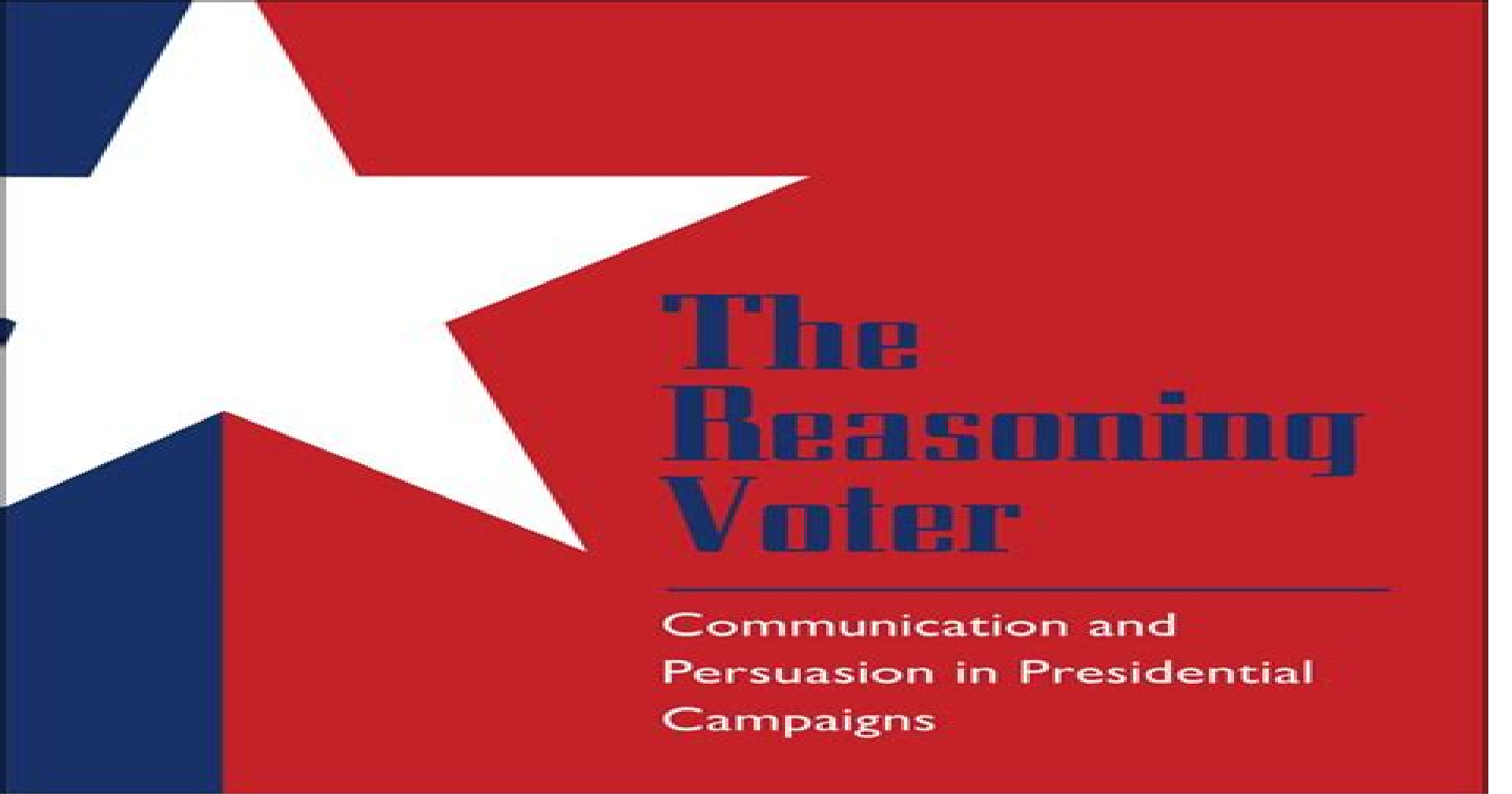




The Reasoning Voter

Communication and
Persuasion in Presidential
Campaigns

Samuel L. Popkin

SECOND EDITION

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—James Carville

Reasoning Voter Communication And Persuasion In Presidential Campaigns

**Samuel Kernell, Gary C. Jacobson, Thad
Kousser, Lynn Vavreck**



Reasoning Voter Communication And Persuasion In Presidential Campaigns:

