outside those demarcations and ranks them in descending order from No 25 to No 1 Mudslingers covers presidential senatorial gubernatorial and mayoral races and chronicles the dirtiest most low down campaign tactics of all time The list includes the presidential campaign of 1800 when the disputed outcome of the race between Thomas Jefferson and John Adams had to be decided by the House of Representatives and the election of 2004 in which George W Bush beat John Kerry after one of the nastiest showdowns on record The first round of negative campaigning in American history was driven by post Civil War politics the end of Reconstruction an increasingly corrupt federal government and a rabid partisan press The current Golden Age of mudslinging and dirty politics is driven by huge increases in campaign spending television advertising decreased civility in public life and a muckraking mass media These fascinating stories from the annals of negative campaigning will entertain as well as educate reminding us the next time we are tempted to decry the current climate that it was almost ever thus

**Campaigns and Elections** Robert P. Watson, Colton C. Campbell, 2003 Examines elections at the federal state and local levels covering such topics as the use of policical consultants polling campaign finance reform and partisan politics

Political Consultants and Campaigns Jason Johnson, 2011-08-02 A unique empirical and theoretical analysis of political consultants and how they achieve electoral success for their candidates 
Political Consultants and Campaigns Jason Johnson, 2018-04-19 Political Consultants and Campaigns One Day to Sell examines the differences between how political science theory suggests campaigns should be run and how political consultants actually run campaigns In the wake of consultants who effortlessly move from campaigners to policymakers the dearth of knowledge about the attitudes beliefs and strategies of the consultants themselves is still a glaring absence in the analysis of American politics How can we purport to

know what is happening in American political campaigns if we don't know what is on the minds of the men and women who run them This book provides a clearer understanding of modern day political campaigns by revealing what is on the minds of the people who run them With original data from consultants campaign managers and professional campaign schools author Jason Johnson examines consultant behavior on message formation policy positioning candidate recruitment Internet strategy and negative advertising and compares these practices to existing political science theory. This groundbreaking research makes Political Consultants and Campaigns One Day to Sell a must have resource for all students of American politics campaign managers or anyone interested in how political campaigns in America are run **Political Consultants and Voter Turnout: the Effects of Targeting and Negative Campaigning** John C. Blackburn, 1992 **Negative Political Advertising** Karen S. Johnson-Cartee, Gary Copeland, 2013-12-16 This volume provides a unique synthesis of the relevant literature from academic studies in the fields of political science marketing advertising speech communication telecommunication and public relations combined with the practical wisdom of professional consultants Offering the reader both the theory and practical applications associated with negative political advertising this is the first book devoted exclusively to the various forms of negative campaigning in the United States After developing a typology of negative political spots for greater clarity in explaining and evaluating them the book addresses effectiveness guestions such as What works When Why and How Going Dirty David Mark, 2006-03-19 Going Dirty is a history of negative campaigning in American politics and an examination of how candidates and political consultants have employed this often controversial technique The book includes case studies on notable races throughout the television era in which new negative campaign strategies were introduced or existing tactics were refined and amplified upon Strategies have included labeling opponents from non traditional political backgrounds as dumb or lightweight an approach that got upended when a veteran actor and rookie candidate named Ronald Reagan won the California governorship in 1966 setting him on a path to the White House The negative tone of campaigns has also been ratcheted up dramatically since the terrorist attacks of September 11 2001 Campaign commercials now routinely run pictures of international villains and suggest sometimes overtly at other times more subtly that political opponents are less than resolute in prosecuting the war on terror The book also outlines a series of races in which negative campaigning has backfired because the charges were not credible or the candidate on the attack did not understand the political sentiments of the local electorate they were trying to persuade The effect of newer technologies on negative campaigning is also examined including blogs and Web video in addition to tried and true methods like direct mail The Positive Case for Negative Campaigning Kyle Mattes, David P. Redlawsk, 2014 For decades the conventional wisdom has been that voters hate negative campaigning Some have even argued that it can be a deterrent to voting at all The Positive Case for Negative Campaigning shows that negativity in campaigns is not only necessary but is also often viewed as acceptable by voters themselves The most comprehensive treatment to date of negativity in campaigns Mattes and Redlawsk

