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Autore	Gambrill Eileen D. <1934->
Titolo	Propaganda in the helping professions [[electronic resource] /] / Eileen Gambrill
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ISBN	1-280-59408-X 9786613623911 0-19-971717-6
Descrizione fisica	1 online resource (581 p.)
Disciplina	650.101/4
Soggetti	Professional employees Consumer confidence Propaganda Persuasion (Psychology) Consumer education
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Introduction -- Propaganda in the helping professions : what is it and why should you care? -- Context, actors, and scripts -- Introduction to the players -- Interactions among the players -- Propaganda analysis : different levels -- Consequences of propaganda -- A Rogue's gallery of harms related to propaganda in the helping professions -- The medicalization of life -- How they reel us in -- Obscure different views of knowledge and how to get it -- Appeal to popular grand narratives and metaphors -- Disguise advertisements as professional literature -- Propagandistic use of language and social psychological persuasion -- Strategies -- Appeal to our psychological vulnerabilities -- What you can do -- Enhance your argument analysis skills -- Increase your skill in spotting fallacies -- Increase your skill in searching for answers for yourself -- Notes -- References -- Index.
Sommario/riassunto	Propaganda in the helping professions has grown by leaps and bounds in recent decades, with alarming implications for clients and their families, as well as the professionals who try to help them. There is a fog that has been generated by corporate interests and organizations

attempting to sell their services and products to desperate or poorly educated consumers. Propaganda in the Helping Professions is a guide to lifting the confusion. From phrenology to institutional crib-beds for adult psychiatric patients, from Roman bird-beak masks to drugs designed to combat overurination, readers are t

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