

# The Little Blue Book

*The Essential Guide to  
Thinking and Talking  
Democratic*



GEORGE LAKOFF

*Author of the Bestselling  
Don't Think of an Elephant!*

and

ELISABETH WEHLING

# George Lakoff Little Blue Book

**Wanda Teays**



## **George Lakoff Little Blue Book:**

**The Little Blue Book** George Lakoff, Elisabeth Wehling, 2012-06-26 Provides guidelines for United States Democrats to connect moral values to important policies using practical tactics to guide political discourse away from extreme positions

**The Little Blue Book** George Lakoff, Elisabeth Wehling, 2012-06-19 The indispensable handbook for Democrats Voters cast their ballots for what they believe is right for the things that make moral sense Yet Democrats have too often failed to use language linking their moral values with their policies The Little Blue Book demonstrates how to make that connection clearly and forcefully with hands on advice for discussing the most pressing issues of our time the economy health care women s issues energy and environmental policy education food policy and more Dissecting the ways that extreme conservative positions have permeated political discourse Lakoff and Wehling show how to fight back on moral grounds and in concrete terms Revelatory passionate and deeply practical The Little Blue Book will forever alter the way Democrats and progressives think and talk about politics

**The Trump Presidency** Mara Oliva, Mark Shanahan, 2018-08-30 This edited collection delves into the key aspects of the Trump campaign promises around immigration trade social and foreign policy and unpicks how the first year of the presidency has played out in delivering them It charts his first year from both historical and contemporary political standpoints and in the context of comparative pieces stacking Trump s performance against Gold standard presidents such as Reagan Kennedy and the last outsider Eisenhower Focusing in on a number of key elements of the presidency in depth it offers a unique perspective on a presidency like no other drawing on the overriding themes of populism nativist nationalism and the battle for disengagement from the neoliberal power generation

**The ALL NEW Don't Think of an Elephant!** George Lakoff, 2014-09-23 Lakoff is the father of framing The New York Times An indispensable tool for progressives packed with new thinking on framing issues that are hotly debated right now Jennifer M Granholm former governor of Michigan Ten years after writing the definitive international bestselling book on political debate and messaging George Lakoff returns with new strategies about how to frame today s essential issues Called the father of framing by The New York Times Lakoff explains how framing is about ideas ideas that come before policy ideas that make sense of facts ideas that are proactive not reactive positive not negative ideas that need to be communicated out loud every day in public The ALL NEW Don t Think of an Elephant picks up where the original book left off delving deeper into how framing works how framing has evolved in the past decade how to speak to people who harbor elements of both progressive and conservative worldviews how to counter propaganda and slogans and more In this updated and expanded edition Lakoff urges progressives to go beyond the typical laundry list of facts policies and programs and present a clear moral vision to the country one that is traditionally American and can become a guidepost for developing compassionate effective policy that upholds citizens well being and freedom

**The Role of Government in the Realms of Consumerism and Entrepreneurship** Fred Bedell, EdD, 2016-05-12 I have always been interested in the role government plays in our daily lives All too often the

government is characterized in a negative light as being too large too intrusive in state and local activities and too regulatory in corporative initiatives This book attempts to dispel these negative perceptions by offering specific examples regarding the health and safety of the American people specifically in the areas of the food we eat the water we drink and the air we breathe In addition we examine a little known fact regarding the governments taxpayers money in technological innovations where the private sector reaps the rewards with little financial returns for the taxpayer That reinforces one of the themes of this book the private sector is dependent on the public sector In effect it is a history lesson that needs attention