s book attacks the subject using a host of different approaches including formal models survey research and laboratory experiments The ability of candidates to go on the attack and to explicitly focus on information that otherwise would not be revealed provides voters with more and fuller information than they would have otherwise had At the same time the authors find that voters can and do accept negativity as a legitimate part of the political environment Much of their supposed dislike can be explained by how survey questions are worded Voters responses to negativity vary greatly and can be better explained by the content and believability of the ads than simply by whether the ads are negative All told Mattes and Redlawsk make an original and compelling case that voters are not as negative about negativity as previously believed as well as for its positive benefits in political campaigning Political Campaign Communication Larry Powell, Joseph Cowart, 2015-08-07 Political Campaign Communication Inside and Out examines the ins and outs of political campaigning through the eyes of both an academic and a political consultant This text takes a unique approach to the subject of campaign communication by examining its intricacies from views both inside and outside of the process Unlike many texts in this field Political Campaign Communication Inside and Out takes a broad view of political campaigning discussing theories and principles along with topics such as political socialization the role of money ethics and critical events **Political Campaign Craftsmanship** Edward Schwartzman, Over one billion dollars are spent in presidential election years on an expensive art form political campaigns Many political observers believe that at least half that amount is wasted But which half Edward Schwartzman answers that question based upon experience gained in seventy five campaigns Political Campaign Craftsmanship treats both the art and science of campaigning describing the procedures basic to modern professional campaigning This practical guide to campaigns covers the entire process and gives specific strategies for every phase Campaigns and Political Marketing Wayne Steger, Sean Kelly, Mark Wrighton, 2013-02-01 Understand the theoretical and practical aspects of political marketing Over the past few years political marketing strategies have been refined with the help of new findings in political science research Campaigns and Political Marketing clearly discusses the most recent political science research studies and theories that political activists and professionals can apply to effectively campaign for an issue or candidate This text is an invaluable compilation of research theory and practical application from political science experts across the country that guides readers through the complexities of everyday political marketing and campaigning Readers get the critical knowledge needed on how to best affect public viewpoints and gain the strongest advantage over the opposition Campaigns and Political Marketing is packed with information and insights every political activist will find useful It coherently explains the real world of campaign politics and elections presenting the everyday issues that political consultants face in the field all made easily understandable even to the novice This scholarly examination provides lessons that can be effectively applied to just about any situation Political crises and scandals are discussed in detail with research and historical studies that illuminate practical ways to deal with any problem The book is extensively referenced and uses graphs and charts to clearly explain research findings

