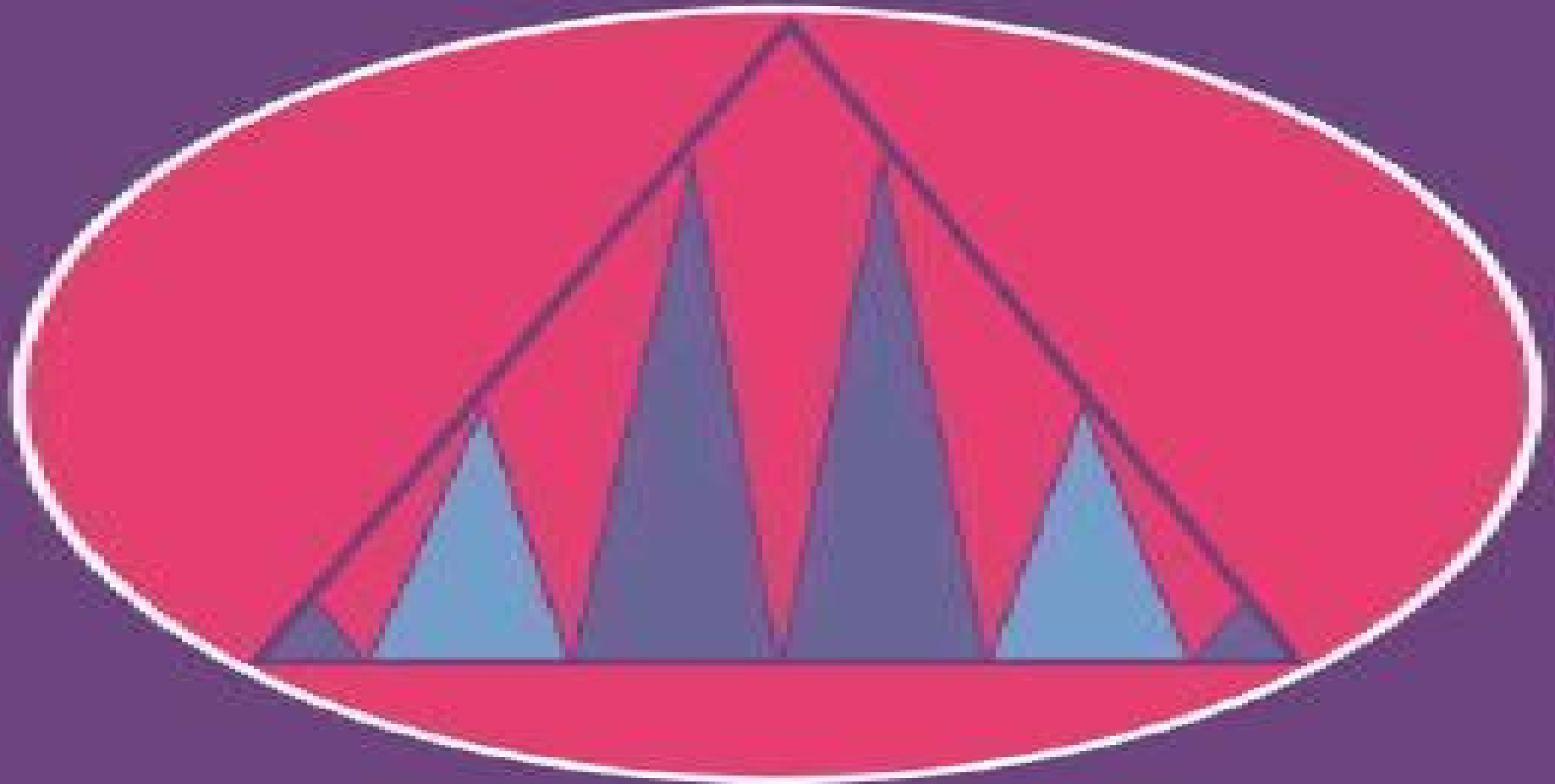


# THE NATURE AND ORIGINS OF MASS OPINION



JOHN R. ZALLER

# Nature And Origins Of Mass Opinion

**JE Gale**



## **Nature And Origins Of Mass Opinion:**

*The Nature and Origins of Mass Opinion* John R. Zaller, 1992-08-28 In this 1992 book John Zaller develops a comprehensive theory to explain how people acquire political information from elites and the mass media and convert it into political preferences Using numerous specific examples Zaller applies this theory to the dynamics of public opinion on a broad range of subjects including domestic and foreign policy trust in government racial equality and presidential approval as well as voting behaviour in U S House Senate and presidential elections The theory is constructed from four basic premises The first is that individuals differ substantially in their attention to politics and therefore in their exposure to elite sources of political information The second is that people react critically to political communication only to the extent that they are knowledgeable about political affairs The third is that people rarely have fixed attitudes on specific issues rather they construct preference statements on the fly as they confront each issue raised The fourth is that in constructing these statements people make the greatest use of ideas that are for various reasons the most immediately salient to them Zaller emphasizes the role of political elites in establishing the terms of political discourse in the mass media and the powerful effect of this framing of issues on the dynamics of mass opinion on any given issue over time

*The Nature and Origins of Mass Opinion Reconsidered* Jeffrey Friedman, 2016-02-05 In the *Nature and Origins of Mass Opinion* 1992 John Zaller set out one of the most influential models of opinion formation he presented the public as a pliable instrument of political elites who are able to garner support simply by sending cues through the mass media telling Republicans or Democrats for example what the Republican or Democratic position is on a given issue Contributors to this volume critically examine Zaller's model and its implications empirical and normative The introduction contrasts two different strands in Zaller's book one of which confines the impact of media messages to politicians cues the other of which emphasizes the impact of journalists interpretive frames Other chapters examine whether elite domination of public opinion is desirable and assess how well Zaller's model has withstood two decades of research Zaller himself contributes a long retrospective in which he modifies some claims defends others and sets out a bold new research agenda This book was published as a special issue of *Critical Review: A Journal of Politics and Society*

