

Political Cognition POLS 8790

Professor Stephen P. Nicholson
Office Hours: by appointment

Spring 2021
snicholson@uga.edu

Course Description

The seminar is intended to provide students with an understanding of political cognition, a topic that approaches the study of political attitudes and behavior from the perspective of psychology and cognitive science. Central to political cognition is information processing, the mental operations that explain how people think, reason, and feel about the political world. Over the course of the semester, we will engage a variety of cognitive approaches, focusing on deliberative, automatic, and affective mental processes. Although many concepts have been imported from psychology and cognitive science, many of which we will consider, there is still much to be learned from these disciplines so we will also cover some theories and concepts that have yet to be given much attention by political scientists. Given that the foundational work on cognition is primarily from disciplines outside political science, the class will have a strong interdisciplinary flavor. Accordingly, many foundational readings from political science will *not* be covered in this seminar. The seminar is meant to compliment a traditional political behavior seminar, not serve as a substitute. No prerequisites other than graduate standing are required, however.

Requirements and Expectations

Students will be assessed according to their knowledge of the course materials and their ability to analyze, explain, and apply their knowledge to new and different contexts. Students are expected to attend the seminar and do all the readings. The assigned materials should be read in advance of that week's topic. Discussions will be based on the assumption that you have completed the reading for that day. Since the class is a seminar, what you get out of the class will depend on what you put into it.

The class requirements include a weekly presentation of an assigned reading, participation, written questions about each reading, weekly papers (one page) that propose an original hypothesis, and a research paper. The paper may be a research design if it requires original (new) data collection. If your project makes use of previously collected data, either your own or from another source (e.g., the American National Election Study), the paper should include statistical analysis.

Student grades will be assigned on following:

Class participation/presentations:	35%
Weekly papers	25%
Research paper:	40%

Academic Honesty

You are expected to adhere to the UGA Student Honor Code: "I will be academically honest in all of my academic work and will not tolerate academic dishonesty of others." A Culture of Honesty, the University's policy and procedures for handling cases of suspected dishonesty, can

be found at www.uga.edu/ovpi. If you are unclear what constitutes plagiarism please consult the instructor.

Mental Health and Wellness Resources

- If you or someone you know needs assistance, you are encouraged to contact Student Care and Outreach in the Division of Student Affairs at 706-542-7774 or visit <https://sco.uga.edu/>. They will help you navigate any difficult circumstances you may be facing by connecting you with the appropriate resources or services.
- UGA has several resources for a student seeking mental health services (<https://www.uhs.uga.edu/bewelluga/bewelluga>) or crisis support (<https://www.uhs.uga.edu/info/emergencies>).
- If you need help managing stress anxiety, relationships, etc., please visit BeWellUGA (<https://www.uhs.uga.edu/bewelluga/bewelluga>) for a list of FREE workshops, classes, mentoring, and health coaching led by licensed clinicians and health educators in the University Health Center.
- Additional resources can be accessed through the UGA App.

Course Outline

Jan. 14 Introduction and overview

Druckman, James N., James H. Kuklinski, and Lee Sigelman. 2009. "The Unmet Potential of Interdisciplinary Research: Political Psychological Approaches to Voting and Public Opinion." *Political Behavior* 31: 485-510.

Jan. 21 Some Perspectives on Information Processing

Haidt, Jonathan. 2001. "The Emotional Dog and Its Rational Tail: A Social Intuitionist Approach to Moral Judgment." *Psychological Review* 108(4):814-834.

Kahneman, Daniel. 2003. "A perspective on judgment and choice: Mapping bounded rationality." *American Psychologist* 58(9): 697-720.

Lodge, Milton, Katherine M. McGraw, and Patrick Stroh. 1989. "An Impression-Driven Model of Candidate Evaluation." *American Political Science Review* 83:399-419.

Taber, Charles.S. and Milton Lodge. 2016. "The Illusion of Choice in Democratic Politics: The Unconscious Impact of Motivated Political Reasoning." *Advances in Political Psychology* 37: 61-85.

