

# The Art Of Political Manipulation

China's Party CongressMachiavellian Art of Political ManipulationEmpowered Participation Or Political Manipulation?War Memory and Social Politics in Japan, 1945–2005Media Ethics, Free Speech, and the Requirements of DemocracyWho Governs?The Agency of Things in Medieval and Early Modern ArtComputational PropagandaThe Strategy of RhetoricThe Art of ManipulationPropagandaPolitics in HealingThe Righteous MindManipulation of the American VoterPoliticians Don't PanderHumbuggery and ManipulationEthnicity and Party Politics in TurkeyUnited States of DistractionThis Is Not PropagandaFaking itThe Art of Political MurderState of ConfusionThe Art of ManipulationThe Strategy of CampaigningThe Art of SanctionsThe Art of ManipulationPublic OpinionHow to Change MindsThe Oxford Handbook of Political LeadershipThe Art of the LieBroken TrustOn the Abolition of All Political PartiesGaming the MetricsNetwork PropagandaThe Age of Surveillance CapitalismAn Operational Approach to Policy Analysis: The CraftThe Art of ManipulationThe Art of Political ManipulationVictims StillThe Art of Political Storytelling

## China's Party Congress

To illuminate the moral and social limits of leadership around the world, F. G. Bailey draws on examples from his own research in Orissa, Europe, and

elsewhere, from his work on bureaucracies, and from political and military biographies, novels, and historical accounts. He carries his controversial argument into two domains: that of the leader and his mass following and that of the leader in his entourage.

### **Machiavellian Art of Political Manipulation**

Nations and international organizations are increasingly using sanctions as a means to achieve their foreign policy aims. However, sanctions are ineffective if they are executed without a clear strategy responsive to the nature and changing behavior of the target. In *The Art of Sanctions*, Richard Nephew offers a much-needed practical framework for planning and applying sanctions that focuses not just on the initial sanctions strategy but also, crucially, on how to calibrate along the way and how to decide when sanctions have achieved maximum effectiveness. Nephew—a leader in the design and implementation of sanctions on Iran—develops guidelines for interpreting targets' responses to sanctions based on two critical factors: pain and resolve. The efficacy of sanctions lies in the application of pain against a target, but targets may have significant resolve to resist, tolerate, or overcome this pain. Understanding the interplay of pain and resolve is central to using sanctions both successfully and humanely. With attention to these two key variables, and to how they change over the course of a sanctions regime, policy makers can

pinpoint when diplomatic intervention is likely to succeed or when escalation is necessary. Focusing on lessons learned from sanctions on both Iran and Iraq, Nephew provides policymakers with practical guidance on how to measure and respond to pain and resolve in the service of strong and successful sanctions regimes.

### **Empowered Participation Or Political Manipulation?**

This volume explores the late medieval and early modern periods from the perspective of objects. While the agency of things has been studied in anthropology and archaeology, it is an innovative approach for art historical investigations. Each contributor takes as a point of departure active things: objects that were collected, exchanged, held in hand, carried on a body, assembled, cared for or pawned. Through a series of case studies set in various geographic locations, this volume examines a rich variety of systems throughout Europe and beyond.

### **War Memory and Social Politics in Japan, 1945-2005**

Explores the political careers of Ronald Reagan and Boris Yeltsin, who overcame defeat early in their political careers and rose to the highest elected offices in their respective countries

### **Media Ethics, Free Speech, and the**

## **Requirements of Democracy**

Nominally the highest decision-making body in the Chinese Communist Party, the Party Congress is responsible for determining party policy and the selection of China's leaders. Guoguang Wu provides the first analysis of how the Party Congress operates to elect Party leadership and decide Party policy, and explores why such a formal performance of congress meetings, delegate discussions, and non-democratic elections is significant for authoritarian politics more broadly. Taking institutional inconsistency as the central research question, this study presents a new theory of 'mutual contextualization' to reveal how informal politics and formal institutions interact with each other. Wu argues that despite the prevalence of informal politics behind the scenes, authoritarian politics seeks legitimization through a combination of political manipulation and the ritual mobilization of formal institutions. This ambitious book is essential reading for all those interested in understanding contemporary China, and an innovative theoretical contribution to the study of comparative politics.

