

How Political
Advertisements
Shrink & Polarize
the Electorate

STEPHEN ANSOLABEHERE AND SHANTO IYENGAR

Stephen Ansolabehere, Shanto Iyengar

Going Negative Stephen Ansolabehere, Shanto Iyengar, 1995 The authors use both laboratory experiments and case studies to show how negative advertising drives down voter turnout Going Negative Stephen Ansolabehere, Shanto Iyengar, 1995 The authors use both laboratory experiments and case studies to show how negative advertising drives down Political Campaigns and Political Advertising Frank W. Baker, 2009-06-04 Examining political campaigns and political advertising through the analytical lens of media literacy this well illustrated and timely handbook guides readers through the maze of blandishments and spin that is the hallmark of the modern political campaign It dissects the persuasive strategies embedded in the political messages we encounter every day in the media and demonstrates the importance of critical thinking in evaluating media stories Key concepts of media literacy are applied to political advertising in traditional media newspapers television radio and on the Internet the new frontier of the political advertising wars Dealing with blogs social networking user generated Web sites and other electronic formats familiar to young voters this lively introduction to the new world of political messaging appeals to readers affinity for visual learning as well as their ability to discern messages in text Unique in applying media literacy concepts to the political context while directly addressing students and general readers this book not only explains but graphically demonstrates both established techniques of political framing and the new avenues of persuasion being pioneered in digital media It will also interest viewers who like their political news in traditional media but unconventional formats **Unfree Speech** Samantha Sellinger, 2009-02-09 At a time when campaign finance reform is widely viewed as synonymous with cleaning up Washington and promoting political equality Bradley Smith a nationally recognized expert on campaign finance reform argues that all restriction on campaign giving should be eliminated In Unfree Speech he presents a bold convincing argument for the repeal of laws that regulate political spending and contributions contending that they violate the right to free speech and ultimately diminish citizens power Smith demonstrates that these laws which often force ordinary people making modest contributions of cash or labor to register with the Federal Election Commission or various state agencies fail to accomplish their stated objectives In fact they have worked to entrench incumbents in office deaden campaign discourse burden grassroots political activity with needless regulation and distance Americans from an increasingly professional detached political class Rather than attempting to plug loopholes in campaign finance law or instituting taxpayer financed campaigns Smith proposes a return to core First Amendment values of free speech and an unfettered right to engage in political activity Smith finds that campaign contributions have little corrupting effect on the legislature and shows that an unrestrained system of contributions and spending actually enhances equality More money not less is needed in the political system Smith concludes Unfree Speech draws upon constitutional law and historical research to explain why campaign finance regulation is doomed and to illustrate the potentially drastic costs of efforts to make it succeed Whatever one thinks about the impact of money on electoral politics no one should take a final

stand without reading Smith's controversial and important arguments The Scottish Independence Referendum Aileen McHarg, Tom Mullen, Alan Page, Neil Walker, 2016-06-16 The September 2014 Scottish independence referendum was an event of profound constitutional and political significance not only for Scotland but for the UK as a whole Although Scottish voters chose to remain in the UK the experience of the referendum and the subsequent political reaction to the No vote that triggered significant reforms to the devolution settlement have fundamentally altered Scotland's position within the Union The extraordinary success of the Scottish National Party at the 2015 General Election also indicates that the territorial dimension to UK constitutional politics is more prominent than ever destabilising key assumptions about the location and exercise of constitutional authority within the UK The political and constitutional implications of the referendum are still unfolding and it is by no means certain that the Union will survive Providing a systematic and academic analysis of the referendum and its aftermath this interdisciplinary edited collection brings together public lawyers political scientists economists and historians in an effort to look both backwards to and forwards from the referendum The chapters evaluate the historical events leading up to the referendum the referendum process and the key issues arising from the referendum debate They also explore the implications of the referendum both for the future governance of Scotland and for the UK s territorial constitution drawing on comparative experience in order to understand how the constitution may evolve and how The Millennium Election Lynda Lee Kaid, 2003 The Millennium the independence debate may play out in future Election highlights some of the most important campaign communication from the 2000 elections looking at candidates political messages the media's campaign coverage the impact of the Internet and the political socialization of young voters The authors show that we still have much to learn about traditional candidate voter interactions as well as new forms of political communication and these forms must work together to engage a new generation of voters Visit our website for sample chapters Ads, Fads, and Consumer Culture Arthur Asa Berger, 2007 Now in its third edition the popular Ads Fads and Consumer Culture is an engaging cultural studies critique of contemporary advertising and its impacts on American society Arthur Asa Berger looks at marketing strategies sex and advertising consumer culture political advertising and communication theory and process to give an accessible overview of advertising in America The new edition features up to date examples and new theoretical material including expanded discussions on critical analysis methods sexuality in advertising global advertising and neuromarketing and comes complete with updated ads and Berger's signature drawings Whether new to Berger's lively style of teaching and writing or loyal adopters advertising and media professors will want to check out the latest edition of this text **Hired to Fight, Hired to Win** Dennis W. Johnson, 2015-06-26 When it comes to elections campaigns matter And despite the ever increasing role of volunteers and amateurs modern American political campaigns are a professional affair Understanding how they are run and how campaign strategies are set requires an in depth analysis of what political consultants do from opposition research to public opinion polling and from directing media