*Manual of Standardization in the Romance Languages* Franz Lebsanft, Felix Tacke, 2020-01-20 Language standardization is an ongoing process based on the notions of linguistic correctness and models This manual contains thirty six chapters that deal with the theories of linguistic norms and give a comprehensive up to date description and analysis of the standardization processes in the Romance languages The first section presents the essential approaches to the concept of linguistic norm ranging from antiquity to the present and includes individual chapters on the notion of linguistic norms and correctness in classical grammar and rhetoric in the Prague School in the linguistic theory of Eugenio Coseriu in sociolinguistics as well as in pragmatics cognitive and discourse linguistics The second section focuses on the application of these notions with respect to the Romance languages It examines in detail the normative grammar and the normative dictionary as the reference tools for language codification and modernization of those languages that have a long and well established written tradition i e Romanian Italian French Catalan Spanish and Portuguese Furthermore the volume offers a discussion of the key issues regarding the standardization of the minor Romance languages as well as Creoles

**Reshaping Philosophy: Michael Boylan's Narrative Fiction** Wanda Teays, 2022-05-25 This volume offers original essays exploring what fictive narrative philosophy might mean in the research and teaching of philosophy The first part of the book presents theoretical essays that examine Boylan s recent books *Teaching Ethics with Three Philosophical Novels* and *Fictive Narrative Philosophy How Literature can Act as Philosophy* The second and third part offer essays on how Boylan executes his theory in the practice within his novels from his two series *De Anima* and *Arch* The book clearly shows the unique aspects of the fictive narrative philosophy approach First it makes story telling accessible to wide audiences Second story telling techniques invoke devices that can set out complicated existential problems to the reader that offer an additional approach to thorny problems through the presentation of lived experience Third the discussion of these devices is a way to explore philosophical problems in a way that many can profit from The book concludes with an essay in which Boylan responds to the critical challenges set out in Part One and the practical criticism set out in Parts Two and Three Boylan addresses the key claims made by his objectors and defends his position He engages with the authors in the way his theory is matched against his actual novels This is useful reading for both philosophers and professors of literature teaching introductory as well as upper level courses in the fields of philosophy literature and criticism

Communication, Meaning and Misconceptions Karol Janicki, 2024-06-21 This book

covers several related topics anchored in the idea of how meaning is created. The central focus in the book is however on how language awareness may help us communicate smoothly and solve social problems. The book takes up language misconceptions and their social significance and promotes the view that regarding meaning and language in general as open and flexible rather than closed and rigid may lead to critical thinking innovation and creativity. The book covers topics such as words and things, words and emotions, fake news and hate speech, and it has been written in the form of short informal dialogues to engage readers and make linguistic concepts accessible.

Ethical Religion and Christian Activism John Shellenberger, 2020-10-14 In the realm of Christian publications targeting the laity, this book is unique and revolutionary. It argues that the essence of the teaching of Jesus of Nazareth was ethical rather than religious, that Christians who identify themselves as followers of Jesus need to think and act in ethical terms, and that the role of the church is to promote discussion of issues from an ethical perspective and then to act appropriately. The first part of the book considers how the stories and sayings of Jesus were influenced by the intervening period of oral transmission between his life and when the Gospels were written, and what the core message was that he was trying to convey. The latter part of the book looks at multiple contemporary issues and how an ethical perspective regards them. It concludes that rather than eschew dealing with controversial issues, the church should be the forum for such discussions. The final Appendix section provides supporting historical and reference information. This is a book for the thoughtful lay person who is having trouble reconciling what he/she really thinks with what they hear from the pulpit, what they remember from childhood, and what most churches preach and represent. This book encourages churches and church people to become active in their communities as centers of public activity and to engage in service for their communities. It reinterprets the message of Jesus and the message of the church, encouraging churches to become a redeeming voice in their communities. An abundance of literature exists on traditional Christian religion. This book provides the reader with a serious, relevant, and thoughtful perspective that the general lay person will find enlightening and useful.

