1. Record Nr. UNINA9910822148903321 Autore Osgood Kenneth **Titolo** Selling War in a Media Age [[electronic resource]]: The Presidency and Public Opinion in the American Century Gainesville, : University Press of Florida, 2010 Pubbl/distr/stampa **ISBN** 0-8130-4088-4 Descrizione fisica 1 online resource (291 p.) Altri autori (Persone) FrankAndrew K 306.20973 Disciplina Soggetti Communication in politics -- United States -- History -- 20th century Mass media and war -- United States -- History -- 20th century Political leadership -- United States -- History -- 20th century Politics and war -- United States -- History -- 20th century Presidents -- United States -- History -- 20th century Presidents -- United States -- Public opinion -- History -- 20th century Public opinion -- United States -- History -- 20th century Rhetoric -- Political aspects -- United States -- History -- 20th century United States -- History, Military -- 20th century Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto Cover; Title; Copyright; Contents; Preface; Introduction. Hail to the Salesman in Chief: Domestic Politics, Foreign Policy, and the Presidency; 1. Imperial Tutor: William McKinley, the War of 1898, and the New Empire, 1898-1902; 2. War and the Health of the State: The U. S. Government and the Communications Revolution during World War I; 3. Selling Different Kinds of War: Franklin D. Roosevelt and American Public Opinion during World War II; 4. Cementing and Dissolving Consensus: Presidential Rhetoric during the Cold War, 1947-1969; 5. Hard Sell: The Korean War 6. Eisenhower's Dilemma: Talking Peace and Waging Cold War 7. "We Need to Get a Better Story to the American People": LBJ, the Progress Campaign, and the Vietnam War on Television; 8. Selling Star Wars:

Ronald Reagan's Strategic Defense Initiative; 9. The Ministry of Fear: Selling the Gulf Wars; 10. Conclusion. War, Democracy, and the State;

Afterword. Worm's-Eye View; List of Contributors

Sommario/riassunto

George W. Bush's ""Mission Accomplished"" banner in 2003 and the misleading linkages of Saddam Hussein to the 9/11 terrorist attacks awoke many Americans to the techniques used by the White House to put the country on a war footing. Yet Bush was simply following in the footsteps of his predecessors, as the essays in this standout volume reveal in illuminating detail. Written in a lively and accessible style, Selling War in a Media Age is a fascinating, thought-provoking, mustread volume that reveals the often-brutal ways that the goal of influencing public opinion has shaped how American pr