

Propaganda By Edward Bernays 1928 History Is A Weapon

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Crystallizing Public Opinion Edward L. Bernays 1923

Today's Public Relations - Robert L. Heath 2006

'Today's Public Relations' works to redefine the teaching of public relations by discussing it's connection to mass communication, but also linking it to it's rhetorical heritage.

[Propaganda and the Role of the State in Inter-war Britain](#) - Assistant Professor of History Mariel Grant 1994

She shows how during the inter-war period publicity came to be regarded as a legitimate and necessary task of democratic government, and that although government departments pursued propaganda activities with different motives and divergent perspectives, they adopted a similar approach to both the tool and their audience.

Memoirs of a Superfluous Man Albert Jay Nock 2019-08-08

Memoirs of a Superfluous Man, by American libertarian, editor, educationalist theorist, and social critic Albert Jay Nock, was originally published in 1943. The work is was determined by Nock to be his autobiography and was last written work, but it turned out to be more than solely an autobiography, mixing it with a complete theory of society, culture, and economy, whilst also combining it with travel writing, life lessons, and observations.

A Summary of Propaganda by Edward Bernays Notes Quark 2017-11-03

Edward Bernays, the father of public relations, explains what

propaganda is and how it is applied on society. It's an explanation of how an elite's class runs the world through the change of public opinion with propaganda as a tool. Edward Bernays, just like Tesla and any other figure that doesn't make it to the history books, is as important as the history books. Everyone owes it to himself to listen to this book. Save time on the go with the compact format and concise summary. Explore key quotations from the book!

[Propaganda Technique In World War I](#) - Harold D. Lasswell 1971-04-15

A classic book on propaganda technique proposes a general theory of the strategy and tactics of propaganda. This classic book on propaganda technique focuses on American, British, French, and German experience in World War I. The book sets forth a simple classification of various psychological materials used to produce certain specific results and proposes a general theory of strategy and tactics for the manipulation of these materials. In an introduction (coauthored by Jackson A. Giddens) written for this edition, Harold Lasswell notes that this study was partially an exercise in the discovery of appropriate theory. It raised the crucial questions of how to classify the content of propaganda—for instance, a distinction is made between "value demands" (war aims, war guilt, and casting the enemy as evil personified) and "expectations" (the illusion of victory)—and how to summarize the procedures employed in organizing and carrying out propaganda operations. Propaganda Technique in World War I deals primarily with problems of internal

administration and lateral coordination rather than with the relationship between policymakers and propagandists. However, Jackson Giddens enumerates procedures in the book that illustrate an underlying assumption that decision makers were deeply involved in propaganda and influenced by considerations of public opinion. He takes the study of propaganda further by elaborating on the nature and meaning of the category of "war aims" and its relation to the propagandist, for this, more than any other category of content, "is the catalyst of transnational political action." Giddens's exploration of the development of a comprehensive theory of propaganda adds another dimension to Lasswell's study while confirming its value as outstanding groundwork for continuing research.

The Edward Bernays Reader - Edward Bernays 2021-07

Pr! - Stuart Ewen 1998-10-23

The early years of the twentieth century were a difficult period for Big Business. Corporate monopolies, the brutal exploitation of labor, and unscrupulous business practices were the target of blistering attacks from a muckraking press and an increasingly resentful public. Corporate giants were no longer able to operate free from the scrutiny of the masses. "The crowd is now in the saddle," warned Ivy Lee, one of America's first corporate public relations men. "The people now rule. We have substituted for the divine right of kings, the divine right of the multitude." Unless corporations developed means for counteracting public disapproval, he cautioned, their future would be in peril. Lee's words heralded the dawn of an era in which corporate image management was to become a paramount feature of American society. Some corporations, such as AT&T, responded inventively to the emergency. Others, like Standard Oil of New Jersey (known today as Exxon), continued to fumble the PR ball for decades. The Age of Public Relations had begun. In this long-awaited, pathbreaking book, Stuart Ewen tells the story of the Age unfolding: the social conditions that brought it about; the ideas that inspired the strategies of public relations specialists; the growing use of images as tools of persuasion; and, finally,