The Reasoning Voter Samuel L. Popkin, 2024-05-31 The Reasoning Voter is an insider's look at campaigns candidates media and voters that convincingly argues that voters make informed logical choices Samuel L Popkin analyzes three primary campaigns Carter in 1976 Bush and Reagan in 1980 and Hart Mondale and Jackson in 1984 to arrive at a new model of the way voters sort through commercials and sound bites to choose a candidate Drawing on insights from economics and cognitive psychology he convincingly demonstrates that as trivial as campaigns often appear they provide voters with a surprising amount of information on a candidate's views and skills For all their shortcomings campaigns do matter Professor Popkin has brought V O Key's contention that voters are rational into the media age This book is a useful rebuttal to the cynical view that politics is a wholly contrived business in which unscrupulous operatives manipulate the emotions of distrustful but gullible citizens The reality he shows is both more complex and more hopeful than that David S Broder The Washington Post

Campaign Reform Larry M. Bartels, Lynn Vavreck Lewis, 2010-08-04 What is wrong with American political campaigns How could the campaign process be improved This volume brings the expertise of leading political scientists to the public debate about campaign reform These scholars probe the reality behind the conventional wisdom that nasty vacuous campaigns dominated by big money and cynical media coverage are perverting our political process and alienating our citizenry Some of their conclusions will be startling to campaigners and critics alike For example attack advertisements prove to be no more effective than self promotional advertisements but are more substantive Indeed candidates in their advertisements and speeches focus more on policy and less on strategy and process than any major news outlet including the New York Times The volume suggests that as a result prospective voters in 1996 knew more about the candidates issue positions than in any presidential election in decades yet turnout and public faith in the electoral process continued to decline For aspiring reformers Bartels and his colleagues provide a bracing reality check For students and scholars of electoral politics political communication and voting behavior they provide an authoritative summary and interpretation of what we know about the nature and impact of political campaigns The insights and evidence contained in this volume should be of interest to anyone concerned about the present state and future prospects of American electoral process Larry M Bartels is Professor of Politics and Public Affairs and Stuart Professor of Communications and Public Affairs in the Woodrow Wilson School Princeton University Lynn Vavreck is Assistant Professor of Government Dartmouth College Other contributors are Bruce Buchanan Tami Buhr Ann Crigler John G Geer Kathleen Hall Jamieson Marion Just Daron R Shaw and John Zaller

The Damming of the Presidency Frederick D. Gordon, 2021-01-12 This study evaluates the 1927 Great Mississippi Flood and its impact on both the 1928 and 1932 presidential elections Herbert Hoover surged forth to win the 1928 presidency but would suffer the greatest presidential defeat four years later When did people change their minds And were they influenced solely by the Great Depression or was there something else Natural disasters and environmental

crises offer both opportunities and threats for a presidential candidate Challenger and incumbent must weave through a delicate maze of policy conundrums to garner national support Today the novel virus COVID 19 has altered modern society Policy and medical experts are scrambling to develop a vaccine Undoubtedly economic social and political landscapes are being redefined including their impact on presidential elections Thus a seminal question surfaces How do force majeure events impact a political campaign Other studies have yielded general assessments regarding presidential decision making during unforeseen events notably with 9 11 and Hurricane Katrina This book offers a vanguard approach by applying a historical lens and seeking to test the axiom of Farley s Law This important law suggests that peoples minds are made up at least six months before a national election and no matter how poorly situations develop party allegiance is supreme

Young v. Old Susan A. MacManus, 2018-02-12 Arguing that an inter generational war is brewing in the United States this book paints a picture of the ageing of America and what it means for politics and policy questions including social security health care crime jobs social welfare defence and foreign affairs Differences between older and younger citizens are examined in the light of voting and registration patterns ideological and party preferences and varieties of political activism Contemporary media and new technologies are highlighted as sources of disparities and bridges between the generations how they watch politics how they prefer to solve social problems and how inter generational understanding may be improved through communication and education