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**The Nature and Origins of Mass Opinion** John Zaller,1992-08-28 This 1992 book explains how people acquire political information from elites and the mass media and convert it into political preferences **The Nature and Origins of Mass**

**Opinion** John Zaller,1992 **The Nature and Origins of Mass Opinion** John Zaller,1992 Zaller develops a comprehensive theory to explain how people acquire political information from the mass media and convert it into political preferences and applies it to both domestic and foreign policy trust in government racial equality presidential approval and voting behaviour

**The Nature and Origins of Mass Opinion Reconsidered** Jeffrey Friedman,2016-02-05 In the Nature and Origins of Mass Opinion 1992 John Zaller set out one of the most influential models of opinion formation he presented the public as a pliable instrument of political elites who are able to garner support simply by sending cues through the mass media telling Republicans or Democrats for example what the Republican or Democratic position is on a given issue Contributors to this volume critically examine Zaller s model and its implications empirical and normative The introduction contrasts two different strands in Zaller s book one of which confines the impact of media messages to politicians cues the other of which emphasizes the impact of journalists interpretive frames Other chapters examine whether elite domination of public opinion is desirable and assess how well Zaller s model has withstood two decades of research Zaller himself contributes a long retrospective in which he modifies some claims defends others and sets out a bold new research agenda This book was published as a special issue of Critical Review A Journal of Politics and Society *Freedom and Order* Gabriel

Rubin,2011-05-19 The book examines how governments and publics react to terrorist attacks in the United States the United Kingdom and Israel It focuses specifically on why civil liberties are abridged in some cases and not in others The chapters cover the topic by looking at it through a number of different lenses including topics like how governments might manipulate fear public opinion trends after terrorist attacks how the Patriot Act was passed and case studies where legislation was blocked by the legislature and a government chief executive did not seek to pass legislation at all after a terrorist attack This innovative book compares different responses to terrorism without simply focusing on the case of 9 11 and through comparison reveals new findings about best practices for dealing with terrorism *Freedom and Order* gives a fine grain analysis of how the Patriot Act was passed that does not exist in any other text to date and compares public responses to terror attacks from three different countries Rubin deals a blow to the theory that the public rallies around their leader after terrorist attacks and that civil liberties are always abridged after terrorist attacks **Presidential Rhetoric on Terrorism**