*Through the Black Mirror* Terence McSweeney, Stuart Joy, 2019-07-26 This edited collection charts the first four seasons of *Black Mirror* and beyond, providing a rich social, historical, and political context for the show. Across the diverse tapestry of its episodes, *Black Mirror* has both dramatized and deconstructed the shifting cultural and technological coordinates of the era like no other. With each of the nineteen chapters focussing on a single episode of the series, this book provides an in-depth analysis into how the show interrogates our contemporary desires and anxieties while simultaneously encouraging audiences to contemplate the moral issues raised by each episode. What if we could record and replay our most intimate memories? How far should we go to protect our children? Would we choose to live forever? What does it mean to be human? These are just some of the questions posed by *Black Mirror*, and in turn by this volume. Written by some of the foremost scholars in the field of contemporary film and television studies, *Through the Black Mirror* explores how *Black Mirror* has become a cultural barometer of the new millennial decades and questions what its embedded anxieties might tell

us      *Words of Crisis as Words of Power* Marta Neüff, 2018-05-15 The volume explores crisis rhetoric in contemporary U S American presidential speechmaking Rhetorical leadership constitutes an inherent feature of the modern presidency Particularly during times of critical events the president is expected to react and address the nation However the power of the office also allows him or her to direct attention to particular topics and thus rhetorically create or exploit the notion of crisis This monograph examines the verbal responses of George W Bush and Barack Obama to pressing issues during their terms in office Assuming an interdisciplinary approach it illuminates the characteristics of modern crisis rhetoric The aim of the book is to show that elements of Puritan rhetoric and specifically the tradition of the jeremiad although taken out of their original context and modified to suit a modern multiethnic society can still be detected in contemporary political communication It will be of interest to students and scholars of presidential rhetoric political communication sociolinguistics and cultural studies      Orwell's "Politics and the English Language" in the Age of Pseudocracy Hans Ostrom, William Haltom, 2018-03-19 Orwell's Politics and the English Language in the Age of Pseudocracy visits the essay as if for the first time clearing away lore about the essay and responding to the prose itself It shows how many of Orwell's rules and admonitions are far less useful than they are famed to be but it also shows how some of them can be refurbished for our age and how his major claim that politics corrupts language which then corrupts political discourse further and so on indefinitely can best be re deployed today Politics and the English Language has encouraged generations of writers and readers and teachers and students to take great care to be skeptical and clear sighted The essay itself requires a fresh clear skeptical analysis so that it can with reapplication reclaim its status as a touchstone in our era of the rule of falsehood the age of pseudocracy      *Perspectives on Ecocriticism* Ingemar Haag, Karin Molander Danielsson, Marie Öhman, 2019-05-08 This volume gathers together papers presented at the conference Ecocriticism in the Nordic Countries Yesterday Today Tomorrow held in Västerås Sweden in 2017 organized by the research group Ecocritical Forum at Mälardalen University The conference which was an attempt to survey local ecocritical activities transcended Nordic boundaries engaging scholars from Europe and the United States This expansion from the local to the global mirrors the subject of the conference ecocriticism a cross disciplinary field of research in the intersection of environmental issues and cultural expressions The chapters here engage with topical issues such as the Anthropocene sustainability in education and civilizational critique as well as schools of thought such as materialism dark ecology and animal studies The contributions discuss several types of cultural expressions including film and other visual media university course design and Nordic and English language novels and poetry This volume will attract the interest of readers from a number of different backgrounds both in the Nordic countries and internationally      Lawyers, Judges & Semi-Rational Beasts Daniel E. Holloway, 2020-01-22 Lawyers Judges it is a brilliant integration of what others have written into a powerful perspective on persuasion for the trial lawyer Richard H Friedman Inner Circle of Advocates co author of Rules of the Road author of Polarizing the Case and On Becoming a Trial