## **Who Governs?**

We have all used forms of manipulation in our lifetime. For example, a child manipulating a parent by crying incessantly when that parent balks at the idea of buying them the latest toy, crying to the point where that parent just eventually wears down and gives in or altering our appearance with the intention of getting a specific reaction or getting others to

perceive us in a certain way. We all have engaged in the art of manipulation. Manipulating others is a great way to get what you want. It can be used in a positive sense or in negative one and that choice rests solely on the individual who is engaging in the manipulation. There are many techniques that are used to manipulate others and in his book entitled "The Art of Manipulation" author and serial entrepreneur Omar Johnson examines the secrets of how to use manipulation to get anybody to do what you want. You will also learn how to determine if someone is trying to manipulate you.

### **The Agency of Things in Medieval and Early Modern Art**

The aim of *An Operational Approach to Policy Analysis: The Craft* is to cut through the ambiguity and contradictions inherent in policy analysis by means of an operational-prescriptive approach. Its main objective is to encapsulate the essential concepts, methods and tools of policy analysis and to provide an insight into factors acting within and around the policy analysis process. Based on the collaborative research of Iris Geva-May and Aaron Wildavsky, the first full draft of *An Operational Approach to Policy Analysis: The Craft* was completed just before Dr Wildavsky's untimely death. Since that time, Dr Geva-May has worked to thoroughly revise and update the manuscript. *An Operational Approach to Policy Analysis: The Craft* can be used by researchers in political science, or as a textbook for any course in policy analysis, policy planning and

evaluation. It will serve as a valuable source for students of political science, public policy, administration and management, as well as for policy analysts, researchers and executives in both the US and abroad.

### **Computational Propaganda**

Princess Bernice Pauahi Bishop was the largest landowner and richest woman in the Hawaiian kingdom. Upon her death in 1884, she entrusted her property--"known as Bishop Estate"--to five trustees in order to create and maintain an institution that would benefit the children of Hawai'i: Kamehameha Schools. A century later, Bishop Estate controlled nearly one out of every nine acres in the state, a concentration of private land ownership rarely seen anywhere in the world. Then in August 1997 the unthinkable happened: Four revered kupuna (native Hawaiian elders) and a professor of trust-law publicly charged Bishop Estate trustees with gross incompetence and massive trust abuse. Entitled "Broken Trust," the statement provided devastating details of rigged appointments, violated trusts, cynical manipulation of the trust's beneficiaries, and the shameful involvement of many of Hawai'i's powerful. No one is better qualified to examine the events and personalities surrounding the scandal than two of the original "Broken Trust" authors. Their comprehensive account together with historical background, brings to light information that has never before been made public, including accounts of secret meetings and communications involving Supreme Court justices.

## **The Strategy of Rhetoric**

When information is a weapon, every opinion is an act of war. We live in a world of influence operations run amok, where dark ads, psyops, hacks, bots, soft facts, ISIS, Putin, trolls, and Trump seek to shape our very reality. In this surreal atmosphere created to disorient us and undermine our sense of truth, we've lost not only our grip on peace and democracy--but our very notion of what those words even mean. Peter Pomerantsev takes us to the front lines of the disinformation age, where he meets Twitter revolutionaries and pop-up populists, "behavioral change" salesmen, Jihadi fanboys, Identitarians, truth cops, and many others. Forty years after his dissident parents were pursued by the KGB, Pomerantsev finds the Kremlin re-emerging as a great propaganda power. His research takes him back to Russia--but the answers he finds there are not what he expected. Blending reportage, family history, and intellectual adventure, *This Is Not Propaganda* explores how we can reimagine our politics and ourselves when reality seems to be coming apart.

## **The Art of Manipulation**

This book shows how language can be used strategically to manipulate beliefs. From Machiavelli to P. T. Barnum to Donald Trump, many have perfected the art of strategically using language to gain the upper hand, set a tone, change the subject, or influence people's beliefs and behaviors. Language--both words themselves and rhetorical

tactics such as metaphor, irony, slang, and humor--can effectively manipulate the minds of the listener. In this book, Marcel Danesi, a renowned linguistic anthropologist and semiotician, looks at language that is used not to present arguments logically or rationally, but to "move" audiences in order to gain their confidence and build consensus. He demonstrates that through language techniques communicators can not only sway opinions but also shape listeners' very perception of reality. He assesses how the communicative environment in which the art of the lie unfolds--such as on social media or in emotionally-charged gatherings--impacts the results. Danesi also investigates why lies are often accepted as valid. Artful lying fits in with an Internet society that is largely disinterested in what is true and what is false and in which attention is often given to speech that is entertaining or persuasive. Have we become immune to lies because of a social media discourse shaped by untruths? In an electronic age where facts are deemed irrelevant and conspiracies are accorded as much credibility as truths, this book discusses the implications of lying and language for the future of belief, ethics, and American democracy itself.

