

## Propaganda And Persuasion-Part 2

Propaganda-Mass "suggestion" or influence through the manipulation of symbols and the psychology of the individual. Propaganda is the communication of a point of view with the ultimate goal of having the recipient of the appeal come to "voluntarily" accept this position as if it were his or her own."

*(Age Of Propaganda, Anthony Ptathanis and Elliot Aronson, p.9)*

"The goal of modern propaganda is not to inform or enlighten but rather to move the masses toward a desired position or point of view."

*(Age of Propaganda, Anthony Ptathanis and Elliot Aronson, p.11)*

### I. Selective Information

"Selectivity of news is the beginning of propaganda."

*(Age of Propaganda, Anthony Prathanis and Elliot Aronson, p.224)*

Matthew 4:5-7 Then the devil took Him up into the holy city, set Him on the pinnacle of the temple, 6 and said to Him, "If You are the Son of God, throw Yourself down. For it is written: 'He shall give His angels charge over you,' and, 'In their hands they shall bear you up, Lest you dash your foot against a stone.'" 7 Jesus said to him, "It is written again, 'You shall not tempt the LORD your God.'"

2 Peter 3:16 as also in all his epistles, speaking in them of these things, in which are some things hard to understand, which untaught and unstable people twist to their own destruction, as they do also the rest of the Scriptures.

Acts 20:27 For I have not shunned to declare to you the whole counsel of God.

### II. Speak To Their Emotions

"Its effect for the most part must be aimed at the emotions and only to a very limited degree at the so-called intellect."

*(Adolf Hitler, Mein Kampf, p.180)*

"These appeals persuade not through the give-and-take of argument and debate but through the manipulation of symbols and of our most basic human emotions."

*(Age of Propoganda, Anthony Prathanis and Elliot Aronson, pp. 5-6)*

Proverbs 22:24-25 Make no friendship with an angry man, And with a furious man do not go, 25 Lest you learn his ways And set a snare for your soul.

Proverbs 27:4 Wrath is cruel and anger a torrent, But who is able to stand before jealousy?

Acts 19:27-29 So not only is this trade of ours in danger of falling into disrepute, but also the temple of the great goddess Diana may be despised and her magnificence destroyed, whom all Asia and the world worship." 28 Now when they heard this, they were full of wrath and cried out, saying, "Great is Diana of the Ephesians!"

Proverbs 29:25 The fear of man brings a snare, But whoever trusts in the LORD shall be safe.

Proverbs 26:13 The lazy man says, "There is a lion in the road! A fierce lion is in the streets!"

John 12:42-43 Nevertheless even among the rulers many believed in Him, but because of the Pharisees they did not confess Him, lest they should be put out of the synagogue; 43 for they loved the praise of men more than the praise of God.

"Guilt sells... When we feel guilty we typically pay little attention to the cogency of an argument, to the merits of a suggested course of action."

(Age of Propaganda, Anthony Prathanis and Elliot Aronson, pp.174-178)

Matthew 10:36-37 and 'a man's enemies will be those of his own household.' 37 He who loves father or mother more than Me is not worthy of Me. And he who loves son or daughter more than Me is not worthy of Me.

### III. Great Swelling Words Of Emptiness

"If you have nothing to say—distract them" When confronted with a persuasive communication, especially one that runs counter to important beliefs, we tend, whenever feasible, to invent counterarguments on the spot."

(Age of Propaganda, Anthony Prathanis and Elliot Aronson, p.139)

"The more self-assured and confident a communicator appears, the more likely that we will accept what is said."

(Age of Propaganda, Anthony Prathanis and Elliot Aronson, p.119)

2 Peter 2:17-18 These are wells without water, clouds carried by a tempest, for whom is reserved the blackness of darkness forever. 18 For when they speak great swelling words of emptiness, they allure through the lusts of the flesh, through lewdness, the ones who have actually escaped from those who live in error.

Jude 16 These are grumblers, complainers, walking according to their own lusts; and they mouth great swelling words, flattering people to gain advantage.

Proverbs 10:19 In the multitude of words sin is not lacking, But he who restrains his lips is wise.

Ecclesiastes 5:7 For in the multitude of dreams and many words there is also vanity. But fear God.

Ecclesiastes 6:11 The more the words, the less the meaning, and how does that profit anyone? NIV

2 Corinthians 10:10 "For his letters," they say, "are weighty and powerful, but his bodily presence is weak, and his speech contemptible."

Romans 16:18 For such people are not serving our Lord Christ, but their own appetites. By smooth talk and flattery they deceive the minds of naive people.

Ephesians 5:5-6 Let no one deceive you with empty words, for because of these things the wrath of God comes upon the sons of disobedience. 7 Therefore do not be partakers with them.

Proverbs 14:15 The simple believes every word, But the prudent considers well his steps.