

POLITICAL  
CONSULTANTS  
IN U.S.  
CONGRESSIONAL  
ELECTIONS

Stephen K. Medvic

# Political Consultants In U S Congressional Elections

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## **Political Consultants In U S Congressional Elections:**

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

Political Consultants in Us Congress Elections Stephen K Medvic, 2021-01-29 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 Strategic Role of Political Consultants in U.S. House Elections** Sean Andrew Cain, 2006

*Campaign Warriors* James A. Thurber, Candice J. Nelson, 2001-09-19 Campaign politics has become increasingly professionalized in recent years The growing prevalence and influence of paid consultants in the United States and other democracies is one of the most important factors changing the nature of electoral politics Campaign Warriors thoroughly examines this critical and controversial development and its

impact on the political system in the U S and other countries The contributors approach the topic from several different perspectives including the increasing use of spin doctors and the resulting loss of influence of state and national political parties The book investigates the role of these paid advisers who they are what they do and why and how they feel about their work The contributors discuss the consultant s relationship with candidates and parties and analyze the effect of their efforts on election outcome      *Routledge Handbook of Political Management* Dennis W. Johnson,2010-03-17 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      *Parties and Elections in America* Mark D. Brewer,L. Sandy Maisel,2020-03-17

This classic text provides an in depth examination and history of American political parties and their critical role in representative democracy at the local state and national levels      **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      *Campaigns and Political*

*Marketing* Wayne Steger,Sean Kelly,Mark Wrighton,2013-02-01 Understand the theoreticaland practicalaspects 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

**Campaigns and Elections** Stephen K. Medvic, 2021-11-29 Stephen K Medvic's Campaigns and Elections is a comprehensive yet compact core text that addresses two distinct but related aspects of American electoral democracy the processes that constitute campaigns and elections and the players who are involved In addition to balanced coverage of process and actors it gives equal billing to both campaigns and elections and covers contests for legislative and executive positions at the national state and local levels including issue oriented campaigns of note The book opens by providing students with the conceptual distinctions between what happens in an election and the campaigning that precedes it Significant attention is devoted to setting up the context for these campaigns and elections by covering the rules of the game in the American electoral system as well as aspects of election administration and the funding of elections Then the book systematically covers the actors at every level candidates and their organizations parties interest groups the media and voters and the macro level aspects of campaigns such as campaign strategy and determinants of election outcomes The book concludes with a big picture assessment of campaign ethics and implications of the permanent campaign New to the Fourth Edition Fully updated through the 2020 elections looking ahead to the 2022 midterms Covers the impact of the COVID 19 pandemic on the 2020 election as well as the January 6 2021 insurrection at the US Capitol Adds new sections in Chapter 3 on election integrity and the assessment of election administration Reviews recent Supreme Court cases on gerrymandering and faithless electors Expands coverage of social media as a source of news of the increasingly partisan nature of the media and of the role of media fact checking in campaigns and elections Reorganizes the chapters on the various actors so that the chapter on candidates leads directly to the chapter on campaigns Fully updates the resources listed at the end of each chapter

**Campaigns from the Ground Up** John S Klemanski, David Dulio, Michael Switalski, 2015-11-17 Based on data

from the most recent elections this book examines state house races in four key states California Texas Michigan and Virginia and creates simulations of campaign planning strategizing budgeting fundraising and winning in a variety of political contexts The authors have not only researched and taught about these issues they have conducted campaigns run for office and served in government at every level from the local to the national They have experience confronting questions of campaign ethics and crisis management and they actively embrace social media in their work Internet fundraising as well as campaign websites are among the many media subjects included This is a book not just for candidates campaign professionals and students but for all concerned citizens who want to understand the pathways of politics better

*Campaigns and Elections American Style* James A Thurber, 2018-04-19 Dramatic changes in political institutions and behavior over the past three decades have underscored the dynamic nature of American politics confronting political scientists with a new and pressing intellectual agenda The pioneering work of early postwar scholars while laying a firm empirical foundation for contemporary scholarship failed to consider how American politics might change or recognize the forces that would make fundamental change inevitable In reassessing the static interpretations fostered by these classic studies political scientists are now examining the underlying dynamics that generate transformational change Transforming American Politics is a series that brings together texts addressing four closely related aspects of change A first concern is documenting and explaining recent changes in American politics in institutions processes behavior and policymaking A second is reinterpreting classic studies and theories to provide a more accurate perspective on postwar politics The series looks at historical change to identify recurring patterns of political transformation within and across the distinctive eras of American politics Last and perhaps most important the series presents new theories and interpretations that explain the dynamic processes at work and thus clarify the direction of contemporary politics All of the books focus on the central theme of transformation transformation in both the conduct of American politics and in the way we study and understand its many aspects