Campaigns and Political Marketing answers these tough questions What is the role of professional campaign consultants and their value How have the past four presidential elections revised the state presidential vote forecasting equation How does interest groups resource distribution differ from resource allocation decisions made by candidates organizations and the national political parties How does congressional campaign candidate scheduling differ from legislative candidate scheduling How effective are attack messages in generating media coverage early in a campaign How do political professionals define campaign crises What are the differences in public reaction when a candidate from one or the other of the two major parties is in a scandal How is public opinion affected when tragedy strikes a political candidate Campaigns and Political Marketing is stimulating idea generating reading that is perfect for educators and students in marketing communications and political science practitioners in campaigns and marketing and political activists of all types Public Discourse in America Iudith Rodin, Stephen P. Steinberg, 2011-04-07 A distinguished group of scholars and prominent figures here offers thoughtful new perspectives on the tenor and conduct of public life in contemporary America Originating in a shared concern that our civic culture was becoming coarser and more polarized Public Discourse in America provides a critical corrective to this widespread misperception about declining civility in public culture and the ways we as citizens negotiate our differences Together these essays explore the current condition and centrality of public discourse in our democracy investigating how it has changed through our history and whether it fails to approach our widely held but often unarticulated ideal of reasoned and reasonable public deliberation Contributors consider whether rationality is really the best standard for public discussion and argument and isolate the features and principles that would characterize a truly exemplary more productive public discourse at the beginning of the twenty first century They investigate why public conversations work when they work well and why they often fail when we need them the most as in our nation s so often aborted national conversation on race Taking a comprehensive look at institutional and leadership practices in recent public debates over a variety of hot button public policy issues Public Discourse in America outlines how such conversations can be used to reintegrate our fragmented communities and bridge barriers of difference and hostility among communities and individuals These essays speak to urgent and perennial questions about the nature of American society the responsibilities of leaders the rules of democracy and the role of public culture in times of crisis conflict and rapid change Public Discourse in America originated in the work of the Penn National Commission on Society Culture and Community convened in 1996 by Judith Rodin President of the University of Pennsylvania Distinguished members of the Commission leading experts commissioned researchers and leaders in America s nascent public discourse movement offer unexpected insights and an optimistic vision of the health of our politics and culture Readers of all political persuasions from the halls of political power to the streets of urban neighborhoods from newsrooms and studios to think tanks and universities will find these essays opening up new paths to robust public discussion more engaged citizenship and stronger communities Contributors include Joyce Appleby Thomas Bender Derek

Bok Alex Boraine Graham G Dodds Christopher Edley Jr Drew Gilpin Faust Neal Gabler Richard Lapchick Don M Randel Richard Rodriguez Jay Rosen David M Ryfe Michael Schudson Neil Smelser and Robert H Wiebe Lights, Camera, Campaign! David Andrew Schultz, 2004 Political scientists investigate the impact that political advertisements have on political campaigns and elections They use case studies interviews and analysis of specific campaigns and ads mostly in the US but also in Canada to explain how ads are constructed why some work and some fail and the factors about political ads Political Consultants in U.S. Congressional Elections Stephen K. Medvic, 2001 Campaign consultants are arguably now as famous in the United States as the politicians themselves During the past decade those who know the names Bill Clinton George Bush Newt Gingrich and Christine Todd Whitman also recognize the names James Carville Mary Matalin Frank Luntz and Ed Rollins Professional consultants once part of the privileged inner circle of presidential and gubernatorial candidates are increasingly found at all levels of politics Indeed more than half of congressional candidates hire campaign consultants These professional have become as important to a candidate s success as money In this innovative study Stephen K Medvic explores all aspects of political consultancy and develops an empirically based theory that ensures the impact consultants have on elections Political Consultants in U S Congressional Elections answers two simple questions What do professional political consultants do and How successful are they Medvic analyzes the way consultants shape political dialogue and uses empirical data to show the benefits and limits of a consultant s involvement in a campaign He focuses on issues as diverse as vote shares outcomes and fundraising Finally the author demonstrates how the adversarial nature of campaigns fosters the kind of electioneering advocated by most political consultants and argues that this process may not be as harmful for the country as is often suggested **The Dynamics of Political Communication** Richard M. Perloff.2017-10-19 What impact do news and political advertising have on us How do candidates use media to persuade us as voters Are we informed adequately about political issues Do twenty first century political communications measure up to democratic ideals The Dynamics of Political Communication Media and Politics in a Digital Age Second Edition explores these issues and guides us through current political communication theories and beliefs by detailing the fluid landscape of political communication and offering us an engaging introduction to the field and a thorough tour of the discipline Author Richard Perloff examines essential concepts in this arena such as agenda setting agenda building framing political socialization and issues of bias that are part of campaign news Designed to provide an understanding and appreciation of the principles involved in political communication along with methods of research and hypothesis testing each chapter includes materials that challenge us by encouraging reflection on controversial matters Inside this Second Edition you ll find Expanded discussion of conceptual problems communication complexities and key issues in the field New examples concepts and studies reflecting current political communication scholarship The integration of technology throughout the text reflecting its pervasive role in the political spectrum Accompanied by an updated companion website with resources for students and

instructors The Dynamics of Political Communication prepares you to survey the political landscape with a more critical eye and encourages a greater understanding of the challenges and occurrences presented in this constantly evolving field

