

Syllabus
Political Methodology Seminar (G53.3200.001)
Identity, Persuasion, and Leadership

Fall 2007, New York University
Tuesdays, 4:10pm-6:00pm
19 West 4th Street, Room 325

Prof. Eric Dickson
Email: eric.dickson@nyu.edu
Phone: (212) 992-8697
Office: 19 West 4th Street, Room 306
Office Hours: Wednesdays, 2:00pm-4:00pm

Course Description: This course is designed for political science PhD students, normally in their second year or beyond. The course surveys both theoretical and experimental literature from political science, psychology, and economics on three elusive but crucial topics that are important in all subfields of political science: identity, persuasion, and leadership. The objective of the course is to develop new methods of theoretically modeling identity, persuasion, and leadership, taking into account the insights from the three disciplines cited, as well as to develop new experimental methods of testing such theoretical models. Approximately two-thirds of the course sessions will be devoted to discussions about assigned readings from the literature, while the remaining one-third will be devoted to discussions of student ideas.

Course Prerequisites: Game Theory I (or equivalent) is required. Quant I (or equivalent) is strongly recommended.

Course Requirements:

- (1) Class participation. Class discussion of the literature and of student ideas will be central to the course. Attendance, doing the readings, and participating in class is therefore mandatory. 30% of the class grade.
- (2) Three short research memos (roughly 3-5 pages) will be due at regular intervals during the course of the semester. These short papers will consist of a brief presentation of, and motivation for, a student idea for a (i) theoretical model or (ii) experimental design relevant to the course material. 30% of the class grade.
- (3) A final research paper (roughly 25-40 pages i.e. journal length) that will ordinarily be an extension and more careful consideration of the issues presented in one of the three research memos, although it may cover a different topic. Students are expected to begin discussing their paper ideas with the instructor by Week 10 at the latest. 40% of the class grade.

Course Readings: Most of the course readings listed below are either published journal articles available online via the NYU library system or are working papers available at the websites listed on the syllabus. There are also a few readings that are excerpts from books or edited volumes that will be available in a course reader and/or the NYU library.

Tentative Course Outline

Week 1 (4 September 2007): Introduction

- Why 'Identity, Persuasion, and Leadership?'
- Discussion of experimental methods and behavioral game theory
- Differences in perspective between relevant research in economics, psychology, and political science

Week 2 (11 September 2007): Theoretical Conceptions of Identity

- Akerlof and Kranton. 2000. "Economics and Identity", *Quarterly Journal of Economics* 115:715-53.
- Bawn. 1999. "Constructing Us: Ideology, Coalition Politics, and False Consciousness", *American Journal of Political Science* 43:303-34.
- Penn. 2007. "Citizenship versus Ethnicity: The Role of Institutions in Shaping Identity Choice."
<http://www.people.fas.harvard.edu/~epenn/IdApp.pdf>
- *Huddy. 2003. "Group Identity and Political Cohesion," in David O. Sears, Leonie Huddy and Robert Jervis, *Oxford Handbook of Political Psychology*, pp. 511-558.
- Chandra. 2005. "What is Ethnic Identity and Does It Matter?" *Annual Review of Political Science*.
<http://www.nyu.edu/gsas/dept/politics/faculty/chandra/ars2005.pdf>
- Van Evera. 2001. "Primordialism Lives!"
<http://web.mit.edu/polisci/faculty/S.VanEvera.html>

Week 3 (18 September 2007): Empirical and Experimental Research on Identity

- Chen and Li. 2006. "Group Identity and Social Preferences."
http://www.si.umich.edu/~yanchen/papers/identity_20061030.pdf
- Habyarimana, Humphreys, Posner, and Weinstein. 2007. "Why Does Ethnic Diversity Undermine Public Goods Provision? An Experimental Approach." *American Political Science Review*, forthcoming.
<http://www.columbia.edu/~mh2245/papers1/>
- Hammond and Axelrod. 2006. "The Evolution of Ethnocentrism." *Journal of Conflict Resolution* 50(6): 926-936.
- Phelps and Thomas. 2003. "Race, behavior and the brain: The role of neuroimaging in understanding complex human behaviors." *Political Psychology* 24:747-758.

