

# **Contents**

About the Editors ix
Acknowledgments xi

Political Psychology: An Introduction 1

John T. Jost and Jim Sidanius

# PART 1

Historical Introduction 19

#### READING 1

The Poly-Psy Relationship: Three Phases of a Long Affair 22 William J. McGuire

# PART 2

Personality and Politics 33

A. Authoritarianism and Mass Psychology

## READING 2

The Authoritarian Personality and the Organization of Attitudes 39

Roger Brown

## **READING 3**

Threat and Authoritarianism in the United States: 1978–1987 69
Richard M. Doty, Bill E. Peterson, and David G. Winter

# **READING 4**

The Other "Authoritarian Personality" 85

Bob Altemeyer

# B. Political Elites and Leadership

#### **READING 5**

Can Personality and Politics Be Studied Systemically? 108
Fred I. Greenstein

#### **READING 6**

Leader Appeal, Leader Performance, and the Motive Profiles of Leaders and Followers: A Study of American Presidents and Elections 124

David G. Winter

# PART 3

Mass Media and Candidate Perception 135

#### **READING 7**

Experimental Demonstrations of the "Not-So-Minimal"
Consequences of Television News Programs 139

Shanto Iyengar, Mark D. Peters, and Donald R. Kinder

#### **READING 8**

Altering the Foundations of Support for the President Through Priming 150

Jon A. Krosnick and Donald R. Kinder

#### READING 9

Anxiety, Enthusiasm, and the Vote: The Emotional Underpinnings of Learning and Involvement During Presidential Campaigns 163

George E. Marcus and Michael B. MacKuen

# PART 4

Ideology and Public Opinion 177

# A. Does Ideology Exist?

#### **READING 10**

The Nature of Belief Systems in Mass Publics 181
Philip E. Converse

## **READING 11**

The Origins and Meaning of Liberal/Conservative Self-Identifications 200

Pamela Johnston Conover and Stanley Feldman

# B. Cognitive Style and Ideological Functioning

#### **READING 12**

The Fear of Equality 217

Robert E. Lane

# **READING 13**

Cognitive Style and Political Belief Systems in the British House of Commons 230

Philip E. Tetlock

# PART 5

Challenges of Decision-Making 241

#### **READING 14**

Contrasting Rational and Psychological Analysis of Political Choice 244

George A. Quattrone and Amos Tversky

#### **READING 15**

The Drunkard's Search 259

Robert Jervis

## PART 6

Prejudice, Diversity, and Social Contact 271

A. Theories of Intergroup Relations in Society

# **READING 16**

The Social Identity Theory of Intergroup Behavior 276

Henri Taifel and John C. Turner

# **READING 17**

The Role of Stereotyping in System Justification and the Production of False Consciousness 294

John T. Jost and Mahzarin R. Bañaji

#### READING 18

Social Dominance Theory: A New Synthesis 315

Jim Sidanius and Felicia Pratto

# B. The Enduring Problem of Racism

#### **READING 19**

Group Conflict, Prejudice and the Paradox of Contemporary Racial Attitudes 333

Lawrence Bobo

#### READING 20

Is It Really Racism? The Origins of White Americans' Opposition to Race-Targeted Policies 358

David O. Sears, Colette van Laar, Mary Carrillo, and Rick Kosterman

# PART 70 aM-noisized to aspelled

Conflict, Violence, and Political Transformation 379

A. The Social Psychology of Wrongdoing and Harm

## **READING 21**

Social Organization for the Production of Evil 383

John M. Darley

#### **READING 22**

The Psychology of Political Terrorism 411

Martha Crenshaw

# B. Protest and Revolution

# READING 23

Theoretical Approaches to Explaining Collective Political Violence 432

Harry Eckstein

# **READING 24**

Politicized Collective Identity 449

Bernd Simon and Bert Klandermans

Appendix: How to Read a Journal Article in Social Psychology

Christian H. Jordan and Mark P. Zanna

467

Author Index 477
Subject Index 489