**under Bush, Obama and Trump** Gabriel Rubin,2020-03-21 Through the analysis of eighteen years of presidential data this

book shows how Presidents Bush Obama and Trump have conducted and framed the war on terror since its inception in 2001 Examining all presidential speeches about terrorism from George W Bush s two terms as President Barack Obama s two terms as President and Donald Trump s first year as President this book is the first to compare the three post 9 11 presidents in how they have dealt with the terror threat Presidential Rhetoric on Terrorism under Bush Obama and Trump argues that when policies need to be sold to the public and Congress presidents make their pertinent issues seem urgent through frequent speech making and threat inflation It further illustrates how after policies are sold a new President s reticence may signify quiet acceptance of the old regime s approach After examining the conduct of the war on terror to date it concludes by posing policy suggestions for the future

**Political Leadership in Liberal and Democratic Theory** Joseph Femia,András Körösenyi,Gabriella Slomp,2016-08-22 The working hypothesis of this book is that the issue of leadership is neglected by mainstream democratic and liberal theories This deficiency has especially become evident in the last three or four decades which have witnessed a revival of deontological liberalism and radical theories of participatory and deliberative democracy The contributors examine discuss and evaluate descriptive analytical and normative arguments regarding the role of leadership in liberal and democratic theory The volume seeks to provoke debate and to foster new research on the significance and function of leaders in liberal democracies The book as a whole and in its constitutive chapters works on two levels First it aims to expose the lack of systematic treatment of leadership in mainstream liberal and democratic theory Second it explores the reasons for this neglect Overall the book tries to convince the reader that liberal and democratic theories should revive the issue of leadership

**Political Advice** ,2021-01-28 The continuing churn of political advisers in Donald Trump s White House serve as a reminder of the salience and relevance of political advice Political Advice Past Present and Future brings several very different voices to bear on the problem of advice and influence the distinction in so far as it is valid between political and policy advice the two way parasitism of adviser and advised the nature and idioms of political advice literature the changing and sometimes unchanging nature of expertise the ever pressing issue of access and exclusion and how that is controlled This volume of essays feeds into a contemporary concern set in a wider historical context Moreover the volume treats political advice in an interdisciplinary fashion with contributions from classics and literature as well as from history and politics The unique practitioners perspective to the problem of political advice is brought by the contributions of politicians political advisers and senior civil servants

**Political Settlements in Divided Societies** Christalla Yakinthou,2009-07-23 Yakinthou throws light on the challenges of adopting political settlements in frozen conflicts and divided societies by focusing on the conflict in Cyprus the resolution of which has for years been held up in large part by elite intransigence The book offers answers for why elites in Cyprus are so unwilling to adopt a power sharing solution

**Good Enough for Government Work** Amy E. Lerman,2019-06-14 American government is in the midst of a reputation crisis An overwhelming majority of citizens Republicans and Democrats alike hold negative perceptions of the government

and believe it is wasteful inefficient and doing a generally poor job managing public programs and providing public services When social problems arise Americans are therefore skeptical that the government has the ability to respond effectively It s a serious problem argues Amy E Lerman and it will not be a simple one to fix With Good Enough for Government Work Lerman uses surveys experiments and public opinion data to argue persuasively that the reputation of government is itself an impediment to government s ability to achieve the common good In addition to improving its efficiency and effectiveness government therefore has an equally critical task countering the belief that the public sector is mired in incompetence Lerman takes readers through the main challenges Negative perceptions are highly resistant to change she shows because we tend to perceive the world in a way that confirms our negative stereotypes of government even in the face of new information Those who hold particularly negative perceptions also begin to opt out in favor of private alternatives such as sending their children to private schools living in gated communities and refusing to participate in public health insurance programs When sufficient numbers of people opt out of public services the result can be a decline in the objective quality of public provision In this way citizens beliefs about government can quickly become a self fulfilling prophecy with consequences for all Lerman concludes with practical solutions for how the government might improve its reputation and roll back current efforts to eliminate or privatize even some of the most critical public services