the ways that the rise of public relations interacted with the changing dynamics of public life itself. He takes us on a vivid journey into the thinking of PR practitioners—from Edward Bernays to George Gallup—exploring some of the most significant campaigns to mold the public mind, and revealing disturbing trends that have persisted to the present day. Using previously confidential sources, and with the aid of dozens of illustrations from the past hundred years, Ewen sheds unsparing light on the contours and contradictions of American democracy on the threshold of a new millennium.

Public Opinion - Walter Lippmann 1922

Biography of an Idea - Edward L. Bernays 2015-04-07

The father of public relations looks back on a landmark life spent shaping trends, preferences, and general opinion. A twentieth-century marketing visionary, Edward L. Bernays brilliantly combined mastery of the social sciences with a keen understanding of human psychology to become one of his generation's most influential social architects. In *Biography of an Idea*, Bernays traces the formative moments of his career, from his time in the Woodrow Wilson administration as one of the nation's key wartime propagandists to his consultancy for such corporate giants as Procter & Gamble, General Electric, and Dodge Motors. While working with the American Tobacco Company, Bernays launched his now-infamous Lucky Strike campaign, which effectively ended the long-standing taboo against women smoking in public. With his vast knowledge of the psychology of the masses, Bernays was in great demand, advising high-profile officials and counseling the tastemakers of his generation. His masterful and at times manipulative techniques had longstanding influences on social and political beliefs as well as on cultural trends. *Biography of an Idea* is a fascinating look at the birth of public relations—an industry that continues to hold sway over American society.

United States of Distract Mickey Huff 2018-08-13

"Mickey Huff and Nolan Higdon 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 **Take Your Place at the Peace Table** - Edward L. Bernays 1945

Public Relations Edward L. Bernays 2013-07-29

Public relations as described in this volume is, among other things, society's solution to problems of maladjustment that plague an overcomplex world. All of us, individuals or organizations, depend for survival and growth on adjustment to our publics. Publicist Edward L. Bernays offers here the kind of advice individuals and a variety of organizations sought from him on a professional basis during more than four decades. With such knowledge, every intelligent person can carry on his or her activities more effectively. This book provides know-why as well know-how. Bernays explains the underlying philosophy of public relations and the PR methods and practices to be applied in specific cases. He presents broad approaches and solutions as they were successfully carried out in his long professional career. Public relations is not publicity, press agency, promotion, advertising, or a bag of tricks, but a continuing process of social integration. It is a field of adjusting private and public interest. Everyone engaged in any public activity, and every student of human behavior and society, will find in this book a challenge and opportunity to further both the public interest and their own interest.

Manipulating the Masses - John Maxwell Hamilton 2020-10-21

Winner of the Goldsmith Book Prize by the Harvard Shorenstein Center on Media, Politics and Public Policy Manipulating the Masses tells the story of the enduring threat to American democracy that arose out of World War I: the establishment of pervasive, systematic propaganda as