### **Propaganda**

Presents a groundbreaking investigation into the origins of morality at the core of religion and politics, offering scholarly insight into the motivations behind cultural clashes that are polarizing America.

## **Politics in Healing**

### **The Righteous Mind**

With politics taking centre stage due to the US presidential election, the time is perfect for a reprint of this classic work from Edward Bernays, the father of public relations and political spin and the man who designed the ad campaign that got the United States involved in World War I. Written in 1928, this was the first book to discuss the manipulation of the masses and democracy by government spin and propaganda.

### **Manipulation of the American Voter**

The 1980s saw official crime policy in the United States shifting its focus from crime and criminals to victimization and victims. In this thought-provoking book, Robert Elias evaluates the effectiveness of this shift in policy and argues that victims have been politically manipulated for official objectives. From a thorough examination of victim legislation, get-tough crime policies, media crime coverage, the victim movement, and the wars on crime and drugs, Elias concludes that little victim support has actually occurred and that victimization is, in fact, escalating. He argues for a change in the structural sources of crime and proposes a 'new culture' that could lead to substantially less crime.

### **Politicians Don't Pander**

"Japan has long wrestled with the memories and legacies of World War II. In the aftermath of defeat, war memory developed as an integral part of particular and divergent approaches to postwar democracy. In the last six decades, the demands placed upon postwar democracy have shifted considerably—from social protest through high economic growth to Japan's relations in Asia—and the meanings of the war shifted with them. This book unravels the political dynamics that governed the place of war memory in public life. Far from reconciling with the victims of Japanese imperialism, successive conservative administrations have left the memory of the war to representatives of special interests and citizen movements, all of whom used war memory to further their own interests. Franziska Seraphim traces the activism of five prominent civic organizations to examine the ways in which diverse organized memories have secured legitimate niches within the public sphere. The history of these domestic conflicts—over the commemoration of the war dead, the manipulation of national symbols, the teaching of history, or the articulation of relations with China and Korea—is crucial to the current discourse about apology and reconciliation in East Asia, and provides essential context for the global debate on war memory."

### **Humbuggery and Manipulation**

Political leadership has made a comeback. It was studied intensively not only by political scientists but also by political sociologists and psychologists,

Sovietologists, political anthropologists, and by scholars in comparative and development studies from the 1940s to the 1970s. Thereafter, the field lost its way with the rise of structuralism, neo-institutionalism, and rational choice approaches to the study of politics, government, and governance. Recently, however, students of politics have returned to studying the role of individual leaders and the exercise of leadership to explain political outcomes. The list of topics is nigh endless: elections, conflict management, public policy, government popularity, development, governance networks, and regional integration. In the media age, leaders are presented and stage-managed—spun—DDLas the solution to almost every social problem. Through the mass media and the Internet, citizens and professional observers follow the rise, impact, and fall of senior political officeholders at closer quarters than ever before. This Handbook encapsulates the resurgence by asking, where are we today? It orders the multidisciplinary field by identifying the distinct and distinctive contributions of the disciplines. It meets the urgent need to take stock. It brings together scholars from around the world, encouraging a comparative perspective, to provide a comprehensive coverage of all the major disciplines, methods, and regions. It showcases both the normative and empirical traditions in political leadership studies, and juxtaposes behavioural, institutional, and interpretive approaches. It covers formal, office-based as well as informal, emergent political leadership, and in both democratic and undemocratic polities.

## **Ethnicity and Party Politics in Turkey**

An NYRB Classics Original Simone Weil—philosopher, activist, mystic—is one of the most uncompromising of modern spiritual masters. In “On the Abolition of All Political Parties” she challenges the foundation of the modern liberal political order, making an argument that has particular resonance today, when the apathy and anger of the people and the self-serving partisanship of the political class present a threat to democracies all over the world. Dissecting the dynamic of power and propaganda caused by party spirit, the increasing disregard for truth in favor of opinion, and the consequent corruption of education, journalism, and art, Weil forcefully makes the case that a true politics can only begin where party spirit ends. This volume also includes an admiring portrait of Weil by the great poet Czeslaw Milosz and an essay about Weil’s friendship with Albert Camus by the translator Simon Leys.

## **United States of Distraction**

Using Social Funds in Egypt and Bolivia as a microcosm, this book offers a critical examination of state-civil society relations and governance under the neoliberal model. Focusing specifically on the reconstruction of citizenship rights and participatory governance under this model.