Zaller, John and Stanley Feldman. 1992. "A Simple Theory of the Survey Response: Answering Questions versus Revealing Preferences." *American Journal of Political Science* 36(3):579-616.

Supplemental:

Chaiken, Shelly. 1980. "Heuristic versus Systematic Information- Processing and the Use of Source Versus Message Cues in Persuasion." *Journal of Personality and Social Psychology* 39 (5):752-66.

Kahneman, Daniel. 2011. *Thinking Fast and Slow*. New York: Farrar, Straus, and Giroux.

- Krosnick, Jon A. 1988. "The role of attitude importance in social evaluation: A study of policy preferences, presidential candidate evaluations, and voting behavior." *Journal of Personality and Social Psychology* 55:196-210.
- Lodge, Milton, and Ruth Hamill. 1986. "A partisan schema for political information processing." *American Political Science Review* 80(02):505-519.
- Petty, Richard. E., Wheeler, S. C., & George. Y. Bizer, (1999). Is there one persuasion process or more? Lumping versus splitting in attitude change theories. *Psychological Inquiry* 10: 156- 163.
- Kuklinski, James H., Robert C. Luskin and John Bolland. 1991. "Where Is the Schema? Going Beyond the 's' word in Political Psychology." *The American Political Science Review* 85(4):1341-1356

Jan. 28 Automatic and Implicit Processes

- Pérez, Efrén O. 2013. "Implicit Attitudes: Meaning, Measurement, and Synergy with Political Science." *Politics, Groups, and Identities* 1(2):275-297.
- Greenwald, Anthony G., Colin Tucker Smith, N. Sriram, Yoav Bar-Anan, Brian A. Nosek. 2009. "Implicit Race Attitudes Predicted Vote in the 2008 U.S. Presidential Election." *Analyses of Social Issues and Public Policy* 9(1): 241-253.
- Intawan, Chanita and Stephen P. Nicholson. 2018. "My Trust in Government is Implicit: Automatic Trust in Government and System Support." *Journal of Politics* 80(2):601-614.
- Mo, Cecilia Hyunjung. 2015. "The Consequences of Explicit and Implicit Gender Attitudes and Candidate Quality in the Calculations of Voters." *Political Behavior* 37(2):357-395.
- Theodoridis, Alexander G. 2017. "It's My Party: Partisan Intensity Through the Lens of Implicit Identity." *The Journal of Politics* 79(4):1253-1267
- Todorov, Alexander, Anesu N. Mandisodza, Amir Goren, and Crystal C. Hall. 2005. "Inferences of Competence from Faces Predict Election Outcomes." *Science* 308(5728):1623-1626.

Supplemental:

- Albertson, Bethany. 2011. "Religious Appeals and Implicit Attitudes." *Political Psychology* 32 (1): 109-30.
- Arkes, Hal R. and Philip E. Tetlock. 2004. "Attributions of Implicit Prejudice, or "Would Jesse Jackson 'Fail' the Implicit Association Test?" *Psychological Inquiry* 15(4):257-278.
- Banaji, Mahzarin R., Brian Nosek, and Anthony G. Greenwald. 2004. "COMMENTARIES: Attributions of Implicit Prejudice, or "Would Jesse Jackson 'Fail' the Implicit Association Test?" *Psychological Inquiry* 15(4):279-310.
- Arkes, Hal R. and Philip E. Tetlock. 2004. AUTHORS' RESPONSE: The Implicit Prejudice Exchange: Islands of Consensus in a Sea of Controversy." *Psychological Inquiry* 15(4):311-321.
- Banaji, Mahzarin R. and Anthony G. Greenwald. 2013. *Blindspot: Hidden Biases of Good People*. Delacorte Press.
- Evans, Jonathan St B T. 2010. *Thinking Twice: two minds in one brain*. Oxford: Oxford University Press.
- Greenwald, Anthony G., T. Andrew Poehlman, Eric L. Uhlmann, & Mahzarin R. Banaji. 2009. Understanding and using the Implicit Association Test: III. Meta-analysis of predictive validity. *Journal of Personality and Social Psychology*, 97, 17-41.
- Hansford, Thomas G., Chanita Intawan and Stephen P. Nicholson. 2018. "Snap Judgment: Implicit Perceptions of a (Political) Court." *Political Behavior* 40:127-147.