an instrument of the state. During the Great War, the federal government exercised unprecedented power to shape the views and attitudes of American citizens. Its agent for this was the Committee on Public Information (CPI), established by President Woodrow Wilson one week after the United States entered the war in April 1917. Driven by its fiery chief, George Creel, the CPI reached every crevice of the nation, every day, and extended widely abroad. It established the first national newspaper, made prepackaged news a quotidian aspect of governing, and pioneered the concept of public diplomacy. It spread the Wilson administration's messages through articles, cartoons, books, and advertisements in newspapers and magazines; through feature films and volunteer Four Minute Men who spoke during intermission; through posters plastered on buildings and along highways; and through pamphlets distributed by the millions. It enlisted the nation's leading progressive journalists, advertising executives, and artists. It harnessed American universities and their professors to create propaganda and add legitimacy to its mission. Even as Creel insisted that the CPI was a conduit for reliable, fact-based information, the office regularly sanitized news, distorted facts, and played on emotions. Creel extolled transparency but established front organizations. Overseas, the CPI secretly subsidized news organs and bribed journalists. At home, it challenged the loyalty of those who occasionally questioned its tactics. Working closely with federal intelligence agencies eager to sniff out subversives and stifle dissent, the CPI was an accomplice to the Wilson administration's trampling of civil liberties. Until now, the full story of the CPI has never been told. John Maxwell Hamilton consulted over 150 archival collections in the United States and Europe to write this revealing history, which shows the shortcuts to open, honest debate that even well-meaning propagandists take to bend others to their views. Every element of contemporary government propaganda has antecedents in the CPI. It is the ideal vehicle for understanding the rise of propaganda, its methods of operation, and the threat it poses to democracy.

Weapons of Democracy - Jonathan Auerbach 2015-09-29

How and why did public opinion—long cherished as a foundation of democratic government—become an increasing source of concern for American Progressives? Following World War I, political commentator Walter Lippmann worried that citizens increasingly held inaccurate and misinformed beliefs because of the way information was produced, circulated, and received in a mass-mediated society. Lippmann dubbed this manipulative opinion-making process “the manufacture of consent.” A more familiar term for such large-scale persuasion would be propaganda. In *Weapons of Democracy*, Jonathan Auerbach explores how Lippmann's stark critique gave voice to a set of misgivings that had troubled American social reformers since the late nineteenth century. Progressives, social scientists, and muckrakers initially drew on mass persuasion as part of the effort to mobilize sentiment for their own cherished reforms, including regulating monopolies, protecting consumers, and promoting disinterested, efficient government. “Propaganda” was associated with public education and consciousness raising for the good of the whole. By the second decade of the twentieth century, the need to muster support for American involvement in the Great War produced the Committee on Public Information, which zealously spread the gospel of American democracy abroad and worked to stifle dissent at home. After the war, public relations firms—which treated publicity as an end in itself—proliferated. *Weapons of Democracy* traces the fate of American public opinion in theory and practice from 1884 to 1934 and explains how propaganda continues to shape today's public sphere. The book closely analyzes the work of prominent political leaders, journalists, intellectuals, novelists, and corporate publicists, including Woodrow Wilson, Theodore Roosevelt, Mark Twain, George Creel, John Dewey, Julia Lathrop, Ivy Lee, and Edward Bernays. Truly interdisciplinary in both scope and method, this book will appeal to students and scholars in American studies, history, political theory, media and communications, and rhetoric and literary studies.

Don't Think of an Elephant! - George Lakoff 2005

Don't Think of An Elephant is the antidote to decades of conservative strategising and the right's stranglehold on political dialogue. More

specifically, it is the definitive handbook for understanding and communicating effectively about key social and political issues. George Lakoff explains in detail exactly how the right has managed to co-opt traditional values in order to popularise its political agenda. He also provides examples of how the centre-left can address the community's core values and re-frame political debate to establish a civil discourse that reinforces progressive positions. *Don't Think of An Elephant* provides a compelling linguistic analysis of political campaigning. But, more importantly, it demonstrates that real political values and ideas must provide the foundation for political progress by the centre-left.