The Logic of American Politics Samuel Kernell, Gary C. Jacobson, Thad Kousser, Lynn Vavreck, 2019-02-20 Why does the American political system work the way it does Find the answers in The Logic of American Politics This best selling text arms you with a toolkit of institutional design concepts command veto agenda control voting rules and delegation that help you recognize how the American political system was designed and why it works the way it does The authors build your critical thinking through a simple yet powerful idea politics is about solving collective action problems Thoroughly updated to account for the most recent events and data the Ninth Edition explores the increase in political polarization the growing emotional involvement people have to politics Americans reactions to changing demographics the partisan politics of judicial selection and the changing nature of presidential leadership Revised to include the 2018 election results and analysis this edition provides you with the tools you need to make sense of today s government

Global Encyclopedia of Public Administration, Public Policy, and Governance Ali Farazmand, 2023-04-05 This global encyclopedic work serves as a comprehensive collection of global scholarship regarding the vast fields of public administration public policy governance and management Written and edited by leading international scholars and practitioners this exhaustive resource covers all areas of the above fields and their numerous subfields of study In keeping with the multidisciplinary spirit of these fields and subfields the entries make use of various theoretical empirical analytical practical and methodological bases of knowledge Expanded and updated the second edition includes over a thousand of new entries representing the most current research in public administration public policy governance nonprofit and

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for some time but few would deny that fears for its fate have deepened in just the past few years We assume that our political institutions will limit and contain contemporary populism just as the Founders intended and as they have in the past but will they An increasingly polarized electorate urging their representatives to fight and never to compromise may be stressing Constitutional limits This new edition offers to help American government teachers lead their students to a nuanced theoretical and practical understanding of what is happening in the politics of their Constitutional democracy today New to the Second Edition Further develops and highlights the distinguishing theme of the book Constitutional Democracy Under Pressure in light of Trump Administration events over the last two years Expands coverage of all media aspects including fake news social media responsible journalism and related topics including foreign manipulation of the news Includes the most recent election results Addresses issues specific to the Trump Administration including unique coverage of the 25th Amendment cabinet instability election interferences executive power and unitary action and impact on the courts Updates in all tables figures suggested readings plus photo updates throughout

Knowledge Resistance in High-Choice Information Environments Jesper Strömbäck,Åsa Wikforss,Kathrin Glüer,Torun Lindholm,Henrik Oscarsson,2022-05-23 This book offers a truly interdisciplinary exploration of our patterns of engagement with politics news and information in current high choice information environments Putting forth the notion that high choice information environments may contribute to increasing misperceptions and knowledge resistance rather than greater public knowledge the book offers insights into the processes that influence the supply of misinformation and factors influencing how and why people expose themselves to and process information that may support or contradict their beliefs and attitudes A team of authors from across a range of disciplines address the phenomena of knowledge resistance and its causes and consequences at the macro as well as the micro level The chapters take a philosophical look at the notion of knowledge resistance before moving on to discuss issues such as misinformation and fake news psychological mechanisms such as motivated reasoning in processes of selective exposure and attention how people respond to evidence and fact checking the role of political partisanship political polarization over factual beliefs and how knowledge resistance might be counteracted This book will have a broad appeal to scholars and students interested in knowledge resistance primarily within philosophy psychology media and communication and political science as well as journalists and policymakers The Open Access version of this book available at www.taylorfrancis.com has been made available under a Creative Commons Attribution Non Commercial No Derivatives 4.0 license

Competing Motives in the Partisan Mind Eric Groenendyk,2013-09-05 Party identification may be the single most powerful predictor of voting behavior yet scholars disagree whether this is good or bad for democracy Competing Motives in the Partisan Mind provides a window into the nature of party identification by examining circumstances in which political attitudes and party identities collide

Whispering the Techniques of Language: An Psychological Journey through **Reasoning Voter Communication And Persuasion In Presidential Campaigns**

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