## **This Is Not Propaganda**

Powerful Techniques to Influence Decisions, Learn

Exactly What To Say and Convince People to Get What You Want Do you struggle dealing with people to trigger desired action? Do you think you lack effective communication skills to convince people? Do people ignore or reject your offer and life seems unfair to you? Do you often dream about getting a magic wand that you show to people and get what you want from them? If answer to any or all of the above answers is yes, then you are on the right place now. No matter how shy you are, no matter if you often feel yourself as a loser while negotiating, no matter if people don't bother to listen to what you have to offer, you too can learn the art of manipulating (without exploiting) others and get what you want. How? Here is the solution: THE ART OF MANIPULATION THE ART OF MANIPULATION offers you a powerful framework to master powerful and practical ways to influence and control people's behavior, negotiate better, make your pitch and manipulate others to get what you want. In THE ART OF MANIPULATION you will learn: Why manipulating others behavior (without abusing or exploiting) is so crucial to succeed in any area of life? Genuine scare to instant relief technique to trigger instant positive reaction from others. The mechanics to sweeten your offer and make people feel special and loosen their wallet. Confuse and then simplify technique to convince people faster. How Incremental manipulation helps to get bigger results? How to let people feel smarter, with your initial (false) failure, to achieve desired results by applying "Rejection then Retreat" technique. How to entice people with a 'lowball offer' technique and hook people to sell anything. Effective ways to implement "Chameleon

Effect" (no mimicry) to make people trust you. How "It's your choice" technique makes your customer feel hero and decide what you desired. And much more. THE ART OF MANIPULATION will reshape the way you think about influencing people and getting what you want. You will get tools and effective strategies, not mere theories but real practical and How-to's to start transforming your thinking, behavior, influence people and thus get desired results faster. You can either choose to continue living the way you have lived (and ignore those deep questions) or you can take action to master the art of manipulation and transform your life. Don't wait any more! Move Ahead, Take Your First Step Toward Learning the Art of Influencing People, and Get What You Want

### **Faking it**

Since the advent of civil society, politicians have evolved various methods of acquiring and retaining power over the people. In discussing these methods, Aristotle, for example, noted that "the leader must cut off the heads of the largest poppies, destroy the proud and rid himself of outstanding men. He must employ spies, use women to report about men, ferment quarrels and keep the people busy and poor. He must show zeal in religion, but zeal combined with dignity and a certain reserve, which will save his piety from seeming artificial and insincere. He must bestow favours in person, but inflict punishment through the agency of the magistrates and the law courts. He has at all times to beware of assassins and especially of those who are willing to sacrifice their lives." In the

early days of human political history, these methods, it must be supposed, existed as isolated methods of manipulating people. It was Niccolo Machiavelli who organized them into a systematic art. It is this art as applied in Kenya that is the focus of this book. The book, however, delves deeper beyond simple Machiavellianism to illuminate other methods of scientific mind manipulation that have evolved following remarkable advances in human psychology and especially psychiatry. Indeed, the book sheds light on the development of knowledge in the field of psychology and sociology and provides profound insights into the social and psychological nature of man. Besides the scientific aspects, the book brightly illuminates the corridors of Kenya's political history in the period shortly before independence in 1963 to 2002. It also provides a refreshing encounter with renowned philosophers, including Socrates, Aristotle, Plato, Stuart Mill and Bertrand Russell, as their ideas bear on the development of thought on the governance of mankind. The book is certainly a must read for students and players of Kenyan politics as well as lovers of Greek classics including *The Odyssey* and *The Iliad*.

### **The Art of Political Murder**

Manipulation of the American Voter provides the reader with the means necessary to analyze political commercials, by presenting the motives behind advertising strategies and tactics used in contemporary politics.

## State of Confusion

### The Art of Manipulation

Have you ever had the feeling that someone was manipulating you? Did you had the sensation that somebody's gaze was always upon you? Have you ever heard about "The art of manipulation"? If you: are afraid of manipulation; feel like the choice you make are not what you really want; are too easy to be convinced by others words; then you are in the right place! The idea of someone trying to make us do something we don't want to, is scary for everyone. In our modern world, manipulation happens at every corner we look. Manipulation is a social influence that follows the changes in someone behavior or perception with the help of some hidden or abusive tactics. So, we can find manipulation everywhere. From the politics advertisement we constantly find on television, to our closest friends that tries to convince us to do something that we don't want. This book goal is to identify covert manipulation and avoid it. Here it is what you will find inside: The brief History of manipulation Which are the most used manipulation techniques Recognize manipulation in love How to defeat manipulation and much more! If you are afraid that manipulation is a complex subject of psychology that you will not understand, get away from your fear because with this book you will find all the information you need explained in the most simple way. So what are you waiting for? Put this book in your cart to stop manipulation against you!