Week 4 (25 September 2007): Designing (and Testing) Models of Identity

- Discussion centered on 1st student short papers (due _____)

Week 5 (2 October 2007): Theoretical Conceptions of Persuasion

- Austen-Smith. 1990. "Information Transmission in Debate." *American Journal of Political Science* 34(1): 124-152.
- Dickson and Scheve. 2006. "Social Identity, Political Speech, and Electoral Competition." *Journal of Theoretical Politics* 18(1): 5-39.
- Hafer and Landa. 2007. "Deliberation as Self-Discovery and Institutions for Political Speech." *Journal of Theoretical Politics* 19(3): 329-360
- *Billig. 2003. "Political Rhetoric," in David O. Sears, Leonie Huddy and Robert Jervis, *Oxford Handbook of Political Psychology*, pp. 222-250.
- *Lupia and McCubbins. 1998. *The Democratic Dilemma*. Selected Chapters. Cambridge University Press.

Week 6 (9 October 2007): Empirical and Experimental Research on Persuasion

- Achen and Bartels. 2006. "It Feels Like We're Thinking: The Rationalizing Voter and Electoral Democracy." Working Paper.
- Brader. 2005. "Striking a Responsive Chord: How Political Ads Motivate and Persuade Voters by Appealing to Emotions." *American Journal of Political Science* 49(2): 388-405.
- Dickson, Hafer, and Landa. 2007. "Cognition and Strategy: A Deliberation Experiment."
http://www.nyu.edu/gsas/dept/politics/faculty/dickson/dickson_home.html
- *Lupia and McCubbins. 1998. *The Democratic Dilemma*. Chapters 6-9. Cambridge University Press.

Week 7 (16 October 2007): Designing (and Testing) Models of Persuasion

- Discussion centered on 2nd student short papers (due _____)

Week 8 (23 October 2007): Theoretical Conceptions of Leadership

- Canes-Wrone, Herron, and Shotts. 2001. "Leadership and Pandering: A Theory of Executive Policy-Making." *American Journal of Political Science* 45(3): 532-550.
- Hamlin and Jennings. 2007. "Leadership and Conflict." *Journal of Economic Behavior and Organization* 64: 49-68.
- Dickson. 2007. "Better off Following Blindly? Political Leadership and Group Coordination." Working Paper (sent to you by email)
- Calvert. 1992. "Leadership and its Basis in Problems of Social Coordination." *International Political Science Review* 13(1): 7-24.

- *Riker. *The Art of Political Manipulation*. Chapters 1, 2, 4, 7 and conclusion.

Week 9 (30 October 2007): Empirical and Experimental Research on Leadership

- Humphreys, Masters, and Sandbu. 2006. "The Role of Leaders in Democratic Deliberations: Results from a Field Experiment in São Tomé and Príncipe." *World Politics* 58(4).
- Gabel and Scheve. 2007. "Estimating the Effect of Elite Communications on Public Opinion Using Instrumental Variables." *American Journal of Political Science* 51(4): 1013-1028.
- Wilson and Rhodes. 1997. "Leadership and Credibility in N-Person Coordination Games." *Journal of Conflict Resolution* 41(6): 767-791.
- [Todorov, A., Mandisodza, A. N., Goren, A., & Hall, C. C. \(2005\). Inferences of competence from faces predict election outcomes. *Science*, 308, 1623-1626.](#)

and

[Ballew, C. C., & Todorov, A. \(2007\). Predicting political elections from rapid and unreflective face judgments. *Proceedings of the National Academy of Sciences of the USA*.](#)

(last two can be found at <http://www.princeton.edu/~atorodov/publications.htm>)

Week 10 (6 November 2007): Designing (and Testing) Models of Leadership

- Discussion centered on 3rd student short papers (due _____)

Week 11 (13 November 2007): Theoretical Conceptions of Legitimacy

- Binmore. "A Utilitarian Theory of Political Legitimacy."
- Rasmussen. 1994. "Judicial Legitimacy as a Repeated Game." *Journal of Law, Economics, and Organization* 10(1): 63-83.
- Zelditch. 2001. "Theories of Legitimacy." In Jost and Major, *The Psychology of Legitimacy*, 33-53, Cambridge University Press.
- Tyler. 2001. "A Psychological Perspective on the Legitimacy of Institutions and Authorities." In Jost and Major, *The Psychology of Legitimacy*, 416-436, Cambridge University Press.

Week 12 (20 November 2007): Bonus Week

- Further readings selected on basis of student interests (bring suggestions to class during Week 11)

Week 13 (27 November 2007): Workshop on Student Projects I

- Student Presentations and discussion

Week 14 (4 December 2007): Workshop on Student Projects II

- Student Presentations and discussion

Approx. 15 December 2007 (specific date TBA): Final Paper Due by email to Prof. Dickson