Fire in the Minds of Men - James H. Billington 1999

This book traces the origins of a faith--perhaps the faith of the century. Modern revolutionaries are believers, no less committed and intense than were Christians or Muslims of an earlier era. What is new is the belief that a perfect secular order will emerge from forcible overthrow of traditional authority. This inherently implausible idea energized Europe in the nineteenth century, and became the most pronounced ideological export of the West to the rest of the world in the twentieth century. Billington is interested in revolutionaries--the innovative creators of a new tradition. His historical frame extends from the waning of the French Revolution in the late eighteenth century to the beginnings of the Russian Revolution in the early twentieth century. The theater was Europe of the industrial era; the main stage was the journalistic offices within great cities such as Paris, Berlin, London, and St. Petersburg. Billington claims with considerable evidence that revolutionary ideologies were shaped as much by the occultism and proto-romanticism of Germany as the critical rationalism of the French Enlightenment. The conversion of social theory to political practice was essentially the work of three Russian revolutions: in 1905, March 1917, and November 1917. Events in the outer rim of the European world brought discussions about revolution out of the school rooms and press rooms of Paris and Berlin into the halls of power. Despite his hard realism about the adverse practical consequences of revolutionary dogma, Billington appreciates the identity of its best sponsors, people who preached social justice

transcending traditional national, ethnic, and gender boundaries. When this book originally appeared *The New Republic* hailed it as "remarkable, learned and lively," while *The New Yorker* noted that Billington "pays great attention to the lives and emotions of individuals and this makes his book absorbing." It is an invaluable work of history and contribution to our understanding of political life.

Propaganda - Edward L. Bernays 2005

Reprint of a seminal 1928 work from the father of public relations and modern political spin

Media Control - Noam Chomsky 2011-01-04

Noam Chomsky's backpocket classic on wartime propaganda and opinion control begins by asserting two models of democracy—one in which the public actively participates, and one in which the public is manipulated and controlled. According to Chomsky, "propaganda is to democracy as the bludgeon is to a totalitarian state," and the mass media is the primary vehicle for delivering propaganda in the United States. From an examination of how Woodrow Wilson's Creel Commission "succeeded, within six months, in turning a pacifist population into a hysterical, war-mongering population," to Bush Sr.'s war on Iraq, Chomsky examines how the mass media and public relations industries have been used as propaganda to generate public support for going to war. Chomsky further touches on how the modern public relations industry has been influenced by Walter Lippmann's theory of "spectator democracy," in which the public is seen as a "bewildered herd" that needs to be directed, not empowered; and how the public relations industry in the United States focuses on "controlling the public mind," and not on informing it. *Media Control* is an invaluable primer on the secret workings of disinformation in democratic societies.

Propaganda - Jacques Ellul 1968

The Engineering of Consent Edward L. Bernays 1969

Tragedy and Hope 101 - Joseph Plummer 2014-04

The information contained in this book contradicts nearly everything

you've been led to believe about democracy and "representative government." Based on the groundbreaking research of respected historian Carroll Quigley, "Tragedy and Hope 101" reveals an unimaginably devious political system, skillfully manipulated by a handful of elite, which is undermining freedom and democracy as we know it. The goal of those who control the system, in Quigley's own words, is to dominate "all habitable portions of the world." Using deception, theft, and violence, they have achieved more toward this goal than any rulers in human history. However, the Information Age is quickly derailing their plans. The immorality of their system, and those who serve it, has become nearly impossible to hide. Awareness and resistance are growing...Tragedy is yielding to hope.

Site Value Taxation - Janice M. Baldwin 1982

Falsehood in Wartime - Arthur Ponsonby 1991

Ropes of Sand - Wilbur Crane Eveland 2018-07-17

A "stinging indictment" of US foreign policy and covert operations in the Middle East from a former military attaché and CIA operative (The Christian Science Monitor). After the close of World War II, former army intelligence agent Wilbur Crane Eveland trained as a military attaché, specializing in the new focal point of global concern: the Middle East. In the decades that followed, he personally witnessed the evolution and many blunders of American Middle East policy from embassies of Arab states, inside the Pentagon and the White House, and as a principal CIA representative in the region. Finally, as a petroleum-engineering consultant, he lived with the results of America's errors. In Ropes of Sand, Eveland delivers a richly detailed assessment of the mistakes, miscalculations, and outright failures he observed. The governments the United States armed to defend the Middle East against Russia ended in collapse. American support of the Shah of Iran led to disastrous results. Many of the major crises the US faced, from the energy shortage to the border issues of Israel, had been forecast decades earlier. Eveland explains the country's failure to understand these problems and shows

why every proposed solution, from the United Nations Partition Resolution for Palestine to the Camp David Accords, only added fuel to the fire. His insider critique is essential for understanding the Arab Spring, the threat of ISIS, and the ongoing conflicts we face in the region today. First released in 1980, this memoir was initially blocked from publication by the CIA for its revealing and critical discussion of numerous covert operations, some of which Eveland engaged in himself.