- Jost, John T. 2019. "The IAT Is Dead, Long Live the IAT: Context-Sensitive Measures of Implicit Attitudes are Indispensable to Social and Political Psychology." *Current Directions in Psychological Science* 28(1):10-19.
- Pérez, Efrén O. 2010. "Explicit Evidence on the Import of Implicit Attitudes: The IAT and Immigration Policy Judgments." *Political Behavior* 32(4): 517-545.
- Pérez, Efrén O. 2016. *Unspoken Politics: Implicit Attitudes and Political Thinking*. New York: Cambridge University Press.
- Plant, E. Ashby, Patricia G. Devine, William T.L. Cox, Corey Columb, Saul L. Miller, Joanna Goplen, B. Michelle Peruche. 2009. "The Obama effect: Decreasing implicit prejudice and stereotyping." *Journal of Experimental Social Psychology* 45(4):961-964.
- Sheets, Penelope, David S. Domke, and Anthony G. Greenwald. 2011. "God and Country: The Partisan Psychology of the Presidency, Religion, and Nation." *Political Psychology* 32(1):459-484.

Feb. 4 Affect & Emotion

- Marcus, George E. and Michael B. MacKuen. 1993. "Anxiety, Enthusiasm, and the Vote: The Emotional Underpinnings of Learning and Involvement During Presidential Campaigns." *American Political Science Review* 87:672-685.
- Brader, Ted. 2005. "Striking a responsive chord: How political ads motivate and persuade voters by appealing to emotions." *American Journal of Political Science* 49(2):388-405.
- Clifford, Scott and Jennifer Jerit. 2018. Disgust, Anxiety, and Political Learning in the Face of Threat. *American Journal of Political Science* 62(2):266-279.
- Gadarian, Shana Kushner and Bethany Albertson. 2013. "Anxiety, Immigration and the Search for Information." *Political Psychology* 35:133-164.
- Healy, Andrew J., Neil Malhotra, and Cecilia Hyunjung Mo. 2010. "Irrelevant Events Affect Voters' Evaluation of Government Performance." *Proceedings of the National Academy of Sciences* 107 (29): pp. 12804-12809
- Rozin, Paul, Linda Millman, and Carol Nemeroff. 1986. "Operation of the Laws of Sympathetic Magic in Disgust and Other Domains." *Journal of Personality and Social Psychology* 50(4):703712.

Supplemental:

- Albertson, Bethany and Shana Kushner Gadarian. 2016. "Did that Scare You? Tips on Creating Emotion in Experimental Subjects." *Political Analysis* 24 (4):485-491.
- Banks, Antoine J. 2014. *Anger and racial politics: the emotional foundation of racial attitudes in America*. New York : Cambridge University Press .
- Brader, Ted, Nicholas A. Valentino, and Elizabeth Suhay. 2008. "What Triggers Public Opposition to Immigration? Anxiety, Group Cues, and Immigration Threat." *American Journal of Political Science* 52(4):959-978.
- Huddy, Leonie, Stanley Feldman, Charles Taber, and Gallya Lahav. 2005. "Threat, Anxiety, and Support of Anti-Terrorism Policies." *American Journal of Political Science* 49(3): 593-608.
- Kam, Cindy D. and Beth A. Estes. 2016. "Disgust Sensitivity and Public Demand for Protection." *Journal of Politics* 78(2):481-496.
- Marcus, George E., W. Russell Newman and Michael M. MacKuen. 2000. *Affective intelligence and political judgment*. Chicago: University of Chicago Press.
- Valentino, Nicholas A., Ted Brader, Eric W. Groenendyk, Krysha Gregorowicz, and Vincent L. Hutchings. 2011. "Election Night's Alright For Fighting: The Role of Emotions in Political Participation." *Journal of Politics* 73(1):156-170.