**On Deaf Ears** George C. Edwards III, 2008-10-01 American presidents often engage in intensive campaigns to obtain public support for their policy initiatives This core strategy for governing is based on the premise that if presidents are skilled enough to exploit the bully pulpit they can successfully persuade or even mobilize public opinion on behalf of their legislative goals In this book George Edwards analyzes the results of hundreds of public opinion polls from recent presidencies to assess the success of these efforts Surprisingly he finds that presidents typically are not able to change public opinion even great communicators usually fail to obtain the public s support for their high priority initiatives Focusing on presidents personae their messages and the American public he explains why presidents are often unable to move public opinion and suggests that their efforts to do so may be counterproductive Edwards argues that shoring up previously existing support is the principal benefit of going public and that staying private negotiating quietly with elites may often be more conducive to a president s legislative success

Predicting the Presidency George C. Edwards, III, 2016-03-22 Millions of Americans including many experienced politicians viewed Barack Obama through a prism of high expectations based on a belief in the power of presidential persuasion Yet many who were inspired by candidate Obama were disappointed in what he was able to accomplish once in the White House They could not understand why he often was unable to leverage his position and political skills to move the public and Congress to support his initiatives Predicting the Presidency explains why Obama had such difficulty bringing about the change he promised and challenges the conventional wisdom about presidential leadership In this incisive book George Edwards shows how we can ask a few fundamental questions about the context of a presidency the president s

strategic position or opportunity structure and use the answers to predict a president's success in winning support for his initiatives. If presidential success is largely determined by a president's strategic position, what role does persuasion play? Almost every president finds that a significant segment of the public and his fellow partisans in Congress are predisposed to follow his lead. Others may support the White House out of self-interest. Edwards explores the possibilities of the president exploiting such support, providing a more realistic view of the potential of presidential persuasion. Written by a leading presidential scholar, *Predicting the Presidency* sheds new light on the limitations and opportunities of presidential leadership.

*The Strategic President* George C. Edwards, III, 2012-03-25 How do presidents lead? If presidential power is the power to persuade, why is there a lack of evidence of presidential persuasion? George Edwards, one of the leading scholars of the American presidency, skillfully uses this contradiction as a springboard to examine and ultimately challenge the dominant paradigm of presidential leadership. *The Strategic President* contends that presidents cannot create opportunities for change by persuading others to support their policies. Instead, successful presidents facilitate change by recognizing opportunities and fashioning strategies and tactics to exploit them. Edwards considers three extraordinary presidents: Abraham Lincoln, Franklin D. Roosevelt, and Ronald Reagan, and shows that despite their considerable rhetorical skills, the public was unresponsive to their appeals for support. To achieve change, these leaders capitalized on existing public opinion. Edwards then explores the prospects for other presidents to do the same to advance their policies. Turning to Congress, he focuses first on the productive legislative periods of FDR, Lyndon Johnson, and Reagan and finds that these presidents recognized especially favorable conditions for passing their agendas and effectively exploited these circumstances while they lasted. Edwards looks at presidents governing in less auspicious circumstances and reveals that whatever successes these presidents enjoyed also resulted from the interplay of conditions and the presidents' skills at understanding and exploiting them. *The Strategic President* revises the common assumptions of presidential scholarship and presents significant lessons for presidents' basic strategies of governance.

*The Eyes of the People* Jeffrey Edward Green, 2010 For centuries it has been assumed that democracy must refer to the empowerment of the People's voice. In this pioneering book, Jeffrey Edward Green makes the case for considering the People as an ocular entity rather than a vocal one. Green argues that it is both possible and desirable to understand democracy in terms of what the People gets to see instead of the traditional focus on what it gets to say. *The Eyes of the People* examines democracy from the perspective of everyday citizens in their everyday lives. While it is customary to understand the citizen as a decision maker, in fact most citizens rarely engage in decision making and do not even have clear views on most political issues. The ordinary citizen is not a decision maker but a spectator who watches and listens to the select few empowered to decide. Grounded on this everyday phenomenon of spectatorship, *The Eyes of the People* constructs a democratic theory applicable to the way democracy is actually experienced by most people most of the time. In approaching democracy from the perspective of the People's eyes, Green rediscovers and rehabilitates a forgotten