Lawyer Lawyers spend their careers attempting to persuade judges jurors clients adversaries and the press to adopt their positions without giving sufficient thought to what would motivate those audiences to do so Dan Holloway has drawn together a fascinating analysis of the inner workings of the human mind and how lawyers can apply that knowledge to persuade different types of thinkers A valuable analytical tool for any attorney s arsenal Robert J Dwyer Boies Schiller Flexner LLP In easy engaging prose this book provides indispensable light for anyone engaged in the foggy mysterious work of persuasion Every law firm should provide a copy to each of its lawyers Lawrence B Schlachter MD JD Neurosurgeon retired medical malpractice attorney active author of *Malpractice A Neurosurgeon Reveals How Our Health Care System Puts Patients at Risk* Crossing back and forth through the permeable membrane between the conscious and the unconscious realms where decisions sprout Dan Holloway guides us on a meticulous no stone unturned quest to reveal what determines how jurors or judges hear or read what the advocate speaks or writes As Dan explains persuasion is a matter not of proof but of people No one should be disappointed or disturbed to realize how little the I yammering away in your head actually controls It s mainly the unconscious self we love the way you wear your hat the way you sip your tea the way you grin when your niece walks in all the things you do without thinking about it Those define you most Those are the reasons people like you or don t You hardly need me to say that all of this holds true as much for judges and law clerks and jurors as it does for you Their responses to your brief or your trial presentation will derive largely from unconscious processes Actually Dan we do need you to say it and particularly in the depth and breadth of observation with which you have considered it in this book Joshua Karton communication and trial consultant co author of *Theater for Trial* with David Ball Full of surprising facts and strikingly original observations this book manages to combine sound practical advice for lawyers with a profound meditation on human thought motivation and behavior Louis Michael Seidman Carmack Waterhouse Professor of Constitutional Law Georgetown University Law Center A comprehensive study of the science and art of persuasion boiled down to effective tools for winning over judges and juries and your spouse and teenage child too Mauricio Gonzalez DLA Piper The lessons and information Holloway provides would be valuable in any law school classroom In particular this book could serve as a key text in a stand alone class on persuasion It could also be a valuable supplemental resource in a variety of legal writing clinical and other courses that merge theory and practice Ann Mallatt Killenbeck Professor of Law University of Arkansas This book distills a library of cognitive science literature into a concise description of how human beings think and decide Dan Holloway s book provides the bedrock foundation from which all lawyers should work It is required reading for anyone who wants to persuade Lloyd N Bell medical malpractice attorney and member of the Inner Circle of Advocates

*Elucidating Social Science Concepts* Frederic Charles Schaffer, 2015-07-24 Concepts have always been foundational to the social science enterprise This book is a guide to working with them Against the positivist project of concept reconstruction the formulation of a technical purportedly neutral vocabulary for measuring comparing and generalizing

Schaffer adopts an interpretivist approach that he calls elucidation. Elucidation includes both a reflexive examination of social science technical language and an investigation into the language of daily life. It is intended to produce a clear view of both types of language, the relationship between them and the practices of life and power that they evoke and sustain. After an initial chapter explaining what elucidation is and how it differs from reconstruction, the book lays out practical elucidative strategies: grounding, locating and exposing, that help situate concepts in particular language games, times and tongues and structures of power. It also explores the uses to which elucidation can be put and the moral dilemmas that attend such uses. By illustrating his arguments with lively analyses of such concepts as person, family and democracy, Schaffer shows rather than tells, making the book both highly readable and an essential guide for social science research.

**On the Discursive Deconstruction and Reconstruction of Europe** Sabine Heinemann, Uta Helfrich, Judith Visser, 2022-04-11 Europe is the name for a scintillating variety of historically emerged concepts constantly developed and discussed over time. Its complexity and fuzziness is reflected in a multitude of myths, topoi, symbols and boundaries which all constitute shared knowledge of the concept of EUROPE and which continue to influence attempts to de and re construct European identity. The case studies collected in this volume investigate the competing concepts of Europe in political and public discourses from a wide range of perspectives: e.g. frame semantics, discourse linguistics, multimodal analysis, focusing on the following aspects: How is EUROPE conceptualised, re negotiated and legitimised by different political actors, political bodies and institutions? How does the European idea change throughout history and how is the re emerging idea of nationality evaluated?