Feb. 11 Memory

- Coronel, Jason C., Melissa C. Duff, David E. Warren, Kara D. Federmeier, Brian D. Gonsalves, Daniel Tranel and Neal J. Cohen. 2012. "Remembering and Voting: Theory and Evidence from Amnesic Patients." *American Journal of Political Science* 56: 837–848.
- Healy, Andrew and Gabriel S. Lenz. 2014. "Substituting the End for the Whole: Why Voters Respond Primarily to the Election-Year Economy." *American Journal of Political Science* 58: 31-47.
- Joslyn, Mark R. 2003. "The Determinants and Consequences of Recall Error About Gulf War Preferences." *American Journal of Political Science* 47(3):440-452.
- Loftus, Elizabeth. 2005. "Planting misinformation in the human mind: A 30-year investigation of the malleability of memory." *Learning & Memory* 12(4): 361–366.
- Redlawsk, David R. 2001. "You Must Remember This: A Test of the On-Line Model of Voting." *Journal of Politics* 63(1):29-58.
- Schacter, Daniel L. 1999. "The Seven Sins of Memory: Insights From Psychology and Cognitive Neuroscience." *American Psychologist* 54(3): 182–203.

Supplemental:

- Hibbing, Matthew V., Matthew Hayes, and Raman Deol. 2016. "Nostalgia Isn't What it Used to Be: Partisan Polarization in Views on the Past." *Social Science Quarterly* 98: 230-243.
- Loftus, E. F. 1979. "The malleability of human memory" *American Scientist* 67: 312–320.

Feb. 18 Predispositions and Personality

- Gerber, Alan S., Gregory D. Huber, David Doherty, Conor M. Dowling, and Shang E. Ha. 2010. "Personality and Political Attitudes: Relationships Across Issue Domains and Political Contexts." *American Political Science Review* 104(1):153-73.
- Berinsky, Adam. 2004. "Can We Talk? Self-Presentation and the Survey Response." *Political Psychology* 25(4):643-659.
- Hetherington, Marc and Elizabeth Suhay. 2011. "Authoritarianism, Threat, and Americans' Support for the War on Terror." *American Journal of Political Science* 55(3):546-560.
- Holbrook, Thomas M. 2006. "Cognitive Style and Political Learning in the 2000 U.S. Presidential Campaign." *Political Research Quarterly* 59 (3): 343-352.
- Oxley, Douglas R, Kevin B Smith, John R Alford, Matthew V Hibbing, Jennifer L Miller, Mario Scalora, Peter K Hatemi, and John R Hibbing. "Political Attitudes Vary with Physiological Traits." *Science* 19 SEP 2008: 1667-1670.
- Pratto, Felicia, Jim Sidanius, Lisa M. Stallworth, Betram F. Malle. 1994. "Social dominance orientation: A personality variable predicting social and political attitudes." *Journal of Personality and Social Psychology* 67(4): 741-763.

Supplemental:

- Alford, John R., Carolyn L. Funk, and John R. Hibbing. 2005. "Are Political Orientations Genetically Transmitted?" *American Political Science Review* 99(2):153–167.
- Bizer, George. Y., Jon A. Krosnick, Allyson L. Holbrook, S. Christian Wheeler, Derek D. Rucker, and Richard E. Petty. 2004. "The Impact of Personality on Cognitive, Behavioral, and Affective Political Processes." *Journal of Personality* 72: 995-1027.
- Coe, Chelsea M., Kayla S. Canelo, Kau Vue, Matthew V. Hibbing, and Stephen P. Nicholson. 2017. "The Physiology of Framing Effects: Threat Sensitivity and the Persuasiveness of Political Arguments." *Journal of Politics* 79(4):1465-1468