## **The Strategy of Campaigning**

America's model of representational government rests on the premise that elected officials respond to the opinions of citizens. This is a myth, however, not a reality, according to James N. Druckman and Lawrence R. Jacobs. In *Who Governs?*, Druckman and Jacobs combine existing research with novel data from US presidential archives to show that presidents make policy by largely ignoring the views of most citizens in favor of affluent and well-connected political insiders. Presidents treat the public as pliable, priming it to focus on personality traits and often ignoring it on policies that fail to become salient. Melding big debates about democratic theory with existing research on American politics and innovative use of the archives of three modern presidents—Johnson, Nixon, and Reagan—Druckman and Jacobs deploy lively and insightful analysis to show that the conventional model of representative democracy bears little resemblance to the actual practice of American politics. The authors conclude by arguing that polyarchy and the promotion of accelerated citizen mobilization and elite competition can improve democratic responsiveness. An incisive study of American politics and the flaws of representative government, this book will be warmly welcomed by readers interested in US politics, public opinion, democratic theory, and the fecklessness of American leadership and decision-making.

## **The Art of Sanctions**

Delving into Turkey's political playing field, this book examines how an ethnic party increased its vote shares. The case study looks at the rise of the Kurdish party in Turkey's 2011 national elections in relation to the mainstream political parties' strategies. The research explores the strategy of the dominant Justice and Development Party that garnered the majority in three consecutive elections, introduced a new political issue, and even initiated an opening process. Investigating the reasons behind why such a dominant party would put itself at risk with this bold strategy and why it still lost votes to the ethnic party in the process, the book traces Turkey's handling of the Kurdish issue. Combining a detailed analysis of election results, speeches, and social survey findings, the volume offers a novel approach and a rare example of the application of process-tracing methodology. Additionally, the study is one of the first to utilize unsupervised model of scaling texts on the ethnic issue dimension. As the first systematic analysis of the Kurdish opening process, the book will be of interest to students and scholars researching in qualitative methodology, text analysis, ethnic and party politics, Turkey, and the Middle East.

### **The Art of Manipulation**

In this provocative and engagingly written book, the authors argue that politicians seldom tailor their policy decisions to "pander" to public opinion. In fact, they say that when not facing election, contemporary presidents and members of Congress routinely ignore the public's preferences and follow their own political

philosophies. 37 graphs.

## **Public Opinion**

Finally, the answer to the many questions that have been preying on the minds of millions of Americans has arrived. Why are Americans so vulnerable to divisive political tactics? Why did Americans get dragged into such an unwise war in Iraq? Why do fundamentalist religious groups, Fox News, and right-wing radio still play such influential roles in America's political landscape? And why are long-accepted rational scientific ideas like evolution under siege? These questions hold America's future in the balance. Ultimately, they are questions about the American mind. Psychologist-attorney Dr. Bryant Welch has the answers. If America is going to change the mind-set that led us to war in Iraq and left us unable to confront our serious national problems, this book is vitally important. Drawing on his unique experience both as a clinical psychologist and a Washington, D.C., political figure with the American Psychological Association, Dr. Welch shows how the long-term effects of sophisticated new forms of political manipulation have not only led to our debacle in Iraq but are also currently undercutting America's ability to address its very serious problems. In the 1944 movie *Gaslight*, a husband drives his wife to the brink of insanity by playing games with her sense of reality. Just as in the movie, America's most recent political "gaslighters," such as George W. Bush, Karl Rove, Rush Limbaugh, Ann Coulter, and many religious leaders, have generated and exploited confusion in

the minds of countless Americans. Gaslighters prey on their victim's vulnerability to paranoia, sexual perplexity, and envy to undermine the mind's ability to function rationally. Welch examines why millions of Americans, in response to such assaults, subconsciously and dangerously create their own simplistic reality, even if it is completely different from the more complex reality of the world. Most important, *State of Confusion* explains how and why Americans must act now to fight back against this harmful manipulation before it's too late. Dr. Welch's exploration of the American mind is both fascinating and frightening, and *State of Confusion* is a must-read for everyone who cares about the future of this great country.

### **How to Change Minds**

He discusses several heresthetical maneuvers that made the Federalists' narrow victory possible, such as their proposal of a constitution that was broader than most citizens would have preferred, and their design of the ratification process as a take-it-or-leave-it proposition, so that they could prevent any ratifying state from altering it. Riker concludes by examining the relationship between rhetoric and heresthetic. He shows that both were necessary for the Federalist victory: rhetoric, to build support for Federalist positions, and heresthetic, to structure the choice process so that this level of support would be sufficient.

