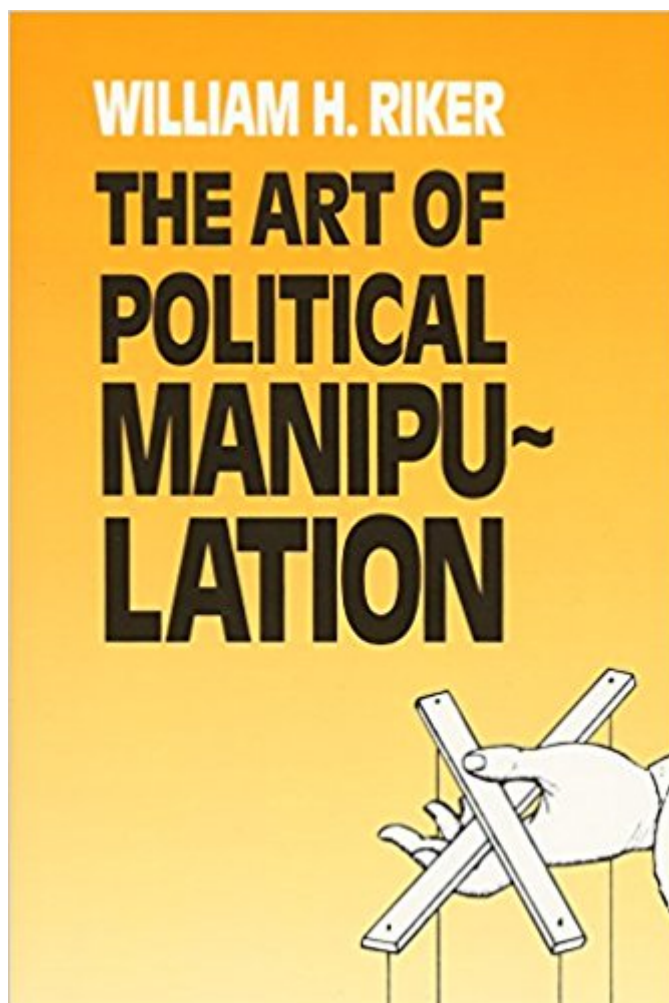


The book was found

The Art Of Political Manipulation



Synopsis

In twelve entertaining stories from history and current events, a noted political scientist and game theorist shows us how some of our heroes as well as ordinary folk have manipulated their opponents in order to win political advantage. The stories come from many times and places, because manipulation of people by other people is universal: from the Roman Senate through the Constitutional Convention of 1787, to the Congress, state legislatures, and city councils of twentieth-century America. The results of manipulation are not trivial, as we see, for example, in Riker's account of Lincoln's outmaneuvering of Douglas in their debates and in his description of the parliamentary trick that defeated the Equal Rights Amendment only six years ago in the Virginia Senate. The tales can be enjoyed by anyone. For the scholar, they are held together by a concluding chapter in which Riker discusses the feature of politics that all of the manipulators exploited and sketches out the new political theory that explains why manipulation works the way it does.

Preface
Lincoln at Freeport
Chauncey DePew and the Seventeenth Amendment
The Flying Club
Gouverneur Morris in the Philadelphia Convention
Heresthetic in Fiction
Camouflaging the Gerrymander
Pliny the Younger on Parliamentary Law
Trading Votes at the Constitutional Convention
How to Win on a Roll Call by Not Voting
Warren Magnuson and Nerve Gas
Exploiting the Powell Amendment
Reed and Cannon
Conclusion

A useful and entertaining informal essay on political tactics that will have direct utility in the classroom.

—Douglas W. Rae, Yale University

William H. Riker is Wilson Professor of Political Science at the University of Rochester and a former president of the American Political Science Association. He is the author of numerous books, including *Theory of Political Coalitions*, a classic in the field.

Book Information

Paperback: 153 pages

Publisher: Yale University Press (September 10, 1986)

Language: English

ISBN-10: 0300035926

ISBN-13: 978-0300035926

Product Dimensions: 5.5 x 0.5 x 8.2 inches

Shipping Weight: 7.2 ounces (View shipping rates and policies)

Average Customer Review: 3.9 out of 5 stars 5 customer reviews

Best Sellers Rank: #558,746 in Books (See Top 100 in Books) #158 in Books > Politics & Social Sciences > Politics & Government > Specific Topics > Propaganda & Political Psychology #419

inÂ Books > Politics & Social Sciences > Politics & Government > Elections & Political Process > Leadership #1059 inÂ Books > Politics & Social Sciences > Politics & Government > United States > National

Customer Reviews

Helpful book to gain political knowledge in self study class. I used information from chapters to help write a term paper. The kind of book you keep in your library as reference source.

