

Contents

Preface	v	
Part I	Introduction	
Chapter 1	Outline of a Cultural History of Political Psychology ...	3
	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
Chapter 2	Politics and Psychology: A Two-Way Street	23
	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
Part II	The Person	
Chapter 3	Character, Attitudes, and Socialization.....	49
	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