strategies to mobilzing voters with fundraising a priority at all stages At all levels of the electoral arena modern sophisticated campaigns cannot hope to be effective without the guiding disciplines of professional consultants This thoroughly updated edition of Dennis W Johnson's classic text originally titled No Place for Amateurs highlights the growing importance of social media targeting and analytics Super PACs and dark money in a post Citizens United world Political Science Today Wendy N. Whitman Cobb, 2023-03-27 Political Science Today by Wendy Whitman Cobb gives students a holistic view of political science by dedicating one chapter to each area of study within the discipline The Second Edition uses a field based approach that allows students to sample what the major has to offer and come away with a basic understanding of how politics any kind of politics affects their everyday lives The book also provides students with an overview of the skills and possibilities they ll encounter as majors including developing critical thinking skills conducting and consuming research and understanding the unique career opportunities after graduation The book s table of contents begins with foundational tools like theories and research methods then builds up to subfield chapters on Comparative Politics International Relations American Government Political Economy and Public Policy and Administration The Positive Case for Negative Campaigning Kyle Mattes, David P. Redlawsk, 2015-02-06 Turn on the television or sign in to social media during election season and chances are youll see plenty of negative campaigning For decades conventional wisdom has held that Americans hate negativity in political advertising and some have even argued that its pervasiveness in recent seasons has helped to drive down voter turnout Arguing against this commonly held view Kyle Mattes and David P Redlawsk show not only that some negativity is accepted by voters as part of the political process but that negative advertising is necessary to convey valuable information that would not otherwise be revealed. The most comprehensive treatment of negative campaigning to date The Positive Case for Negative Campaigning uses models surveys and experiments to show that much of the seeming dislike of negative campaigning can be explained by the way survey questions have been worded By failing to distinguish between baseless and credible attacks surveys fail to capture differences in voters receptivity Voters responses the authors argue vary greatly and can be better explained by the content and believability of the ads than by whether the ads are negative Mattes and Redlawsk continue on to establish how voters make use of negative information and why it is necessary Many voters are politically na ve and unlikely to make inferences about candidates positions or traits so the ability of candidates to go on the attack and focus explicitly on information that would not otherwise be available is crucial to voter education **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 Taking Aim at Attack Advertising Kim Fridkin, Patrick Kenney, 2019-04-03 Negative campaigning is a central component of politics in the United States Yet until now demonstrating the impact of combative advertising on voters has been elusive How can we reconcile the findings of a plethora of studies with the methods of politicians This book cuts through to the central issue how negative advertising influences voters attitudes and actions Focusing on U S senatorial campaigns Kim Fridkin and Patrick Kenney draw from surveys experiments facial expression analysis content analyses and focus groups They develop the tolerance and tactics theory of negativity that marries citizens tolerance for negativity with campaign messages varying in their civility and relevance and demonstrate how citizens beliefs and behaviors are affected Using this original framework they find harsh and relevant messages influence voters decisions especially for people with less tolerance for negativity And irrelevant and uncivil advertisements demobilize voters with low tolerance individuals affected most sharply **Campaign Finance Reform** Melissa M. Smith, Glenda C. Williams, Larry Powell, Gary A. Copeland, 2010-06-02 For decades campaign finance reform has been an on going topic of discussion In particular the Bipartisan Campaign Reform Act of 2002 BCRA was heralded as a major breakthrough in controlling the flow of money into campaigns Almost immediately political players found other ways to financially manipulate the new laws Campaign Finance Reform The Political Shell Game provides an in depth look at the history of political campaign finance reform with special emphasis on legislative FEC and federal court actions from the 1970s to present In particular the authors examine the ways that campaigns and independent groups have sought to make end runs around existing campaign finance rules Oftentimes the loopholes they find make a significant impact on an election sparking the next round of campaign finance reform New rules are then enacted and new loopholes are found Like a big political shell game the amount of money in politics never actually decreases but instead gets moved around from one organization to another