### **The Oxford Handbook of Political**

## Leadership

In this New York Times Notable Book, an award-winning writer undertakes his own investigation into the murder of a Guatemalan bishop. Named a Best Book of the Year by the Washington Post Book World, the Chicago Tribune, the Economist, and the San Francisco Chronicle Two days after releasing a groundbreaking church-sponsored report implicating the military in the murders and disappearances of some two hundred thousand Guatemalan civilians, Bishop Juan Gerardi was bludgeoned to death in his garage. Gerardi was the country's leading human rights activist, but the Church quickly realized it could not rely on police investigators or the legal system to solve the crime. Instead, Church leaders formed their own investigative team: a group of secular young men who called themselves Los Intocables—the Untouchables. Author Francisco Goldman spoke to witnesses no other reporter was able to reach, observing firsthand some of the most crucial developments in this sensational case. Documenting the Latin American reality of mara youth gangs and organized crime, *The Art of Political Murder* tells the incredible true story of Los Intocables and their remarkable fight for justice. “Becoming by turns a little bit Columbo, Jason Bourne and Seymour Hersh, Goldman gives us the anatomy of a crime while opening a window to a misunderstood neighboring country that is flirting with anarchy.” —The New York Times Book Review

## The Art of the Lie

This catalogue is published in conjunction with *Faking It: Manipulated Photography before Photoshop*, on view at The Metropolitan Museum of Art, New York, from October 11, 2012, through January 27, 2013; at The National Gallery of Art, Washington, D.C., from February 17 through May 5, 2013; and at The Museum of Fine Arts, Houston from June 2 through August 25, 2013.

### **Broken Trust**

Uncover the incredible art of manipulation with this powerful guide! Do you want to improve your persuasive abilities? Want to get that job, win that argument, or become a better leader? Then this book is for you! Manipulation is a powerful psychological skill which we all use at one point or another in our lives. But what could you achieve if you knew how to consciously control this skill? How would your life change if you could make people do you what you want, all with them thinking it's their idea? Delving into the art of manipulation, this book arms you with all the tools you need to take advantage of this vital skill - and protect yourself from those who seek to use it against you. From identifying emotional manipulation to the subtle manipulation tricks you encounter every day, this book is your all-in-one ticket to understanding manipulation. Inside, you'll discover: The Types of Manipulation Understanding the Human Brain and Why Manipulation Works Manipulation Strategies that WORK Recognizing (and Protecting Yourself From) Emotional Manipulation Manipulation in the Workplace, Home, and

Relationships How to Deal With a Manipulator Tips and Tricks for Manipulation Defence And Much More! So don't let yourself get manipulated ever again. Supercharge your leadership skills, master social situations, and become a pro at the art of manipulation and persuasiveness today! Buy now to uncover the secrets of manipulation!

### **On the Abolition of All Political Parties**

Social media platforms do not just circulate political ideas, they support manipulative disinformation campaigns. While some of these disinformation campaigns are carried out directly by individuals, most are waged by software, commonly known as bots, programmed to perform simple, repetitive, robotic tasks. Some social media bots collect and distribute legitimate information, while others communicate with and harass people, manipulate trending algorithms, and inundate systems with spam. Campaigns made up of bots, fake accounts, and trolls can be coordinated by one person, or a small group of people, to give the illusion of large-scale consensus. Some political regimes use political bots to silence opponents and to push official state messaging, to sway the vote during elections, and to defame critics, human rights defenders, civil society groups, and journalists. This book argues that such automation and platform manipulation, amounts to a new political communications mechanism that Samuel Woolley and Philip N. Noward call "computational propaganda." This differs from older styles of propaganda in that it uses algorithms, automation,

and human curation to purposefully distribute misleading information over social media networks while it actively learns from and mimicks real people so as to manipulate public opinion across a diverse range of platforms and device networks. This book includes cases of computational propaganda from nine countries (both democratic and authoritarian) and four continents (North and South America, Europe, and Asia), covering propaganda efforts over a wide array of social media platforms and usage in different types of political processes (elections, referenda, and during political crises).