- Furnham, Adrian, Steven C. Richards and Delroy L. Paulhus. 2013. "The Dark Triad of Personality: A 10 Year Review." *Social and Personality Psychology Compass* 7(3):199–216
- Hetherington, Marc J. and Jonathan D. Weiler. 2009. *Authoritarianism & Polarization in American Politics*. New York: Cambridge University Press.
- Jonason, Peter K. 2014. "Personality and Politics." *Personality and Individual Differences* 71:181-84
- Lantian, A., Muller, D., Nurra, C., & Douglas, K. 2017. "I know things they don't know!" The role of need for uniqueness in belief in conspiracy theories. *Social Psychology* 48 160-173.
- Mondak, Jeffery J. 2010. *Personality and the Foundations of Political Behavior*. New York: Cambridge University Press.
- Mondak, Jeffery J., Matthew V. Hibbing, Damarys Canache, Mitchell A. Seligson, and Mary R. Anderson. 2010. "Personality and Civic Engagement: An Integrative Framework for the Study of Trait Effects on Political Behavior." *American Political Science Review* 104:85-110.
- Smith KB, Oxley D, Hibbing MV, Alford JR, Hibbing JR. 2011. "Disgust Sensitivity and the Neurophysiology of Left-Right Political Orientations." *PLoS ONE* 6(10): e25552.
- Verhulst, Brad, Lindon J. Eaves, Peter K. Hatemi. 2012. "Correlation not causation: The relationship between personality traits and political Ideologies. *American Journal of Political Science* 56(1): 34–51.
- Wronski, Julie, Alexa Bankert, Karyn Amira, April A. Johnson, and Lindsey C. Levitan. 2018. "A Tale of Two Democrats: How Authoritarianism Divides the Democratic Party." *Journal of Politics* 80(4): 1384-1388

Feb. 25 Identity

- Tajfel, Henri. 1970. "Experiments in Intergroup Discrimination." *Scientific American* 223(5):96-102.
- Brewer, Marilynn B. 2007. "The Importance of Being We: Human Nature and Intergroup Relations." *American Psychologist* 62(8): 728–38.
- Huddy, Leonie, Lilliana Mason, and Lene Aarøe. 2015. "Expressive Partisanship: Campaign Involvement, Political Emotion, and Partisan Identity." *American Political Science Review* 109(1):1-17.
- Bankert, Alexa. Negative and Positive Partisanship in the 2016 U.S. Presidential Elections. *Political Behavior*. <https://doi.org/10.1007/s11109-020-09599-1.pdf>.
- Carlos, Roberto. 2018. "Late to the Party: On the Prolonged Partisan Socialization Process of Second-Generation Americans." *The Journal of Race, Ethnicity, and Politics* 3(2), 381-408.
- Iyengar, Shanto, Sood, and Y. Lelkes. 2012. "Affect, Not Ideology: A Social Identity Perspective on Polarization." *Public Opinion Quarterly* 76(3): 405–431

Supplemental:

- Cohen, Geoffrey L. 2003. "Party Over Policy: The Dominating Impact of Group Influence on Political Beliefs." *Journal of Personality and Social Psychology* 85(5):808-822.
- Green, Donald, Bradley Palmquist, and Eric Schickler. 2002. *Partisan Hearts and Minds: Political Parties and the Social Identities of Voters*. New Haven, CT: Yale University Press.
- Huddy, Leonie. 2001. "From social to political identity: A critical examination of social identity theory." *Political Psychology* 22: 127-156.

- Klar, Samara and Yanna Krupnikov. 2016. *Independent Politics: How American Disdain for Parties Leads to Political Inaction*. New York: Cambridge University Press.
- Kinder, Donald R., and Cindy D. Kam. 2009. *Us Against Them: Ethnocentric Foundations of American Opinion*. Chicago: University of Chicago Press.
- Mason, Lilliana. 2015. "I Disrespectfully Agree: The differential effects of partisan sorting on social and issue polarization." *American Journal of Political Science* 59(1): 128-145.
- Nicholson, Stephen P. 2012. "Polarizing Cues." *American Journal of Political Science* 56(1):52-66.
- Tajfel, H., & Turner, J. C. (1986). The social identity theory of intergroup behavior. In S. Worchel & W. Austin (Eds.), *Psychology of intergroup relations*. (pp. 7-24). Chicago: Nelson-Hall.

