



Universität Hamburg  
DER FORSCHUNG | DER LEHRE | DER BILDUNG

**Faculty**  
of business, Economics  
and Social Sciences



## HAMBURG POLITICAL SCIENCE SEMINAR SERIES – HPS<sup>3</sup>

### INVITATION

Please be invited to the Hamburg Political Science Seminar Series - HPS<sup>3</sup> in Winter Semester 2025/2026.

The HPS Seminar Series features international speakers presenting cutting-edge research in empirical political science and political economy. It takes place on Wednesdays. For further information about dates and speakers in WiSe 25/26 please refer to the [HPS<sup>3</sup> Website](#).

We welcome on

**December 17, 2025 17:15-18:45 CET in VMP9 B130**

[Eric Dickson](#) (New York University)

**Title: Public Knowledge of Political Psychology and Its Consequences**

#### **Abstract:**

Politicians use a variety of psychological techniques to sway voters and win support in elections. For instance, politicians often attempt to instill fear in members of the public, or grossly exaggerate (or willfully minimize) potential threats to society. Political psychology studies the ways in which such campaign techniques can potentially affect voters. Crucially, people are often unaware (or incompletely aware) of their emotional states, the effects their emotions have on their political judgments, or how political actors attempt to manipulate their emotions. Can educating members of the public about ideas from political psychology improve their awareness of these psychological phenomena? Would such awareness have downstream impact on the effectiveness of such manipulative campaigning techniques, and voters' evaluations of politicians who employ them? This talk presents an experimental design and pre-analysis plan exploring these questions. A future goal of the project will be the development of a behavioral game-theoretic model of emotional manipulation in election campaigning that would highlight the distinct mechanisms through which higher public awareness of ideas from political psychology could potentially shape politicians' incentives to use manipulative campaign techniques (or not to) in equilibrium.

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**We invite everyone interested to attend!**