### **Gaming the Metrics**

"Mickey Huff and Nolan Higdson emphasize what we can do today to restore the power of facts, truth, and fair, inclusive journalism as tools for people to keep political and corporate power subordinate to the engaged citizenry and the common good."—Ralph Nader

The role of news media in a free society is to investigate, inform, and provide a crucial check on political power. But does it? It's no secret that the goal of corporate-owned media is to increase the profits of the few, not to empower the many. As a result, people are increasingly immersed in an information system structured to reinforce their social biases and market to their buying preferences. Journalism's essential role has been drastically compromised, and Donald Trump's repeated claims of "fake news" and framing of the media as "an enemy of the people" have made a bad scenario worse. Written in the spirit of resistance and hope, United

States of Distraction offers a clear, concise appraisal of our current situation, and presents readers with action items for how to improve it. Praise for United States of Distraction: "A war of distraction is underway, media is the weapon, and our minds are the battlefield. Higdon and Huff have written a brilliant book of how we've gotten to this point, and how to educate ourselves to fight back and win."—Henry A. Giroux, author of *American Nightmare: Facing the Challenge of Fascism* "A timely and urgent demand re-asserting the central importance of civic pursuits—not commercialism—in U.S. media and society."—Ralph Nader "Higdon and Huff have produced the best short introduction to the nature of Trump-era journalism and how the 'Post-Truth' media world is inimical to a democratic society that I have seen. The book is provocative and an entertaining read. Best of all, the analysis in United States of Distraction leads to concrete and do-able recommendations for how we can rectify this deplorable situation."—Robert W. McChesney, author of *Rich Media, Poor Democracy: Communication Politics in Dubious Times* "The U.S. wouldn't be able to hide its empire in plain sight were it not for the subservient 'free' press. United States of Distraction shows, in chilling detail, America's major media dysfunction—how the gutting of the fourth estate paved the road for fascism and what tools are critical to salvage our democracy."—Abby Martin, *The Empire Files* "Nolan Higdon and Mickey Huff provides us with a fearless and dangerous text that refuses the post-truth proliferation of fake news, disinformation, and media that serve the interests of the few. This is a vital wake-up call for how the public can protect itself

against manipulation and authoritarianism through education and public interest media.”—George Yancy, author of *Backlash: What Happens When We Talk Honestly about Racism in America* and Professor of Philosophy at Emory University "United States of Distraction challenges our hegemon-media's ideological mind control and the occupation of human thought. ... Huff and Higdon correctly call for mass critical resistance through truth telling by free minds. Power to the people!"—Peter Phillips, author of *Giants: The Global Power Elite*

### **Network Propaganda**

This is an open access title available under the terms of a CC BY-NC-ND 4.0 International licence. It is free to read at Oxford Scholarship Online and offered as a free PDF download from OUP and selected open access locations. Is social media destroying democracy? Are Russian propaganda or "Fake news" entrepreneurs on Facebook undermining our sense of a shared reality? A conventional wisdom has emerged since the election of Donald Trump in 2016 that new technologies and their manipulation by foreign actors played a decisive role in his victory and are responsible for the sense of a "post-truth" moment in which disinformation and propaganda thrives. *Network Propaganda* challenges that received wisdom through the most comprehensive study yet published on media coverage of American presidential politics from the start of the election cycle in April 2015 to the one year anniversary of the Trump presidency. Analysing millions of news stories together with

Twitter and Facebook shares, broadcast television and YouTube, the book provides a comprehensive overview of the architecture of contemporary American political communications. Through data analysis and detailed qualitative case studies of coverage of immigration, Clinton scandals, and the Trump Russia investigation, the book finds that the right-wing media ecosystem operates fundamentally differently than the rest of the media environment. The authors argue that longstanding institutional, political, and cultural patterns in American politics interacted with technological change since the 1970s to create a propaganda feedback loop in American conservative media. This dynamic has marginalized centre-right media and politicians, radicalized the right wing ecosystem, and rendered it susceptible to propaganda efforts, foreign and domestic. For readers outside the United States, the book offers a new perspective and methods for diagnosing the sources of, and potential solutions for, the perceived global crisis of democratic politics.

### **The Age of Surveillance Capitalism**

Persuade, Don't Push! Surely you know plenty of people who need to make a change, but despite your most well-intentioned efforts, they resist because people fundamentally fear change. As a salesman, father, friend, and consultant, Rob Jolles knows this scenario all too well. Drawing on his highly successful sales background and decades of research, he lays out a simple, repeatable, predictable, and ethical process that will enable you to lead others to discover

for themselves what and why they need to change. Whether you hope to make a sale or improve a relationship, Jolles's wise advice—illustrated through a bevy of sometimes funny, sometimes moving, always illuminating stories—will help you ensure that changing someone's mind is never an act of coercion but rather one of caring and compassion.