March. 4 Perception: Social Categorization & Stereotyping

- Macrae, C.N. and Bodenhausen, G.V. 2001. "Social cognition: Categorical person perception." *British Journal of Psychology*, 92: 239-255.
- Conover, Pamela Johnson and Stanley Feldman. 1984. "How People Organize the Political World: A Schematic Model." *American Journal of Political Science* 28(1):95-126.
- Fiske, Susan T., Amy J. C. Cuddy, Peter Glick, and Jun Xu. 2002. "A Model of (Often Mixed) Stereotype Content: Competence and Warmth Respectively Follow From Perceived Status and Competition." *Journal of Personality and Social Psychology* 82(6): 878-902.
- Hall, Natlie R. and Richard J. Crisp. 2005. "Considering Multiple Criteria for Social Categorization Can Reduce Intergroup Bias." *Personality and Social Psychology Bulletin* 31(10):1435-1444.
- Heit, Evan and Stephen P. Nicholson. 2010. "The Opposite of Republican: Polarization and Political Categorization." *Cognitive Science* 34(8):1503-1516.
- Rahn, Wendy. 1993. "The Role of Partisan Stereotypes in Information Processing about Political Candidates." *American Journal of Political Science* 37: 472-497.

Supplemental:

- Crisp, Richard J., & Hewstone, M. 2007. "Multiple social categorization." In M. P. Zanna, Ed., *Advances in Experimental Social Psychology* 39:163-254. Orlando, FL: Academic Press.
- Dolan, K. 2014. "Gender stereotypes, candidate evaluations, and voting for women candidates what really matters?" *Political Research Quarterly* 67(1): 96-107.
- Goggin, Stephen N. and Alexander G. Theodoridis. Nd. "Disputed Ownership: Parties, Issues, and Traits in the Minds of Voters." *Political Behavior*, forthcoming.
- Heit, Evan and Stephen P. Nicholson. 2016. "Missing the Party: Political Categorization and Reasoning in the Absence of Party Label Cues." *Topics in Cognitive Science* 8(3):697-714.
- Nicholson, Stephen P., Christopher J. Carman, Chelsea M. Coe, Balazs Feher, Brett K. Hayes, Christopher Kam, Jeffrey A. Karp, Gergo Vaczi, and Evan Heit. 2018. "The Nature of Party Categories in Two-Party and Multi-Party Systems." *Advances in Political Psychology* 39:279-304.
- Rosch, Eleanor and Carolyn B. Mervis. 1975. "Family Resemblances: Studies in the Internal Structure of Categories." *Cognitive Psychology* 7:573-605.
- Rosch, Eleanor. 1978. *Principles of categorization*. In E. Rosch & B. B. Lloyd (Eds.), *Cognition and categorization*. Hillsdale, NJ: Erlbaum. Reprinted in: Margolis, E. and Laurence, S. (Eds.) (1999). *Concepts: Core readings*. Cambridge, MA: MIT Press.

March 11 Values and Worldview

- Feldman, Stanley. 1988. "Structure and Consistency in Public Opinion: The Role of Core Values and Beliefs." *American Journal of Political Science* 32: 416-40.
- Goren, Paul, Christopher M. Federico, and Miki L. Kittilson. 2009. "Source Cues, Partisan Identities, and Political Value Expression." *American Journal of Political Science* 53 (4): 805-20.
- Garrett, Kristin N. & Bankert, Alexa. 2020. "The Moral Roots of Partisan Division: How Moral Conviction Heightens Affective Polarization." *British Journal of Political Science* 50 (2): 621-640.
- Graham, Jesse, Jonathan Haidt, and Brian A. Nosek. 2009. "Liberals and conservatives rely on different sets of moral foundations." *Journal of Personality and Social Psychology* 96(5): 1029-1046.
- Ryan, Timothy J. 2016). "No Compromise: Political Consequences of Moralized Attitudes." *American Journal of Political Science* 61(2):409-423..
- Wood, M., Douglas, K., & Sutton, R. (2012). "Dead and alive: Beliefs in contradictory conspiracy theories." *Social Psychology and Personality Science*, 3, 767-773.