plebiscitarian alternative within the history of democratic thought Building off the contributions of a wide range of thinkers including Aristotle Shakespeare Benjamin Constant Max Weber Joseph Schumpeter and many others Green outlines a novel democratic paradigm centered on empowering the People's gaze through forcing politicians to appear in public under conditions they do not fully control The Eyes of the People is at once a sweeping overview of the state of democratic theory and a call to rethink the meaning of democracy within the sociological and technological conditions of the twenty first century

**The EU-German-Turkish Triangle** Funda Tekin, Anke Schönlau, 2022-11-11 Um eine solide Bewertung der Beziehungen zwischen der EU und der Türkei und ihrer Zukunftsaussichten zu ermöglichen konzentriert sich dieser Band auf die Dreiecksbeziehung zwischen dem Block und der Türkei einerseits und den bilateralen Beziehungen zwischen Deutschland und der Türkei andererseits Auf der Grundlage des historischen Institutionalismus geht er von der Annahme aus dass eine grundlegende Umstrukturierung der Beziehungen zwischen der EU und der Türkei kritische Wendepunkte erfordert die einen Paradigmenwechsel nach sich ziehen Es wird der politische Diskurs über die Beziehungen zwischen der EU und der Türkei dekonstruiert um die wichtigsten Wahrnehmungen und Narrative der Beziehungen zwischen der EU und der Türkei nicht nur in Deutschland und der Türkei sondern auch auf EU Ebene in Brüssel zu identifizieren zu analysieren und zu bewerten Die analytischen Beiträge zielen auf die Beantwortung der allgemeinen Fragen ab ob und zu welchem Zeitpunkt ein Paradigmenwechsel zu erkennen ist wenn ja was die treibenden Faktoren eines solchen Wechsels sind und ob sich die Narrative der EU-Türkei-Beziehungen im Laufe der Zeit verändern Mit Beiträgen von Esra Engel Atila Eralp Denise Ersoy Hanna Lisa Hauge Ebru Ece Zbey Ardahan Zkan Gedikli Moritz Rau Anke Schönlau Mirja Schröder Nurdan Selay Bedir Zgehen enyuva Funda Tekin Helena Weise und Wolfgang Wessels

**Diocletian and the Roman Recovery** Stephen Williams, 1997 This collection of essays and reviews represents the most significant and comprehensive writing on Shakespeare's A Comedy of Errors Miola's edited work also features a comprehensive critical history coupled with a full bibliography and photographs of major productions of the play from around the world In the collection there are five previously unpublished essays The topics covered in these new essays are women in the play the play's debt to contemporary theater its critical and performance histories in Germany and Japan the metrical variety of the play and the distinctly modern perspective on the play as containing dark and disturbing elements To compliment these new essays the collection features significant scholarship and commentary on The Comedy of Errors that is published in obscure and difficultly accessible journals newspapers and other sources This collection brings together these essays for the first time

**Explaining European Identity Formation** Stephanie Bergbauer, 2017-10-24 What makes people identify with Europe To answer this question this book analyzes the development and determinants of a common European identity among EU citizens from the Maastricht Treaty in 1992 to the recent financial and economic crisis The author examines citizens' identification with Europe for all EU member states and systematically explores the theoretical and empirical implications of two turning points in the recent



history of EU integration namely the EU's enlargement to Central and Eastern Europe in 2004 2007 and the financial and economic crisis that started in 2008 The book integrates theoretical approaches to European identity in sociology social psychology and EU public opinion research in a comprehensive model for explaining individual identification with Europe The empirical analysis employs a multilevel framework to systematically assess the influence of individual characteristics and the political economic and social context on citizens feelings of identity The long analysis period spanning from 1992 to the present allows inferences to be drawn about the long term developments in the sources of European identification as well as the immediate impact of EU enlargement and the crisis on the determinants of European identification

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