Negative Political Advertising Karen S. Johnson-Cartee, Gary Copeland, 2013-12-16 This volume provides a unique synthesis of the relevant literature from academic studies in the fields of political science marketing advertising speech communication telecommunication and public relations combined with the practical wisdom of professional consultants Offering the reader both the theory and practical applications associated with negative political advertising this is the first book devoted exclusively to the various forms of negative campaigning in the United States After developing a typology of negative political spots for greater clarity in explaining and evaluating them the book addresses effectiveness questions such as What works When Why and How Communicating Ethically William W. Neher, Paul Sandin, 2017-02-03 Communicating Ethically provides a broad introduction to the ethical nature of communication Now in its second edition the text has been revised to further address current issues such as evolving social media and digital platforms growing cultural communication and discussion of diversity and the ethics of public discourse This book combines coverage of the major systems of ethical reasoning with applications including case studies in each chapter to investigate ethics within many fields in the communication discipline Incorporating a simple framework for ethical reasoning allows the reader to develop their own The Psychology of Attack Politics Alessandro understanding of the various criteria for making ethical judgments Nai, Lukas P. Otto, Chiara Vargiu, 2025-07-25 The Psychology of Attack Politics explores the use of political attacks in election campaigns and the way in which their often deliberate use impacts voters and has wide reaching societal consequences With most elections being fraught with tension disrespectful treatment of political opponents and political incivility this timely book aims to disentangle the dynamics of how attack politics is perceived e q whether citizens perceive a negative message to be indeed negative and evaluated i e whether citizens like or dislike attack politics. The book also looks at the effects of attack politics for instance whether exposure to negative or uncivil messages alters attitudes and behaviors such as turnout affective polarization and support for political violence The authors provide a systematic conceptualization of attack politics made up of negativity incivility and intolerance Focusing on cutting edge research in political psychology political communication and electoral behavior the authors make the central argument that to understand the effects of different forms of attack politics there should be a strong focus on individual differences in message perception and evaluation Exploring what ultimately drives the effects of negative uncivil and intolerant rhetoric and analyzing the phenomena at the center of current scientific and public discourse this is a fascinating reading for academics and students in psychology political science sociology and communication as well as anyone interested in political campaigning and elections

<u>Routledge Handbook of Political Management</u> Dennis W. Johnson, 2010-03-17 The Routledge Handbook of Political Management is a comprehensive overview of the field of applied politics encompassing political consulting campaigns and

elections lobbying and advocacy grass roots politics fundraising media and political communications the role of the parties political leadership and the ethical dimensions of public life While most chapters focus on American politics and campaigns there are also contributions on election campaigns in Europe the Middle East Russia Australia East Asia and Latin America In addition to a thorough treatment of campaign and elections the authors discuss modern techniques problems and issues of advocacy lobbying and political persuasion with a special emphasis throughout the volume on technology the Internet and online communications as political tools Grounded in the disciplines of political science political communications and political marketing the Routledge Handbook of Political Management explores the linkages between applied politics and social science theory Leading American and international scholars and practitioners provide an exhaustive and up to date treatment of the state of this emerging field This publication is a major resource for advanced undergraduates graduate students and scholars of campaigns elections advocacy and applied politics as well as for political management professionals

The Enigmatic Realm of Political Consultants And Negative Campaigning: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing short of extraordinary. Within the captivating pages of **Political Consultants And Negative Campaigning** a literary masterpiece penned by way of a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book is core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of people who partake in its reading experience.

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