

# Contents

Preface .....	v	
<b>Part I</b>	<b>Introduction</b>	
<b>Chapter 1</b>	<b>Outline of a Cultural History of Political Psychology ...</b>	<b>3</b>
	JAAP VAN GINNEKEN	
	The Need for a Contextual History of Political Psychology ...	3
	Latin Origins: Paris and Torino .....	5
	Germanic Contributions: Vienna and Frankfurt.....	9
	Anglo-American Roots: London and Chicago .....	14
	A Constructionist View of the Development of Political Psychology.....	21
<b>Chapter 2</b>	<b>Politics and Psychology: A Two-Way Street .....</b>	<b>23</b>
	Oneida: The Search for Community .....	24
	Psychology and Politics .....	29
	The Two-Way Street: A Conceptual Map.....	32
	The Causal Map Applied: An Incident at Oneida .....	43
	Summary and Conclusions.....	44
<b>Part II</b>	<b>The Person</b>	
<b>Chapter 3</b>	<b>Character, Attitudes, and Socialization.....</b>	<b>49</b>
	Personal Character: Stability and Change.....	50
	Components of Character.....	57
	Attitudes.....	61
	Learning and Political Socialization .....	67
	Summary and Conclusions.....	75

Chapter 4	Psychology and Ideology .....	76
	Creeds and Ideologies .....	77
	Personality and Ideology .....	82
	Ideological Scripts: Silvan Tomkins .....	88
	Patriarchy and Left-Right Ideology .....	93
	Ideology and Modern Politics .....	97
	Summary and Conclusions .....	100
Chapter 5	Motivations to Politics .....	101
	Effectance Theory .....	103
	The Motives of Politicians .....	109
	The Motivation for Political Office .....	115
	Individual Participation and Mass Motivation .....	124
	Summary and Conclusions .....	129
Part III	Political Thought	
Chapter 6	Authoritarianism and Machiavellianism .....	133
	Machiavellianism .....	135
	Authoritarianism .....	143
	Anti-Semitism and Ethnocentrism: The Authoritarian Personality .....	146
	Hardball Politics: The Narcistic Personality .....	155
	Summary and Conclusions .....	157
Chapter 7	Political Cognition and Rationality .....	159
	Structures and Processes of Political Reasoning .....	162
	Thinking About Political Problems .....	168
	Operational Codes .....	173
	Causal Maps and the Logic of Political Reasoning .....	177
	Group Psychology and the Potential for Rationality .....	181
	Summary and Conclusions .....	187
Chapter 8	Public Opinion and the Media .....	188
	The Mirror Image .....	188
	Political Images .....	196
	Media Representations .....	199
	Preferences .....	204
	Transformations .....	208
	Summary and Conclusions .....	213
Part IV	Political Conflict and Change	
Chapter 9	In Common Predicament: Conflict Between Groups ...	217
	Introduction .....	217
	Games for the Study of Conflict .....	220

	Group Conflict and Social Identity .....	224
	The Reduction of Intergroup Conflict.....	227
	A Critical Perspective .....	240
	Summary and Conclusions.....	242
Chapter 10	Nuclear War .....	244
	The Survivors' Legacy .....	245
	Raising the Stakes.....	248
	Nuclear Games.....	251
	Policy Questions .....	260
	Living Under the Nuclear Sword .....	267
	Summary and Conclusions.....	271
Chapter 11	Social Change .....	273
	Transforming Change .....	274
	Large Change .....	277
	Small Change .....	284
	Summary and Conclusions.....	287
Appendix:	The Polarity Scale .....	289
	Tomkins' Polarity Scale: Introduction .....	289
References	.....	299
Author Index	.....	321
Subject Index	.....	327