The Bush Dyslexicon Mark Crispin Miller 2002

"A particularly astute analysis of the television coverage of the campaign, the election, and the political aftermath."—Newsday

Propaganda - Edward Bernays 2020-09-15

Edward Bernays was a member of this massive Jesuit machine. His uncle, Sigmund Freud, was a master Jesuit manipulator who influenced Bernays in countless ways. Freud was thought to have brought out and fully developed the narcissist in Bernays, who was known to all as a "braggart." After the success of his first book, *Crystallizing Public Opinion*, in 1923, Bernays furthered his research on manipulating members of our herd society. The work culminated in his second book, *Propaganda*. Like other Jesuit machinations, this book blatantly shoved this resurrected term propaganda right in the faces of all Americans. It taunted people with the knowledge of how innocent people are cleverly coaxed into following the order du jour, almost always without the "patient" being aware they were being led around by a nose ring. Bernays was a brilliant manipulator who taught his techniques to hundreds of force-multipliers who, in turn, unleashed the insidious practices on the world. This current volume has been revamped in a number of ways: lightly edited for clarity, subheadings added to improve readability, paragraphs broken up into more manageable reads, newly designed interior and cover. Our current volume is a remake of Bernays' original book. Our version does not include commentary on Bernays' thoughts or ideas, nor is it meant to. We have preserved this man's brilliant, if not twisted, thoughts on how to manage an entire population of subservient people, using a few provocative words and phrases that crawl under the skin of our easily programmed minds. Our hope is that

this updated version of a masterpiece will be read, studied and shared by a new generation of students and casual readers. Please form your own thoughts, opinions, beliefs and hypotheses. Beyond this, our wish for you is that you use this new-found information to do some good in this world. Bernays thrust this material into our faces nearly a hundred years ago and flaunted his jesuitical power over our subconscious mind. It is now our duty and responsibility to understand his methods so we may protest, if not counter entirely, any attempt to control our beautiful minds. Knowledge isn't just power. Applied correctly, it all but guarantees victory in any arena.

Trust Us, We're Experts Sheldon Rampton 2001

Explores the widespread, devious, and underhanded ways in which industry deceives the public through the use of bogus experts, manufactured facts, and manipulated data.

Propaganda - Edward Bernays 2018-11-27

"Bernays' honest and practical manual provides much insight into some of the most powerful and influential institutions of contemporary industrial state capitalist democracies."--Noam Chomsky "The conscious and intelligent manipulation of the organized habits and opinions of the masses is an important element in democratic society. Those who manipulate this unseen mechanism of society constitute an invisible government which is the true ruling power of our country."--Edward Bernays, *Propaganda* A seminal and controversial figure in the history of political thought and public relations, Edward Bernays (1891-1995), pioneered the scientific technique of shaping and manipulating public opinion, which he famously dubbed "engineering of consent." During World War I, he was an integral part of the U.S. Committee on Public Information (CPI), a powerful propaganda apparatus that was mobilized to package, advertise and sell the war to the American people as one that would "Make the World Safe for Democracy." The CPI would become the blueprint in which marketing strategies for future wars would be based upon. Bernays applied the techniques he had learned in the CPI and, incorporating some of the ideas of Walter Lipmann, became an outspoken proponent of propaganda as a tool for democratic and

corporate manipulation of the population. His 1928 bombshell *Propaganda* lays out his eerily prescient vision for using propaganda to regiment the collective mind in a variety of areas, including government, politics, art, science and education. To read this book today is to frightfully comprehend what our contemporary institutions of government and business have become in regards to organized manipulation of the masses.