### **An Operational Approach to Policy Analysis: The Craft**

The challenges to humanity posed by the digital future, the first detailed examination of the unprecedented form of power called "surveillance capitalism," and the quest by powerful corporations to predict and control our behavior. In this masterwork of original thinking and research, Shoshana Zuboff provides startling insights into the phenomenon that she has named surveillance capitalism. The stakes could not be higher: a global architecture of behavior modification threatens human nature in the twenty-first century just as industrial capitalism disfigured the natural world in the twentieth. Zuboff vividly brings to life the consequences as surveillance capitalism advances from Silicon Valley into every economic sector. Vast wealth and power are accumulated in ominous new "behavioral futures markets," where predictions about our behavior are bought and sold, and the production of goods and services is subordinated to a new "means of behavioral modification." The threat has shifted from a totalitarian Big Brother state to a ubiquitous digital architecture: a "Big Other" operating in the interests

of surveillance capital. Here is the crucible of an unprecedented form of power marked by extreme concentrations of knowledge and free from democratic oversight. Zuboff's comprehensive and moving analysis lays bare the threats to twenty-first century society: a controlled "hive" of total connection that seduces with promises of total certainty for maximum profit--at the expense of democracy, freedom, and our human future. With little resistance from law or society, surveillance capitalism is on the verge of dominating the social order and shaping the digital future--if we let it.

### **The Art of Manipulation**

How the increasing reliance on metrics to evaluate scholarly publications has produced new forms of academic fraud and misconduct. The traditional academic imperative to "publish or perish" is increasingly coupled with the newer necessity of "impact or perish"—the requirement that a publication have "impact," as measured by a variety of metrics, including citations, views, and downloads. *Gaming the Metrics* examines how the increasing reliance on metrics to evaluate scholarly publications has produced radically new forms of academic fraud and misconduct. The contributors show that the metrics-based "audit culture" has changed the ecology of research, fostering the gaming and manipulation of quantitative indicators, which lead to the invention of such novel forms of misconduct as citation rings and variously rigged peer reviews. The chapters, written by both scholars and those in the

trenches of academic publication, provide a map of academic fraud and misconduct today. They consider such topics as the shortcomings of metrics, the gaming of impact factors, the emergence of so-called predatory journals, the “salami slicing” of scientific findings, the rigging of global university rankings, and the creation of new watchdogs and forensic practices.

### **The Art of Political Manipulation**

How we understand, protect, and discharge our rights and responsibilities as citizens in a democratic society committed to the principle of political equality is intimately connected to the standards and behaviour of our media in general, and our news media in particular. However, the media does not just stand between the citizenry and their leaders, or indeed between citizens and each other. The media is often the site where individuals attempt to realise some of the most fundamental democratic liberties, including the right to free speech. *Media Ethics, Free Speech, and the Requirements of Democracy* explores the conflict between the rights that people exercise in, and through, the modern media and the responsibilities that accrue on account of its awesome and increasing power. The individual chapters—written by leading scholars from the US, UK, and Australia—address several recent events and controversial developments in the media, including Brexit, the rise of Trump, Lynton Crosby, Charlie Hebdo, dog-whistle politics, fake news, and political correctness. This much-needed philosophical treatment is a welcome addition to the recent

literature in media ethics. It will be of interest to scholars across political and social philosophy, applied ethics, media and communication studies, and political science who are interested in the important issues surrounding the media and free speech and democracy.

### **Victims Still**

In our post-truth world, tapping into people's emotions has proved far more effective than rational argument - and, as Philip Seargeant argues in this illuminating and entertaining book, the most powerful tool for manipulating emotions is a gripping narrative. From Trump's America to Brexit Britain, weaving a good story, featuring fearless protagonists, challenging quests against seemingly insurmountable odds, and soundbite after soundbite of memorable dialogue has been at the heart of political success. So does an understanding of the art of storytelling help explain today's successful political movements? Can it translate into a blueprint for victory at the ballot box? *The Art of Political Storytelling* looks at how stories are created, shared and contested, illuminating the pivotal role that persuasive storytelling plays in shaping our understanding of the political world we live in. By mastering the tools and tricks of narrative, and evaluating the language and rhetorical strategies used to craft and enact them, Seargeant explains how and why today's combination of new media, populism and partisanship makes storytelling an ever more important part of the persuasive and political process. In doing so, the book offers an original and compelling

way of understanding the chaotic world of today's politics.

### **The Art of Political Storytelling**

Riker uses game theory to illustrate political strategy in twelve stories from history and current events, including Lincoln's outmaneuvering of Douglas in their debates and the parliamentary trick which defeated the Equal Rights Amendment in the 1980 Virginia Senate vote.

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