Supplemental:

- Barker, David C. and James D. Tinnick III. 2006. Competing Visions of Parental Roles and Ideological Constraint." *American Political Science Review* 100(2):249-263.
- Jost, John T., Mahzarin R. Banaji, and Brian Nosek. 2004. "A Decade of System Justification Theory: Accumulated Evidence of Conscious and Unconscious Bolstering of the Status Quo." *Political Psychology* 25(6):881-919.
- Koch, Michael T. and Stephen P. Nicholson. 2016. "Death and Turnout: The Human Costs of War and Voter Participation in Democracies." *American Journal of Political Science* 60(4):932-946.
- Lakoff, George. 2002. *Moral Politics: How Liberals and Conservatives Think, Second Edition*. Chicago: University of Chicago Press.
- McGregor, Holly A., Joel D. Lieberman, Jeff Greenberg, Sheldon Solomon, and Jamie Arndt. 1998. "Terror management and aggression: Evidence that mortality salience motivates aggression against worldview-threatening others." *Journal of Personality and Social Psychology* 74 (3):590-605.
- Napier, Jaime L. and John T. Jost. 2008. "Why Are Conservatives Happier Than Liberals?" *Psychological Science* 19(6):565-572.
- Oliver, Eric J. and Thomas J. Wood. 2018. *Enchanted America: How Intuition & Reason Divide Our Politics*. Chicago: University of Chicago Press.

March. 18 Heuristics and Cues

- Gigerenzer, Gerd. 2008. "Why Heuristics Work." *Perspectives on Psychological Science* 3(1): 20-29.
- Dancey, Logan and Geoffrey Sheagley. 2012. "Heuristics Behaving Badly: Party Cues and Voter Knowledge." *American Journal of Political Science* 57(2):312-325.
- Kuklinski, James H., and Norman L. Hurley. 1994. "On Hearing and Interpreting Political Messages: A Cautionary Tale of Citizen Cue-Taking." *Journal of Politics* 56:729-51.
- Lau, Richard R., and David P. Redlawsk. 2001. "Advantages and Disadvantages of Using Cognitive Heuristics in Political Decision Making." *American Journal of Political Science* 45: 951-71.

Mondak, Jeffrey J. 1993. "Public Opinion and Heuristic Processing of Source Cues." *Political Behavior* 15(2):167-192.

Supplemental:

Fortunato, David and Randolph T. Stevenson. 2016. "Heuristics in Context." *Political Science Research and Methods*, forthcoming.

Kahneman, Daniel and Amos Tversky. 1996. "On the reality of cognitive illusions." *Psychological Review* 103: 582-91.

Gigerenzer, Gerd. 1996. "On narrow norms and vague heuristics: A reply to Kahneman and Tversky." *Psychological Review* 103: 592-96.

Lupia, Arthur. 1994. "Shortcuts versus Encyclopedias: Information and Voting Behavior in California Insurance Reform Elections." *American Political Science Review* 88: 63-76.

Nicholson, Stephen P. 2011. "Dominating Cues and the Limits of Elite Influence." *Journal of Politics* 73(4):1165-1177.

Tversky, A., and D. Kahneman. 1974. "Judgment Under Uncertainty: Heuristics and Biases." *Science* 185:1124-31.

Sniderman, Paul, Richard Brody and Philip Tetlock. 1991. *Reasoning and Choice: Explorations in Political Psychology*. New York: Cambridge University Press.

Tversky, Amos and Daniel Kahneman. 1974. "Judgment under uncertainty: Heuristics and biases." *Science*, 185: 1124-1131.