Techniques of Propaganda and Persuasion - Magedah Shabo 2008

Press Professionalization and Propaganda

The Father of Spin - Larry Tye 2002-09-01

The Father of Spin is the first full-length biography of the legendary Edward L. Bernays, who, beginning in the 1920s, was one of the first and most successful practitioners of the art of public relations. In this engrossing biography, Larry Tye uses Bernays's life as a prism to understand the evolution of the craft of public relations and how it came to play such a critical-and sometimes insidious-role in American life. Drawing on interviews with primary sources and voluminous private papers, Tye presents a fascinating and revealing portrait of the man who, more than any other, defined and personified public relations, a profession that today helps shape our political discourse and define our commercial choices.

Propaganda 1776 - Russ Castronovo 2014

Propaganda 1776 reframes the culture of the U.S. Revolution and early Republic, revealing it to be rooted in a vast network of propaganda. Truth, clarity, and honesty were declared virtues of the period-but rumors, falsehoods, forgeries, and unauthorized publication were no less the life's blood of liberty. Looking at famous patriots like George Washington, Benjamin Franklin, Thomas Paine; the playwright Mary Otis Warren; and the poet Philip Freneau, Castronovo provides various anecdotes that demonstrate the ways propaganda was - contrary to our instinctual understanding - fundamental to democracy rather than antithetical to it. By focusing on the persons and methods involved in

Revolutionary communications, Propaganda 1776 both reconsiders the role that print culture plays in historical transformation and reexamines the widely relevant issue of how information circulates in a democracy. *Speak Up for Democracy* Edward L. Bernays 1940

Propaganda - Edward Bernays 2018-11-27

"Bernays' honest and practical manual provides much insight into some of the most powerful and influential institutions of contemporary industrial state capitalist democracies."--Noam Chomsky "The conscious and intelligent manipulation of the organized habits and opinions of the masses is an important element in democratic society. Those who manipulate this unseen mechanism of society constitute an invisible government which is the true ruling power of our country."--Edward Bernays, *Propaganda* A seminal and controversial figure in the history of political thought and public relations, Edward Bernays (1891-1995), pioneered the scientific technique of shaping and manipulating public opinion, which he famously dubbed "engineering of consent." During World War I, he was an integral part of the U.S. Committee on Public Information (CPI), a powerful propaganda apparatus that was mobilized to package, advertise and sell the war to the American people as one that would "Make the World Safe for Democracy." The CPI would become the blueprint in which marketing strategies for future wars would be based upon. Bernays applied the techniques he had learned in the CPI and, incorporating some of the ideas of Walter Lipmann, became an outspoken proponent of propaganda as a tool for democratic and corporate manipulation of the population. His 1928 bombshell *Propaganda* lays out his eerily prescient vision for using propaganda to regiment the collective mind in a variety of areas, including government, politics, art, science and education. To read this book today is to frightfully comprehend what our contemporary institutions of government and business have become in regards to organized manipulation of the masses.

Channels of Propaganda - J. Michael Sproule 1994

Defining propaganda as "efforts by special interests to win over the

public covertly by infiltrating messages into various channels of public expression ordinarily viewed as politically neutral," this book argues that propaganda has become pervasive in American life. Pointing out that the 1990s society is inundated with propaganda from numerous sources (including government, business, researchers, religious groups, the news media, educators, and the entertainment industry) the book exposes these channels of propaganda and the cumulative effect they have on public opinion and the functioning of American democracy. Chapter 1 reviews materials on diverse vantage points from which American writers and opinion leaders have tried to reconcile mass persuasion with the democratic way of life during the 20th century. Chapters 2-6 examine propaganda in: (1) government (e.g., Federal Bureau of Investigation, aid to the Contras, Star Wars, presidential styles); (2) research and religion (e.g., national security, private sector, religion and politics); (3) news (e.g., getting good coverage, pressure groups, and business); (4) classroom (e.g., business propaganda, pressure groups, textbooks, pressures on teachers); and (5) entertainment (e.g., film, television). Chapters 7 and 8 question: (1) what action a democratic people should take to safeguard intelligent discussion and free choice from the taint of devious communication; (2) to what extent propaganda casts a shadow over public life; and (3) whether large-scale, engineered persuasion can ever be squared with the ideal of democratic public deliberation.