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 that allow them 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 Arguments, Aggression, and Conflict Theodore Avtgis,Andrew S.

Rancer,2010-05-24 Arguments Aggression and Conflict provides a thorough examination of argumentative and aggressive communication Editors Theodore A Avtgis and Andrew S Rancer bring together a score of prolific and informed authors to discuss aspects of the conceptualization and measurement of aggressive communication The book features an exclusive focus

on two aggressive communication traits argumentativeness and verbal aggressiveness one of the most dominant areas of communication research over the last twenty five years both nationally and internationally The chapters include cutting edge issues in the field and present new ideas for future research This book is a valuable resource for instructors researchers scholars theorists and graduate students in communication studies and social psychology Covering a variety of topics from the broad based e g new directions in aggressive communication in the organizational context to the more specific e g verbal aggression in sports this text presents a comprehensive compilation of essays on aggressive communication and conflict

The SAGE Handbook of Political Communication Holli A Semetko, Margaret Scammell, 2012-04-03 This authoritative and comprehensive survey of political communication draws together a team of the world's leading scholars to provide a state of the art review that sets the agenda for future study It is divided into five sections Part One explores the macro level influences on political communication such as the media industry new media technology and political systems Part Two takes a grassroots perspective of the influences of social networks real and online on political communication Part Three discusses methodological advances in political communication research Part Four focuses on power and how it is conceptualized in political communication Part Five provides an international regional and comparative understanding of political communication in its various contexts The SAGE Handbook of Political Communication is an essential benchmark publication for advanced students researchers and practitioners in the fields of politics media and communication sociology and research Handbook of Political Communication Research Lynda Lee Kaid, 2004-07-19 This volume brings together methods the major thrusts of research and theory in political communication For scholars researchers students in political communication mass communication and political science and for readers in public opinion political psychol 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

Seeing Spots William L. Benoit,1999-07-30 Benoit provides a comprehensive analysis of presidential television spots from every campaign that used this important message form from the 1952 campaign through the last national campaign in 1996 More than 1 600 presidential spots are analyzed from both primary and general campaigns Republican Democratic and third party candidate advertisements are analyzed He uses the Functional Theory of Political Campaign Discourse analyzing themes in spots as acclaims self praise attacks criticism and defenses responses to attacks Themes are classified according to topic Each of these topics is broken down further policy past deeds future plans general goals character personal qualities leadership ability ideals Contrasts are made between spots from Republicans and Democrats as well as third parties incumbents and challengers and winners and losers The spots from candidates who led trailed or were in close races also are contrasted Spots are becoming more negative over time Benoit concludes in both primary and general campaigns General campaigns are more negative than primary campaigns Democrats are more negative than Republicans and challengers are more negative than incumbents There are no differences between winners and losers However candidates who trailed throughout the campaign were most negative while candidates in close races were most positive An important analysis for scholars and researchers in political communication and American presidential politics

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