Real old book--not very good.

The first and most important thing to understand about this book is that it is NOT a political psychology book. Anyone looking for that will be sorely disappointed. This is a book dealing primarily with the manipulation of voting rights and practices to achieve a given result. It is difficult to imagine the average reader getting excited about the subtle implications of what order certain proposals, etc. are voted on in. However, the author is obviously enthusiastic, and to an extent, it is catching. If you read carefully enough (and it should be noted that it is a dry subject, so it can be slow going), the games played become clear, and it can be exciting-- up to a point. This book is organized as a series of case studies, beginning all the way back in Classical Greece, moving up through the Lincoln-Douglas Debates, and on to modern-day club voting and Congressional vote-trading. This last example is probably the most useful to the modern reader, as it does provide a useful explanation of the utility and even necessity of what is commonly seen as "sleazy politics". This book is lacking in the explanation of theory or conclusion, either in the realm of the morality of the sort of manipulation presented or in the theory of practice. Riker's one stab at theory comes in the form of coining a new word to cover the art of voting effectively. The examples given, however, are well-explained, and can be useful to anyone involved in parliamentary procedure. It should be noted that this IS an important subject, and provided an important impetus toward the development of modern parliamentary procedure.

I read this when I was in high school, I not only found it easy to comprehend (which says alot given the state of education in this country), but narrated quite well. Riker provides both access to the material without requiring a graduate degree, but provides new material to even those with graduate degrees. A must read for those who wish to know how bills really become or don't become laws.

Riker's work has become a classic in political science. His "heresthetic art" essentially means that politicians structure the choices available to suit their desires and preferred outcomes. While this should not shock anyone, Riker does provide examples where politicians did this that may surprise those unfamiliar with the legislative process. This book has limited applicability, however, due to its rational-choice assumptions. Riker assumed that people will react rationally to the choices they are presented with; however, knowing that some politicians are trying to manipulate the system, won't others try and do the same thing? What prevents them from succeeding; or, in other words, why do some people win while others lose? Riker can't explain many political outcomes in which both sides act strategically to suit their own goals. He leaves out the crucial role that institutions play in shaping political outcomes, and thus his analysis is incomplete.

[Download to continue reading...](#)

Manipulation: The Complete Step by Step Guide on Manipulation, Mind Control and NLP
(Manipulation Series Book 3) Manipulation: The Definitive Guide to Understanding Manipulation,
MindControl and NLP: Manipulation Series, Volume 1 Manipulation: Proven Manipulation
Techniques to Influence People with NLP, Mind Control and Persuasion! Manipulation: Proven
Manipulation Techniques To Influence People With NLP, Mind Control and Persuasion! ((Persuasion, Mind Control, Influence People) Mind Control, Human Psychology, Manipulation, Persuasion and Deception Techniques Revealed. (dark psychology, mind control, hypnosis, forbidden psychology, manipulation)) Manipulation: 12 Dangerous Persuasion Secrets Used by The World's Most Powerful Men to Manipulate, Persuade & Influence People (Manipulation Series) MIND CONTROL: Manipulation, Deception and Persuasion Exposed: Human Psychology (Manipulation, Hypnosis, Brainwashing, Subconscious Mind, Psychopath) Mind Control Mastery 4th Edition: Successful Guide to Human Psychology and Manipulation, Persuasion and Deception! (Mind Control, Manipulation, Deception, ... Psychology, Intuition, Manifestation,) Dental Materials: Properties and Manipulation, 9e (Dental Materials: Properties & Manipulation (Craig)) Dental Materials: Properties and Manipulation, 8e (Dental Materials: Properties & Manipulation (Craig)) Manipulation: How to Recognize and Outwit Emotional Manipulation and Mind Control in Your Relationships - 3rd Edition Manipulation: How to Master Manipulation, Mind Control and NLP The Art of Political Manipulation State of Confusion: Political Manipulation and the Assault on the American Mind Manipulation: The Science and Art of Influence and Persuasion The Political Life of Medicare (American Politics and Political Economy) Robust Political Economy: Classical Liberalism and the Future of Public Policy (New Thinking in Political Economy Series) Politics as a Peculiar Business: Insights from a Theory of Entangled Political Economy (New Thinking in Political

Economy series) Political Order and Political Decay: From the Industrial Revolution to the
Globalization of Democracy A Political and Economic History of Igalaland, Central Nigeria: A
Political and Economic History of Igalaland, Central Nigeria: 1896-1939

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)