1. Record Nr. UNISA996333144703316 Autore Christiansen Paul Victor Titolo Orchestrating Public Opinion: How Music Persuades in Television Political Ads for US Presidential Campaigns, 1952–2016 / / Paul Christiansen Pubbl/distr/stampa Amsterdam,: Amsterdam University Press, 2017 Amsterdam:,: Amsterdam University Press,, [2017] ©2017 **ISBN** 90-485-3167-5 1 online resource (276 pages): illustrations Descrizione fisica Disciplina 782.420973 Soggetti Music in advertising - United States - 21st century Music in advertising - United States - 20th century Music - Political aspects - United States - History - 21st century Music - Political aspects - United States - History - 20th century Electronic books. **United States** USA Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Nota di contenuto Frontmatter -- Table Of Contents -- Acknowledgments -- Introduction -- 1. The Age Of Innocence: 1952 -- 2. Still Liking Ike: 1956 -- 3. The New Frontier: 1960 -- 4. Daisies For Peace: 1964 -- 5. This Time Vote Like Your Whole World Depended On It: 1968 -- 6. Nixon Now! 1972 -- 7. A Leader, For A Change: 1976 -- 8. The Ayatollah Casts A Vote: 1980 -- 9. Morning In America: 1984 -- 10. Horton Hears A "Who?": 1988 -- 11. It'S The Economy, Stupid! 1992 -- 12. At Millennium'S End: 1996 -- 13. Bush V. Gore: 2000 -- 14. Mourning In America: 2004 --15. Whatever It Takes: 2004, Continued -- 16. Yes, We Can: 2008 --17. The 47% Solution: 2012 -- 18. #Demexit: 2016 -- Conclusion --Appendix 1. Interview With Jim Cole -- Appendix 2. Interview With Matthew Nicholl -- Glossary Of Selected Musical Terms -- Bibliography

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## Sommario/riassunto

Analysis of political advertising tends to give music short shrift-which flies in the face of what we know about the power of music to set a mood, affect feelings, and influence our perceptions. This book is the first to offer a detailed exploration of the role of music in US presidential campaign advertising, from Eisenhower to the present, showing that in many cases music isn't simply one element in the presentation of an ad's message-it's the dominant factor, more important than images, words, or narration.