Extensive chapter notes and an index are included. (NKA)

Propaganda - E. L. Bernays 1936

Propaganda 1776 - Russ Castronovo 2014-08-01

1776 symbolizes a moment, both historical and mythic, of democracy in action. That year witnessed the release of a document, which Edward Bernays, the so-called father of public relations and spin, would later label as a masterstroke of propaganda. Although the Declaration of Independence relies heavily on the empiricism of self-evident truths, Bernays, who had authored the influential manifesto *Propaganda* in 1928, suggested that what made this iconic document so effective was not its sober rationalism but its inspiring message that ensured its

dissemination throughout the American colonies. Propaganda 1776 reframes the culture of the U.S. Revolution and early Republic, revealing it to be rooted in a vast network of propaganda. Drawing on a wide-range of resources, Russ Castronovo considers how the dispersal and circulation--indeed, the propagation--of information and opinion across the various media of the eighteenth century helped speed the flow of revolution. This book challenges conventional wisdom about propaganda as manipulation or lies by examining how popular consent and public opinion in early America relied on the spirited dissemination of rumor, forgery, and invective. While declarations about self-evident truths were important to liberty, the path toward American independence required above all else the spread of unreliable intelligence that travelled at such a pace that it could be neither confirmed nor refuted. By tracking the movements of stolen documents and leaked confidential letters, this book argues that media dissemination created a vital but seldom acknowledged connection between propaganda and democracy. The spread of revolutionary material in the form of newspapers, pamphlets, broadsides, letters, songs, and poems across British North America created multiple networks that spawned new and often radical ideas about political communication. Communication itself became revolutionary in ways that revealed circulation to be propaganda's most vital content. By examining the kinetic aspects of print culture, Propaganda 1776 shows how the mobility of letters, pamphlets, and other texts amounts to political activity par excellence. With original examinations of Ben Franklin, Mercy Otis Warren, Tom Paine, and Philip Freneau, among a crowd of other notorious propagandists, this book examines how colonial men and women popularized and spread the patriot cause across America.

How Propaganda Became Public Relations - Cory Wimberly

2019-11-28

How Propaganda Became Public Relations pulls back the curtain on propaganda: how it was born, how it works, and how it has masked the bulk of its operations by rebranding itself as public relations. Cory Wimberly uses archival materials and wide variety of sources — Foucault's work on governmentality, political economy, liberalism, mass psychology, and history — to mount a genealogical challenge to two commonplaces about propaganda. First, modern propaganda did not originate in the state and was never primarily located in the state; instead, it began and flourished as a for-profit service for businesses. Further, propaganda is not focused on public beliefs and does not operate mainly through lies and deceit; propaganda is an apparatus of government that aims to create the publics that will freely undertake the conduct its clients' desire. Businesses have used propaganda since the early twentieth century to construct the laboring, consuming, and voting publics that they needed to secure and grow their operations. Over that time, corporations have become the most numerous and well-funded apparatuses of government in the West, operating privately and without democratic accountability. Wimberly explains why liberal strategies of resistance have failed and a new focus on creating mass subjectivity through democratic means is essential to countering propaganda. This book offers a sophisticated analysis that will be of interest to scholars and advanced students working in social and political philosophy, Continental philosophy, political communication, the history of capitalism, and the history of public relations.

The Disinformation Age W. Lance Bennett 2020-10-15

This book shows how disinformation spread by partisan organizations and media platforms undermines institutional legitimacy on which authoritative information depends.