**The Oxford Handbook of Light in Archaeology** Costas Papadopoulos, Holley Moyes, 2021-12-09 Light has a fundamental role to play in our perception of the world. Natural or artificial lightscapes orchestrate uses and experiences of space and in turn influence how people construct and negotiate their identities, form social relationships and attribute meaning to material practices. Archaeological practice seeks to analyse the material culture of past societies by examining the interaction between people, things and spaces. As light is a crucial factor that mediates these relationships, understanding its principles and addressing illumination's impact on sensory experience and perception should be a fundamental pursuit in archaeology. However, in archaeological reasoning, studies of lightscapes have remained largely neglected and understudied. This volume provides a comprehensive and accessible consideration of light in archaeology and beyond by including dedicated and fully illustrated chapters covering diverse aspects of illumination in different spatial and temporal contexts from prehistory to the present. Written by leading international scholars, it interrogates the qualities and affordances of light in different contexts and in material environments, explores its manipulation and problematises its elusive properties. The result is a synthesis of invaluable insights into sensory experience and perception, demonstrating illumination's vital impact on social, cultural and artistic contexts.

Warring with Words Michael Hanne, William D. Crano, Jeffery Scott Mio, 2014-08-01 Scholars in many of the disciplines surrounding politics explicitly utilize either a narrative perspective or a metaphor perspective though rarely



the two in combination to analyze issues theoretical and practical domestic and international in the broad field of politics Among the topics they have studied are competing metaphors for the state or nation which have been coined over the centuries in diverse cultures the frequency with which communal and international conflicts are generated at least in part by the clashing religious and historical narratives held by opposing groups the cognitive short cuts employing metaphor by which citizens make sense of politics the need for political candidates to project a convincing self narrative the extent to which the metaphors used to formulate social issues determine the policies which will be developed to resolve them the failure of narratives around the security of the nation to take account of the individual experiences of women and children This volume is the first in which eminent scholars from disciplines as diverse as social psychology anthropology political theory international relations feminist political science and media studies have sought to integrate the narrative and the metaphor perspectives on politics It will appeal to any scholar interested in the many ways in which narrative and metaphor function in combination as cognitive and rhetorical instruments in discourse around politics *Your Brain's Politics* George Lakoff, Elisabeth Wehling, 2016-11-08 At first glance issues like economic inequality healthcare climate change and abortion seem unrelated However when thinking and talking about them people reliably fall into two camps conservative and liberal What explains this divide Why do conservatives and liberals hold the positions they do And what is the conceptual nature of those who decide elections commonly called the political middle The answers are profound They have to do with how our minds and brains work Political attitudes are the product of what cognitive scientists call Embodied Cognition the grounding of abstract thought in everyday world experience Clashing beliefs about how to run nations largely arise from conflicting beliefs about family life conservatives endorse a strict father and liberals a nurturant parent model So called middle voters are not in the middle at all They are morally biconceptual divided between both models and as a result highly susceptible to moral political persuasion In this brief introduction Lakoff and Wehling reveal how cognitive science research has advanced our understanding of political thought and language forcing us to revise common folk theories about the rational voter

*Civility, Nonviolent Resistance, and the New Struggle for Social Justice*, 2019-11-26 In *Civility Nonviolent Resistance and the New Struggle for Social Justice* Amin Asfari brings together scholarly contributions addressing the causes of injustice in its many forms Predicated on the idea that violence and injustice are systemic and historical this collection includes chapters that examine the antecedents and effects of prejudice state sponsored violence policies of exclusion and the social forces that shape and solidify their existence Moving beyond ad hoc ahistorical and descriptive explanations of violence and injustice this volume provides a scholarly multidisciplinary approach to confronting them Contributions reflect the many ways in which injustice manifests and civil nonviolent means of engagement are emphasized challenging the very systems that give rise to these notions

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