Record Nr. UNINA9910778201403321 **Titolo** Winning with words [[electronic resource]]: the origins and impact of political framing / / [edited by] Brian Schaffner, Patrick J. Sellers Pubbl/distr/stampa New York, : Routledge, 2009 **ISBN** 1-282-28354-5 9786612283543 0-203-88311-X Descrizione fisica 1 online resource (213 p.) SchaffnerBrian F (Brian Frederick) Altri autori (Persone) SellersPatrick J 320.97301/4 Disciplina Communication in politics - United States Soggetti Rhetoric - Political aspects - United States Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto Book Cover; Title; Copyright; Contents; Figures; Tables; Preface; Acknowledgments: 1 Introduction; Part I Origins; 2 Framing and Value Recruitment in the Debate Over Teaching Evolution; 3 Partisan Framing in Legislative Debates; 4 Building a Framing Campaign: Interest Groups and the Debate on Partial-birth Abortion; 5 Mobilizing to Frame Election Campaigns; Part II Impact; 6 Competing Frames in a Political Campaign; 7 Taxing Death or Estates?: When Frames Influence Citizens' Issue Beliefs 8 Great Communicators?: The Influence of Presidential and Congressional Issue Framing on Party Identification The Decline of the Death Penalty: How Media Framing Changed Capital Punishment in America; 10 Framing Research: The Next Steps; Contributors; Index Today's politicians and political groups devote great attention and care Sommario/riassunto to how their messages are conveyed. From policy debates in Congress to advertising on the campaign trail, they carefully choose which issues to emphasize and how to discuss them in the hope of affecting the opinions and evaluations of their target audience. This groundbreaking text brings together prominent scholars from political science,

communication, and psychology in a tightly focused analysis of both

the origins and the real-world impact of framing. Across the chapters, the authors discuss a broad range of contem_____