



Air Wars, 6th Edition

By Darrell M West



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This text provides in-depth examination and insight into how candidates plan and execute advertising campaigns, how the media covers these campaigns and how American voters are ultimately influenced by them. Perfect for undergraduate students of political communication, elections and voting behaviour of American politics.



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Editorial Review

Review

"My students enjoyed the book. Many of the historical ads West discussed in his text interested my students, with some even going online to view the older ads. The book does a good job explaining the major theories of political communication. After reading a few chapters of the text, my students better understood priming and agenda setting. They also began to think more about how ads affect the American public." -- Heather Evans "West does an excellent job of providing breadth as well as details in Air Wars. My students especially respond to various concepts he develops including demonization, association, stereotyping, and code words. This allows them to apply concepts to specific ads from the last several decades. His in-depth examination of various contexts in which ads surface allows students to understand ad meanings and effects." -- Farida Jalalzai It occasionally happens that the umpteenth remake of a book is simply a carbon copy of the previous versions. Not so with this beautiful work... Pioneer research in communication policy, [the author] has rigorously reviewed and updated the text... a rich exhibition, full of notes and effective insights. -- Ferdinando Fasce

About the Author

Darrell M. West is the Vice President of Governance Studies and Director of the Center for Technology Innovation at the Brookings Institution in Washington, D.C. He is the author of 22 books, including Megachange: Economic Disruption, Political Upheaval, and Social Strife in the 21st Century and Billionaires: Reflections on the Upper Crust.

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