March 25 Priming

Berger, Jonah, Marc Meredith, and S. Christian Wheeler. 2008. "Contextual priming: Where people vote affects how they vote." *Proceedings of the National Academy of Sciences of the United States of America* 105(26):8846-8849.

Carter, Travis J., Melissa J. Ferguson, and Ran R. Hassin. 2011. A Single Exposure to the American Flag Shifts Support Toward Republicanism up to 8 Months Later. *Psychological Science* 22(8):1011-1018.

Iyengar, Shanto, Donald R. Kinder, Mark D. Peters, and Jon A. Krosnick. 1984. "The Evening News and Presidential Evaluations." *Journal of Personality and Social Psychology* (4):778-787.

Lenz, Gabriel S. 2009. "Learning and Opinion Change, Not Priming: Reconsidering the Priming Hypothesis." *American Journal of Political Science* 53(4):821-837.

Tessler, Michael. 2015. "Priming Predispositions and Changing Policy Positions: An Account of When Mass Opinion is Primed or Changed." *American Journal of Political Science* 59(4):806-824.

Valentino, Nicholas A., Vincent L. Hutchings, and Ismail K. White. 2002. "Cues That Matter: How Political Ads Prime Racial Attitudes During Campaigns." *American Political Science Review* 96(1): 75-90.

Supplementary

Donovan, Todd, Caroline J. Tolbert and Dan Smith. "Priming Presidential Votes by Direct Democracy." *Journal of Politics* 70(4): 1217-1231.

Nicholson, Stephen P. 2005. *Voting the Agenda: Candidates, Elections, and Ballot Propositions*. Princeton: Princeton University Press.

April 1 Instructional Break

April 8 Frames, Metaphors, and Rhetoric

- Chong, Dennis and James N. Druckman. 2007. "Framing Theory." *Annual Review of Political Science* 10:103-126.
- Iyengar, Shanto. 1990. "Framing Responsibility for Political Issues: The Case of Poverty." *Political Behavior* 12(1):19-40.
- Nelson, Thomas E., Clawson, Rosalee A., and Oxley, Zoe. 1997. "Media Framing of a Civil Liberties Controversy and its Effect on Tolerance." *American Political Science Review* 91: 567-84.
- Chong, Dennis, and James N. Druckman. 2007. "Framing Public Opinion in Competitive Democracies." *American Political Science Review* 101:637-56.
- Feinberg, Matthew and Robb Willer. 2015. "From Gulf to Bridge: When Do Moral Arguments Facilitate Political Influence?" *Personality and Social Psychology Bulletin* 41(12):1665-1681.
- Lakoff, George. 1991. "Metaphor and War: The Metaphor System Used to Justify War in the Gulf." *Peace Research* 23 (2/3):25-32.

Supplemental:

- Druckman, James A. 2001. "The Implications of Framing Effects for Citizen Competence." *Political Behavior* 23:225-56.
- Druckman, James N. 2004. "Political Preference Formation: Competition, Deliberation, and the (Ir)relevance of Framing Effects." *American Political Science Review* 98(4):671-686.
- Iyengar, Shanto. 1991. *Is Anyone Responsible? How Television Frames Political Issues*. Chicago: University of Chicago Press.
- Jacoby, William G. 2000. "Issue Framing and Public Opinion on Government Spending." *American Journal of Political Science* 44:750-67.
- Ledgerwood, Alison and Amber E. Boydston. 2014. "Sticky Prospects: Loss Frames are Cognitively Stickier than Gain Frames." *Journal of Experimental Psychology: General*. 143 (1): 376-385.
- Nelson, Thomas E. and Donald R. Kinder. 1996. "Issue Frames and Group-Centrism in American Public Opinion." *Journal of Politics* 58 (4):1055-78.

April 15 Motivated Reasoning

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April 22 Workshop

April 28: Presentation of Research Papers

The course syllabus is a general plan for the course; deviations announced to the class by the instructor may be necessary.