**Campaigns and Elections American Style** Candice J. Nelson, James A. Thurber, David A. Dulio, 2023-09-29 With new and revised chapters throughout the sixth edition of *Campaigns and Elections American Style* allows academics and campaign professionals the chance to explain how the COVID 19 pandemic 2020 general election and 2022 midterm election upended the campaign process and changed the landscape of political campaigns forever Offering a unique and careful mix of Democrat and Republican academic and practitioner and male and female campaign perspectives this volume scrutinizes national and local level campaigns Students citizens candidates and campaign managers learn not only how to win elections but also why it is imperative to do so in a safe and ethical way Perfect for a variety of courses in American government this book is especially valuable to schools of campaign management and campaign professionals working at every level from the local to the global Highlights of the Sixth Edition Covers the 2020 and 2022 elections with an eye to 2024 Examines changes to the campaign process as a result of COVID 19 and puts them in context with campaign traditions over time Includes a new

organization that moves campaign finance up front to emphasize the centrality of fundraising to successful campaigns Offers more data to inform campaign planning and management especially related to key topics such as the change in news media coverage the growth and use of social media the use of big data in campaigns and changes in field and voting rules and policies

**The Oxford Handbook of American Election Law** Eugene D Mazo,2024-11 Election law plays a critical role in regulating the political arena at a time when Americans are witnessing unprecedented levels of polarization The Oxford Handbook of American Election Law provides a comprehensive overview of the field a survey of core themes and summaries of the most pressing debates Bringing together 47 leading scholars of election law the Handbook offers readers a clearly written guide to aid navigation through this complex area tackling controversial issues and situating them within the field's ongoing scholarly dialogue Unparalleled in the breadth and depth of its coverage The Oxford Handbook of American Election Law is an invaluable resource for scholars students policymakers and practitioners

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**Congressional Elections** Paul S. Herrnson,Costas Panagopoulos,Kendall L. Bailey,2019-11-28 It is the gold standard for texts on congressional campaigns and elections Bruce A Larson Gettysburg College In Congressional Elections Campaigning at Home and in Washington authors Paul Herrnson and Costas Panagopoulos combine top notch research with real world politics as they argues that successful candidates run two campaigns one for votes the other for resources Using campaign finance data original survey research and hundreds of interviews with candidates and political insiders Herrnson and Panagopoulos look at how this dual strategy affects who wins and how it ultimately shapes the entire electoral system The Eighth Edition considers the impact of the Internet and social media on campaigning in the 2018 elections the growing influence of interest groups and the influence of new voting methods on candidate party and voter mobilization tactics

**The Concise Princeton Encyclopedia of American Political History** Michael Kazin,Rebecca Edwards,Adam Rothman,2011-08-28 Contains 150 articles that provide information about significant topics in American political history including ideas philosophies movements economics religion and more

**The Electoral Challenge** Stephen C. Craig,David B. Hill,2010-07-27 What decides elections Is it the national economic condition voters partisan attachments or the campaigns that candidates run How much do campaigns matter Scholars and

political consultants will give you different answers Stephen C Craig and David B Hill bring together the voices of both in this engaging volume now updated to include the volatile and groundbreaking 2008 campaigns and elections Each chapter features an essay from a top scholar in the field followed by a response from political consultants Contributors bring to bear the best literature and empirical evidence to determine what we know about the factors that drive election outcomes all while inviting students to join in the conversation

**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 political consultants polling campaign finance reform and partisan politics

**Handbook of Party Politics** Richard S Katz, William J Crotty, 2006-01-26 The Handbook of Party Politics is the first book to comprehensively map the state of the art in contemporary party politics scholarship This major new work brings together the world's leading party theorists to provide an unrivalled resource on the role of parties in the pressing contemporary problems of institutional design and democratic governance today

**Encyclopedia of Political Communication** Lynda Lee Kaid, Christina Holtz-Bacha, 2008 Political communication began with the earliest studies of democratic discourse by Aristotle and Plato However modern political communication relies on an interdisciplinary base which draws on concepts from communication political science journalism sociology psychology history rhetoric and others This two volume resource considers political communication from a broad interdisciplinary perspective encompassing the many different roles that communication plays in political processes in the United States and around the world The Encyclopedia of Political Communication discusses the major theoretical approaches to the field including direct and limited effects theories agenda setting theories sociological theories framing and priming theories and other past and present conceptualizations With nearly 600 entries this resource pays considerable attention to important political messages such as political speeches televised political advertising political posters and print advertising televised political debates and Internet sites The audiences for political communications are also central necessitating concentration on citizen reactions to political messages how the general public and voters in democratic systems respond to political messages and the effects of all types of media and message types Key Features Encompasses several channels of political communication including interpersonal and public communication radio television newspapers and the World Wide Web Provides news media coverage and journalistic analysis of politics political issues political figures and political institutions Concentrates on the field of political communication since the middle of the 20th century Emphasizes political communication from the point of view of the United States but there is substantial and important research and scholarship on political communication in international contexts Considers the role of communication in governing incorporating communication activities that influence the operation of executive legislative and judicial bodies political parties interest groups political action committees and other participants in political processes Key Themes Biographies Books Films Journals Television Democracy Democratization Education and Nonprofit Organizations Elections Government Operations and Institutions Legal and Regulatory Media



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